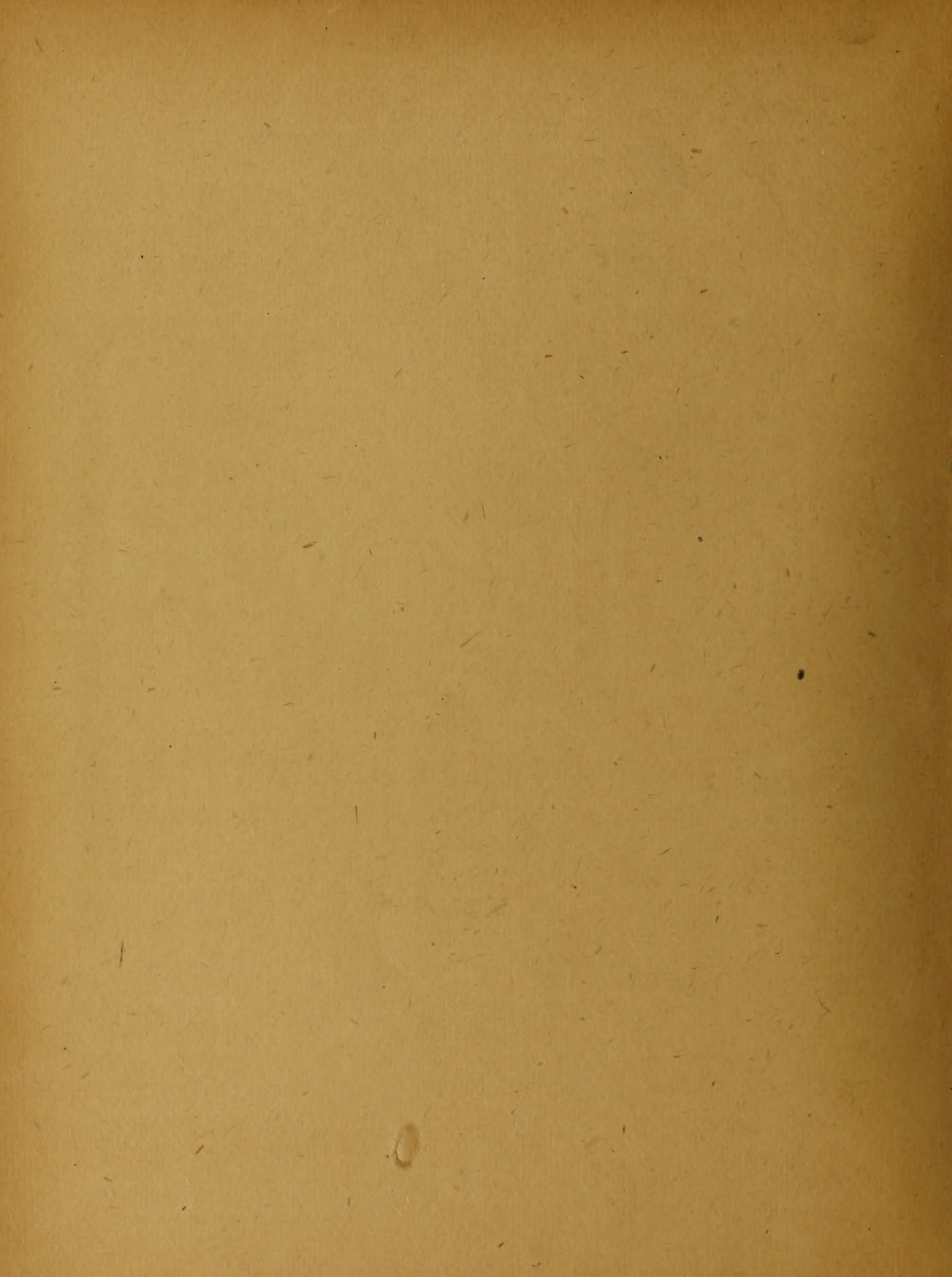




Library
of the
University of Toronto

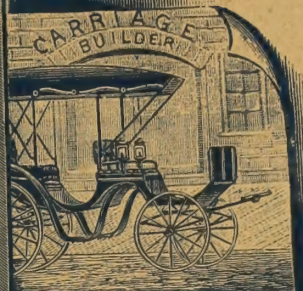




JAN. 3, '91

\$2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

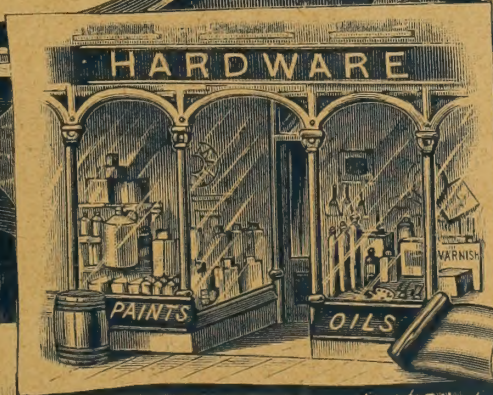
HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST
TORONTO ONTARIO.



TORONTO ENGRAVING CO.

CHRISTMAS NOVELTIES

— FOR THE —

Hardware Trade

Scissor Cases.
Razor Cases.
Toilet Cases.

Piano Lamps.
Banquet Lamps.
Brass Kettles & Stands.

Brass Fenders.
Brass Screens.
Brass Fire Irons.

CARVERS in Sets and Cases.

RICE, LEWIS & SON, LTD.,

General Hardware Merchants,

32 KING ST. EAST, **TORONTO.**



HAVE YOU SEEN OUR

NEW TERRA COTTA TILE

— FOR —

Towers, Gables and Mansards.

The Metallic Roofing Co. of Canada
[Limited.]

TORONTO.

✉ Correspondence Solicited.

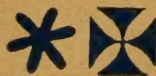
CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.
None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.

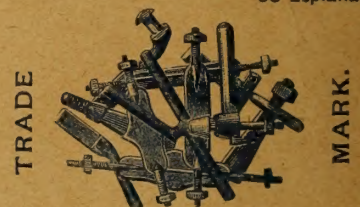
TRAVELLING MEN

WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.,)
88 Esplanade St.



Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

ENGRAVING
• FOR ALL •
ILLUSTRATIVE
• AND •
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8½, 10 & 12, KING ST EAST,
TORONTO, CANADA •

Old Machines Renewed.



HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

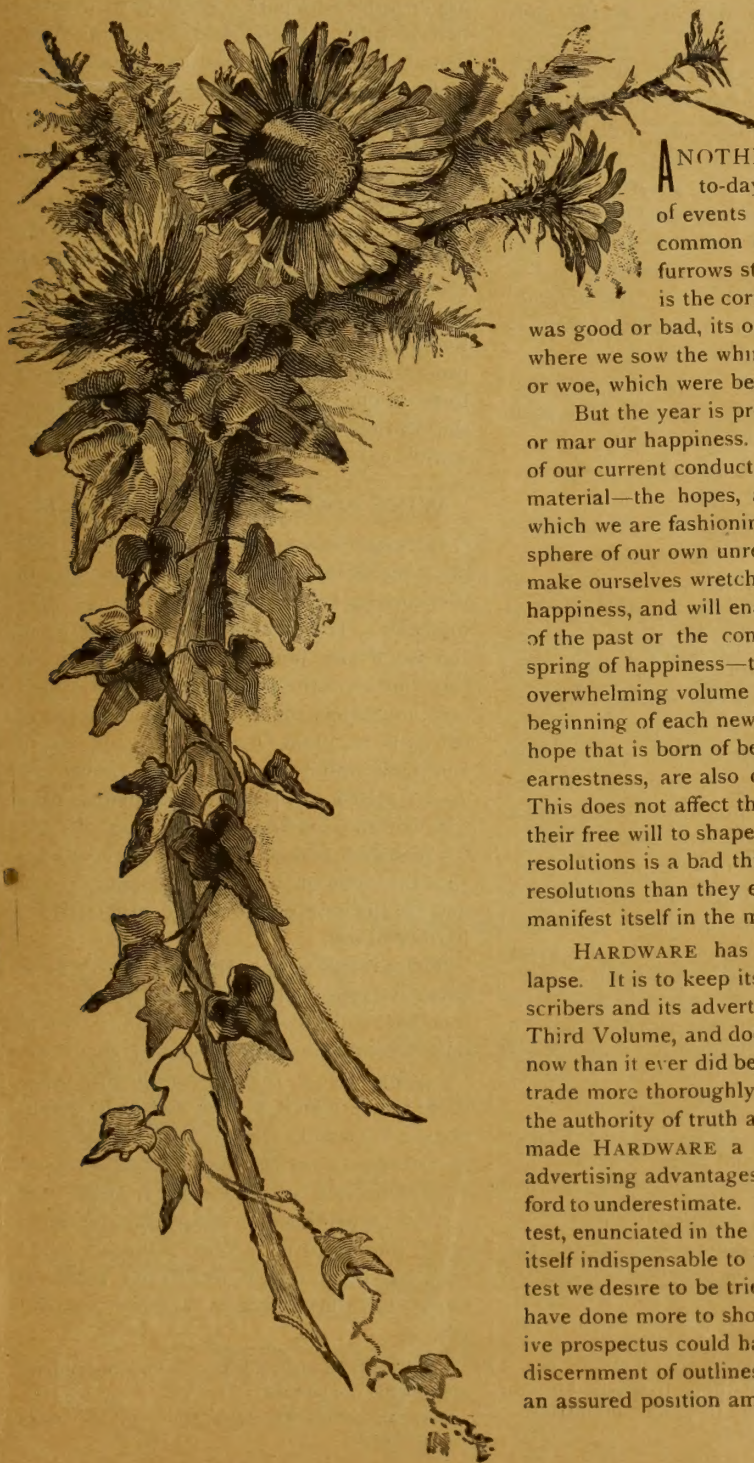
TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, JANUARY 3, 1891

No. 1



THE NEW YEAR.

ANOTHER Year, teeming with a fresh progeny of human mutations, is to-day ushered upon the stage of Time. Let us hope that in its brood of events there may be born more of joys than of sorrows to hover over the common lot, and that it may leave behind it more of dimples than of furrows stamped upon the general face of mankind. Much must befall that is the correlative of what has happened in the past, and as the parent cause was good or bad, its offspring effect must be of the same nature; we must reap the wind where we sow the whirlwind. The year, therefore, is charged with issues fateful for weal or woe, which were begotten before it came down to the living Present.

But the year is pregnant with other formative influences, as potent as any, to make or mar our happiness. These are the yet undetermined, unborn, but inevitable outcome of our current conduct. If we live, we must constantly be at work upon the plastic material—the hopes, ambitions, difficulties, inherent nature—of our personal destiny, which we are fashioning even when in the deepest repose of inactivity. We have in the sphere of our own unrestricted actions ample power to make ourselves contented or to make ourselves wretched. If we use this power well it will be an internal source of happiness, and will enable us also to fence out much of the trouble which is the legacy of the past or the contagion of other people's errors in the present. This inner well-spring of happiness—the rectitude of our own conduct—will flow in the face of the most overwhelming volume of outer force. And nearly everybody recognizes this fact at the beginning of each new year, on which occasion solemn resolutions are dedicated to the hope that is born of belief in that fact. True, these resolutions, though usually made in earnestness, are also often conceived in weakness, and have no endurance in them. This does not affect the generality of the statement that all men believe in the power of their free will to shape well or ill their own lives. Nor does it prove that the making of resolutions is a bad thing. We hope our readers will make more and better business resolutions than they ever made before, and that the New Year will may more frequently manifest itself in the midyear deed.

HARDWARE has formed a New Year's resolution from which it trusts it will not lapse. It is to keep its intrinsic progress abreast of its progress in the favor of its subscribers and its advertisers. On the same date as the New Year opens it begins its Third Volume, and does so under hopeful auspices. It addresses itself to more readers now than it ever did before; bridges the chasm between the wholesale and retail parts of trade more thoroughly than any other medium; it is well known to speak at all times with the authority of truth and not with the bias of any personal interest. These facts have made HARDWARE a necessary organ in the life of the trade, and have given it advertising advantages that none who desire to deal with retail HARDWAREMEN can afford to underestimate. The excellence of an advertising medium is always reducible to one test, enunciated in the question: How far has the given medium succeeded in making itself indispensable to the constituency of custom sought by the advertiser? This is the test we desire to be tried by. Two years of honest service in the cause of the retail trade have done more to show how great the need was for such a paper than the most exhaustive prospectus could have shown at the outset. The fact that we have been happy in our discernment of outlines of needs, the most vital though often least observable, has given us an assured position among the retail dealers of Canada, and has made HARDWARE the

chosen craft to carry the best wholesale advertising in the country.

That our advertising patronage is of the best class, is owing as much to the rigid principles of selection we observe in admitting announcements, as it is to the wide and securely established circulation of our paper. We exclude what we deem not strictly good advertisements. By our care in this respect we do not expose the retailer to humbugs, and do not lower our reputable advertisers by mixing their cards promiscuously with those of business impostors. This careful sifting has raised our columns to a status considerably higher than attention to mere advantage in competition would have done, but it has led us to the surest precedence over competitors. Patrons have learnt from their experience in our pages that random advertising is not the sort to suit their purpose. To hit the mark the target must be in clear light, the aim must be sure, the piece properly sighted. Similar conditions must be insisted on to make advertising efficacious. Bread may be thrown upon the waters with no definite purpose, but the right theory of advertising always postulates purpose, and purpose that is clearly defined and estimated beforehand. He who realizes the truth that is in this statement will not set his advertisements flowing in several meagre sluices, but will look for a channel that concentrates the force upon the surface sought to be moved.

Constancy to resolves made at the beginning of each new year since THE GROCER was started, has resulted in the satisfactory condition in which the paper now finds itself. We mark another notch higher in the scale of progress at the beginning of 1891, and we shall aim to keep level throughout the year with the mark fixed at the start.

To all our readers we wish a prosperous and happy New Year.

THE ADDITION OF COLLATERAL BRANCHES.

On many former occasions we have made reference to this subject, and have thrown out various suggestions as to the "side" branches of trade which could be best adopted by hardware dealers. We have reason to believe from past experience in coming in contact with merchants the results of adopting many collateral branches have been fruitful of good results. But we fear, nevertheless, that a large number of dealers are still neglecting opportunities of adding useful and paying departments to their regular business. That such opportunities exist in a great number of towns is beyond doubt, yet it is equally beyond question unfortunately that hundreds of merchants are quite content to proceed in the old "humdrum" sort of way, without the slightest innovation upon their established mode of procedure. Some hardware dealers may be doing well enough without adding any other lines of goods to

their trade, or perhaps they will say they have no time to spare, or even inducement, to embark upon collateral branches, but we fear such dealers are few in number. If a man is doing very well there is no adequate reason why he should not endeavor to do better. There are those in other branches of the retail trade who are always adding new departments to their business, and so long as he can secure the traditional "small profits and quick returns," never seems to hesitate in handling any class of goods out of which he can make money.

We do not advocate converting a hardware store into an every day junk shop, or every legitimate hardware announcement into a "Cheap John's signboard;" but what we would have every merchant understand is the comprehensive meaning of the word "Hardware."

Without trying to emulate all the enterprises of the several branches of retail business of the day, we would instil into the mind of every dealer this fact, that owing to the lack of enterprise, those branches of trade which we are now advocating that he should take up, have been taken away from him, by dealers in other trades. It seems to us that the hardware merchant can carry on many collateral branches in connection with his regular business, and do well.

It is an easy matter to name a number of lines which can be carried with both profit and convenience. For example:

Clocks,	Travelling Boxes,
Bronzes,	Refrigerators,
Baskets of every kind,	Lamps and lamp goods
Rubber Goods,	Cabinet Case Goods.

We take for granted that a full line of house furnishing goods of all kinds are kept in stock, and that a line of copper tea kettles and wash-boilers are not excepted. No doubt there are times and seasons when one line of goods sells better than it does at others, but they are mostly all the year round goods which we have named, and can be handled without much additional capital or room. Every dealer will see the necessity of keeping his stock in a neat, clean condition, and if he feels inclined to adopt any of the new lines, he will find that a great deal of his success depends on making his goods sell themselves as much as possible.

Let every merchant endeavor before the spring trade opens to make an improvement in his business by adopting a number of new attractions, and thus throw renewed energy in his trade.

Commercial agencies are to be established in the West Indies and South America. The agents will keep the governments informed of the condition of trade, and no doubt a part of their regular duties will be to encourage business in the products of the Dominion in every possible way. Canadian merchants and shippers will no doubt appreciate this innovation; it will do much to provide other markets for their products, and will show the Americans that Canada is not only independent of their markets, but can compete with them in other countries.—Colonies and India.

THE HOLIDAY TRADE.

Although the loss of sleighing does not render this period of the year as pleasant as it otherwise would, the volume of the Christmas trade has assumed large proportions. We are glad to notice the hardware trade has assumed a position along with others who are supplying the scores of people with Christmas novelties. This one fact will stimulate the hardware dealer to make an extra effort every holiday season to supply the wants of his customers with first-class wares relative to his trade.

We quote the following from the Hardware Reporter which makes as perfect reference to the Christmas trade as is possible:

The holiday-decked stores in the cities are crowded with patrons making their selection of gifts. There is no financial stringency about them. Christmas is seen in the looks of youths and maidens; in the eyes of the fathers and matrons. But the surest sign is in the big bundles in the arms of the smiling, contented looking people who dodge in and out the doors of shops and steer their way through the swift moving crowds on the pavements. The dollars spent for gifts keep the tools of industry bright, the shuttles flying, the machines oiled, the fires bright and the fingers busy. Keep up the purchasing procession; and don't ask the window gazer to move on. This is the time for looking at the world's wares, not croaking over the world's cares.

WIRE NAILS VS. CUT NAILS.

It cannot be scarcely said that wire nails are a recent introduction, though they are in this country not so extensively used as they might be. The many advantages offered in the use of wire nails are numerous, and as the number to the pound are at least 50 per cent. more than the corresponding pound of cut nails, it cannot be said that the cost of wire nails stands in the way of their more extensive use. The adhesive quality of a wire nail may be easily demonstrated. Being manufactured of steel wire they will not split the wood or bend while being driven, and are the most desirable nail, especially for hardwood use.

There is certainly nothing to retard a more extensive introduction of these goods if the merchants throughout the country would only become more interested in their sale. Carpenters as a rule prefer them, and as there is every facility now for their manufacture in Canada dealers can procure them at a moment's notice. Manufacturers should push their sale, introduce them when ever possible, and when once used can be relied on for another trial. Wire nails are made from 3-16 of an inch in length to 8 inches of any gauge, thus giving a variety of sizes for use.

Goods conveniently located save time, money and temper in showing.

Soap and water are cheap, but soil on goods is expensive.

CAVERHILL, LEARMONT & CO'Y,

-: SKATES :-

Our stock is large and fully assorted, including :

“SKELETON” Halifax Pattern. “GENUINE ACME”
and Forbes’ New Patent “ACHIEVED.”

✉ Write for Prices, as we
are Headquarters.

MONTREAL.

THE B. GREENING WIRE CO., (LTD.)

A catalogue for 1891 of Brown's patent steel chains, made by the B. Greening Wire Co. (Ltd.), Hamilton, Ont., has been received. This department is only one of many which comprises the extensive plant of this enterprising concern.

The “Brown” chain, being made of hard drawn steel wire, is claimed to be the strongest, lightest and most reliable chain in the market. Repeated tests have been made with these chains, and they have been found reliable in every instance. Being made of steel wire, they will stand four times the strain of welded iron chain. Every hardware dealer should send for samples and enquire into the merits of these chains. The halter and dog chains made by the same firm are all fitted up with a swivel snap, toggle, and ring. They are now ready to supply all numbers which they make, viz., 000, 00, 0 and 1. Coil chains are put up in boxes, each containing 100 feet. Merchants will find this a great convenience. They also put this article up in kegs of 100 pounds. A line of cow chains is also made by this firm of Brown's Patent Steel Chain.

Dealers will find there is no other chain in the market that will compare with these for

strength, lightness, and handsome appearance. Post, heel, tie-out, and trace chains are made in all sizes, and prices will be found right.

This firm also manufacture wire rope, wire cloth, perforated metals, poultry netting, metallic lathing, door mats, office railing, screen doors and windows, wire guards, coppered, steel and broom wire.

A separate catalogue of each of these lines will be sent to any dealer on enquiry. A comprehensive catalogue is also issued, but owing to pressure of business they will omit issuing one for 1891. Every dealer who has not their general catalogue for 1890 should write at once to the B. Greening Wire Co. (Ltd.), Hamilton, and procure one.

THE DEATH OF JAMES STEWART, ESQ.

The death of Mr. James Stewart, stove manufacturer, Hamilton, Ont., occurred in that city on December the 24th. He never recovered from the shock of paralysis which seized him on the 14th of December, and from that time gradually sank till death relieved him. Mr. Stewart was born at Glasgow, Scotland, in 1811, and emigrated to Canada in 1830, settling in the Province of Quebec. He afterwards came to Hamilton,

and was employed in the foundry of Messrs. Fisher & McQuestion, in whose service he faithfully labored for upwards of ten years. He then embarked in partnership with the late Adam Cook, and they erected a foundry on the site of the present large plant. Since that time Mr. Stewart has been known as a prosperous and thorough going business man, and the stoves which have been turned out of his works have found ready market all over the province. In his death the city of Hamilton loses one of the most genial, and loyal, of its business men. In the affairs of the firm over which he was head, his counsel will be sadly missed, and his position in that capacity will be difficult to fill. The funeral took place from the residence of his son Mr. W. C. Stewart, on Friday, Dec. 26th. The deceased gentleman leaves five sons and two daughters.

We noticed a large shipment of Spooner's copperine going to Goldie & McCulloch, Galt, a day or two since. It is a production of our town—it is the metal above all other metals, and this settles it. There will not be a hot box for miles around Galt as long as the copperine holds out.—Port Hope Guide.

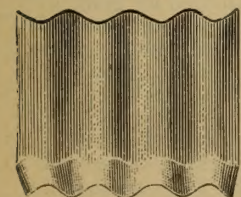
Restore goods to their proper places as soon after using as possible.

CORRUGATED STEEL FASTENERS.

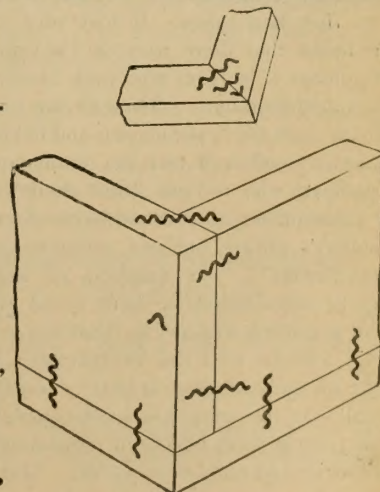
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

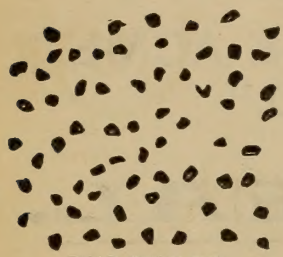


THE ONTARIO TACK CO., Hamilton, Ont.

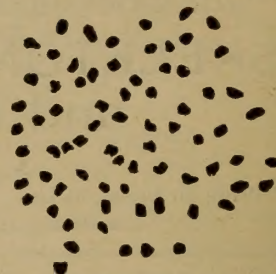
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



REGISTRATION OF PLUMBERS

Lord Aberdare, at a recent meeting held at the University College of South Wales and Monmouthshire, for the purpose of distributing certificates granted by the Plumbers' Company, London, to plumbers in the district under rules of the national registration system, said he felt that he, with every man who was capable, should do all he could to promote so salutary a movement as that which had brought them together. He was not going to say anything harsh about plumbers, but he had spent in his life, he grieved to say, some \$100,000 in building, a great deal of which had been spent very unsatisfactorily. He had found everywhere a deep—he dared say in many respects a very unjust—mistrust of plumbers. His lordship then dealt with the movement from its origin, in 1884, and warmly commended the Worshipful Company of Plumbers for the action they had taken. It had very soon been found that there were in the trade a vast number of persons who were unworthy to be called plumbers. Through the extraordinary increase in population and in building, a vast number of men got employment as plumbers who did not know their work. The consequence of that had been—touse a schoolboy's phrase, but one perfectly applicable—"awful." The numbers of deaths which he supposed all of them could trace to bad plumbing was awful. That was going on still, and the work the Worshipful Company had undertaken to register competent men all over the country was not completed. Some 5,000 persons had been registered out of an estimated number of 35,000. And the examination was no child's play, for in some

places as few as 15 per cent. had been able to pass, in others 70 per cent. had passed, the general average being 48 per cent. The Government has been asked to interfere in the matter. Considering the immense importance of the subject as affecting public health, it had been asked to have a system of registration such as had been allowed in the case of medical men. The health of the inhabitants of a house depends upon its sanitary condition. Mr. Ritchie, with a ministerial caution with which he was not unfamiliar, had spoken very kindly and encouragingly, but declined to commit himself. He recommended the plumbers not to be too sanguine in hoping that the Government would interfere to compel registration. But he was happy to see a number of public bodies and eminent persons had announced their determination that no one who had not received a certificate should be employed to do their work. Some county councils, at least one in Yorkshire, had laid that down, and he was delighted to hear that many hospitals and water-works companies had laid down the same rule. The Duke of Westminster, who had enormous estates, and who really spent his whole life and income, after deducting a very small portion for personal expenses, in works of public utility, had come to the same resolve. Registration afforded pretty good proof that a workman was a good workman, and could be trusted; but what they wanted was not to keep things at their present high level, but to get a higher. That level was to be got by the union of manual labor with scientific teaching. It had been considered that scientific subjects should be taught with special reference to trades, so that a man should be helped to do his work. He was quite sure a young man could not get at the higher parts of his work without adding dignity to it. This was what the Worshipful Company were about, and for this they deserved the utmost gratitude.—The Sanitary News.

WHY DO OVENS BAKE UNEVENLY?

In continuing the discussion on the above subject, a correspondent writes as follows.

"When a new or clean stove is started off with a fresh fire the flame strikes on the top of the oven first and is much hotter than when it strikes the bottom. On this account it is only natural that the top of the oven should bake more than the bottom, and so the bread may burn on top before it bakes on the bottom. After the stove has been in use for some time, the fine ashes collect on top of the oven and so prevent so much heat from passing through. At this stage in the stove's history it may operate just right. After a time there are more ashes on top than is necessary, and so the bottom of the oven may get the most heat from the fire. When hard coal is used for fuel there is much more flame from a fresh fire than an old one, as the coal gives off more gas and this gas makes flame. With a fresh fire it might be that the top of the oven would get more heat than the bottom, while if the fire had partly burned down or was not quite so "fresh," the oven might, under the same conditions, bake about right. I once worked for a stove man who used to inform his customers that complained about a stove burning on top that they should use less fire, and if they informed him that the stove was all right he would instruct them to try baking without a fire at all if the stove was such a great heater. When he sold a new stove it was his custom to instruct the customer to sprinkle a few fine ashes on top of the oven before making a fire, then the heat of the oven would be more equal, and by graduating the amount of ashes to suit the requirements it would be easy to regulate the stove so it would bake in almost any language. This advice would impress itself on the mind of the customer, and convey the idea that it was easy to regulate the baking "power" of a stove by the ashes on the oven, and it would be easy for the customer to conclude, if not so advised, that too many ashes would prevent the top of the oven from baking as rapidly as desired. If my ideas on the subject do not cover the whole ground they may at least serve the purpose of bringing out others from those who know more about the diseases of stoves than does your humble servant."—Ex.



The City Engineer of Kingston has issued a notice that tenders will be received up to the 8th of January 1891, for constructing and laying a 24-inch riveted steel section pipe in the harbor of that city. All tenders to be addressed to the Chairman of the Committee on Water Works, Kingston, Ont.

Mr. H. W. Petrie, manufacturer of engines and other machinery, Brantford, Ont., is about to remove his entire business to Toronto. The new buildings are to be erected on Front street. All the iron and wire works, such as railings, etc., will be supplied by the Barnum Wire and Iron Works, Walkerville, Ont.

As all the manufacturers of harvest machinery of the United States have formed a consolidation with a capital of \$35,000,000, the barb wire people have been endeavoring for some time to form a like combination. Truly that is a land of trusts, but according to latest accounts the wire manufacturers failed to adopt a system of trust management.

We have received the initial number of The Hardware Trade, published in Minneapolis, Minn., a journal in the interests of the hardware dealer. We have carefully perused its pages and are able to say that we predict a prosperous and useful future for our contemporary in the west. It is published twice a month and the publishers, Messrs. Haynes & Harris, deserve the congratulations as well as good wishes of the trade everywhere.

We have received the special Christmas edition of the Iron Trade Review, printed at Cleveland, O. It has 80 pages of interesting reading matter and advertisements and is profusely illustrated. The cuts represent many iron industries which abound in and about Cleveland and illustrations of various articles of manufacture, such as steam engines, heaters, etc. We are sure the efforts of the publishers of this well managed periodical have met with success during the past year.

We as a country are not behind by any means in the lookout for a foreign market for our products. Sir John Macdonald proposes to establish commercial agencies in Mexico, Buenos Ayres, Rio de Janeiro and other South American cities. A steamship connection is also contemplated, and this, in connection with the Australian service will ensure a transportation by means of which the manufactures of raw materials from countries such as we have mentioned will be allowed in bond for export. The raw material for such purposes will be allowed to be imported free.

Every once in a while we hear of some American manufacturing concern receiving



Keith & Fitzsimons

MANUFACTURERS

GAS FIXTURES, ELECTROLIERS, BRASS GOODS.

111 KING ST., TORONTO.

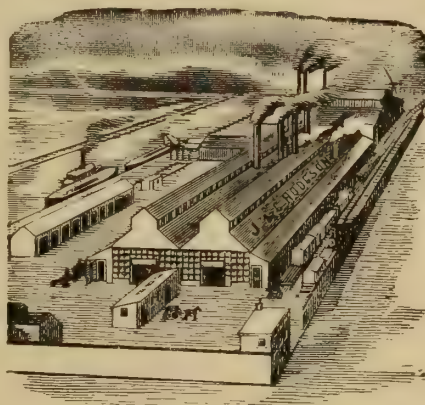


BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,

74 York St., Toronto.

Our name is stamped on every pipe.

communications from a certain foreign customer (this time in Russia), relating to prices of their goods. There is no doubt a feeling of genuine "bigness" in circulating reports of such a nature, for what position are our neighbors in to export articles of hardware, especially in cutlery, in the face of such monopolists as the English manufacturers? At least we never hear the consummation of any of these orders, unless it may be perhaps a cargo of newly manufactured American tin plate.

As an example of mechanical similitude, consider, says Nature, what sort of a steamship would be required to reduce the voyage to America from six to five days. The present steamers crossing in six days have a speed of 20 knots and displacement of 10,000 tons, and the indicated h.p. is close on 20,000 tons. To cross in five days the speed would have to be increased 20 per cent. to 24 knots; and now if we apply Froude's law that, at corresponding speeds as the sixth root of the displacements, the resistances are as the displacements, we shall find that the steamer would have to be of 30,000 tons and 65,000 h.p., thus exceeding even the Great Eastern's dimensions. With given material, say steel, the strongest with which we are familiar, a limit of size is soon reached at which the structure falls to pieces almost by its own weight; and recent experience with the heaviest artillery seems to show we are nearing this limit. The larger the gun or structure, then, the greater the necessity for careful and scientific design and proportion.

PIGS AND SOWS.

How many of the readers of HARDWARE know why the name pig is applied to all kinds of metals in the crude form? The writer was the other day watching the liquid metal running out of a furnace, and heard an expert explaining to one of the best posted hardware merchants in the Dominion how pig metals get their name. At the side of the furnace was a long row of U shaped troughs. These are called "sows." When the liquid metal is taken from the furnace it is poured into these sows to cool. They are connected by a small opening made in each edge, and when one is full it overflows into the next. The metal hardens in the sows and becomes pigs.

A customer secured is a promise of greater salary in time.

Master the whole business and the way to fortune has been mapped out.



When writing to our advertisers please inclose the above



THE KINGSTON STRIKING MOULDERS.

The Kingston Daily News contains the following sensible remarks on the trouble Messrs Chown & Cunningham have had with their moulders:—

It is with the friendliest feelings towards both employers and employees that we venture to say a few words on the incipient labor trouble in Chown & Cunningham's establishment. We are not of the number of those who think that labor has no rights or should not organize to protect itself. On the other hand, we cannot forget that the employer of labor has also rights. Now, Messrs. Chown & Cunningham having provided the large amount of capital required in their business, say, virtually, to certain skilled workmen, "come and help us to make stoves and we will pay you certain fixed reasonable wages per week, asking you to assume none of the risks of the business other than that of being thrown out of work should our undertaking prove unprofitable, only we must be allowed to manage our own business in our own way." This we think, is a very reasonable offer. Industry is an organized warfare with natural products that must be compelled to adapt themselves to human needs. Chown & Cunningham's business is to compel refractory iron to subserve the purpose of warming human beings. The capitalist furnishes the artillery and the generalship for the warfare as it were, the men are private soldiers, corporals or sergeants. The fruits of victory should be divided in proportion to the several services rendered. Indeed when we consider the risks and responsibilities and anxieties which devolve upon the capitalist, we are not sure that the workman, with his fixed weekly wage and the risk only of being thrown out of employment, does not obtain a larger share of the product of their joint labors than goes to the employer. At any rate while capital and direction is furnished from one source and the workmen only have their skilled or unskilled labor to offer, it is unreasonable for them to dictate to their employer as to how the business shall be managed. If they wish to have the management of a business in their own hands they must furnish the capital required, assume all the risks of loss hitherto assumed by the capitalists only, and instead of their assured weekly wages depend on the precarious and uncertain returns from their sales. Until the men are ready to enter into such a co-operation they must not take the direction of industry out of the hands of the capitalist who now shoulders all the risks.

Messrs. Chown & Cunningham say they are willing to pay first-class wages for first-class work, but that a regulation of the Moulders' Union regarding the number of apprentices they are allowed to employ prevents them from paying as high wages as they would otherwise do. Were they allowed to have as many apprentices as are required to do their coarser work they would take back all their skilled workmen at higher wages we are informed. Could anything be fairer than that? Our advice to the moulders of Kingston is not to throw themselves out of employment in the middle of winter by seeking to impose an arbitrary restriction on their employers.

[Since putting the above in type we have learned that Chown & Cunningham have settled the difficulty with their moulders.]

ON THE USE OF COAL STOVES.

The following article taken from the Metal Worker may be of interest to stove dealers, and will apply in a general way to what we have recently said about the uneven baking quality of ovens. The writer having been in the employ of a certain stove company for the last 22 years, and having examined many stoves reported to them as not operating properly, I will give you a statement of some of the principal blunders found during that time in visits made to various places, hoping it may aid those who deal in downward draft cook stoves in finding and correcting some of said blunders, which will almost always be found to exist where stoves are reported as not giving satisfaction.

1. The Pipe Used.—This, in many cases, is made of very light iron, with only five rivets to the joint, and often badly buckled between the rivets and poorly fitted at the joints, admitting air into the pipe, thus acting as a damper. Very often, too, the pipe used is smaller than the collar of the stove. This blunder is very common, and is generally caused by purchasers wishing to save the expense of new pipe when buying a large stove to replace a small one, having no idea of the difference between 6 and 7 inch pipe, and it is at times hard work to convince them that 7-inch pipe is one-third larger than 6-inch pipe. By correcting this blunder I have often changed into a perfect operating stove one that before had been a source of vexation and complaint.

2. Fitting the Pipe into the Flue Hole.—This is often neglected, and I have at times found an open space around the pipe where it entered the flue of $\frac{1}{4}$ inch or more, with not so much as a flange to prevent air getting in at this point. The pipe also had at times been pushed into the flue so far as to reduce the flue to half its size, in either case checking the draft greatly.

3. Openings into the Flue.—These consist sometimes of fire places left either entirely open or only partially closed, or of flue holes for stove pipe on some other floor, either

above or below the one on which the stove is, which are not closed up, but, on the contrary, left open on purpose, especially in the cellar, to act as ventilators; parties so doing not knowing that they are robbing their stove of its draft.

4. Working two or More Stoves in the Same Flue.—This is also a very common blunder, and one that agents can easily discover. They should never guarantee a stove to give satisfaction where it is proposed to work it in a flue with another stove.

5. Badly Constructed Chimney Flues.—These are often built so small and misshaped as to prevent the best stove ever made from giving satisfaction. I have found them all the way from 4 x 8 to 4 x 16, and that, too, when there was no reason why they could not have been built square and of full size.

6. The Chimney too Low.—I have often found the chimney lower than the adjoining building, the kitchen being one storey, while the balance of the house was two storeys or more, causing the wind, in coming over the taller portion, to blow down the chimney, and I have found, added to this fault, a large tree overhanging the chimney, thus choking the draft.

7. Feeding the Stoves; too Much Fuel Used.—This applies especially to coal stoves, and the blunder consists in cramming the fire-box up to the covers, leaving no room for the coal to burn. I have found in some cases upon removing the cover, the impression of the cover in the coal under it, and the consequence was that the coal, instead of burning as it would if allowed the room, simply sputtered and gave off smoke and soot, that soon filled all the flues and caused a complaint to be made against the stove. The remedy in such cases was to clean out the flues and use a reasonable amount of coal, which in no case should be higher in the fire-box than the top oven plate of the stove. The great trouble with most persons using coal ranges and stoves is that they use too much coal. If they would only try it, they would be astonished to see how little coal is really required to do good baking in a first-class range or stove.

In conclusion I will add that if the following suggestions were always observed in setting up stoves much trouble would be saved afterward and fewer complaints would be heard:

1. Make sure that the flue into which you are going to put the stove has a good draft, and that the chimney is as high as any adjoining building.

2. See that all the openings into the flue, no matter of what kind—whether above or below, in garret or cellar, excepting the one that you are going to use—are securely closed.

3. Use good pipe, grooved or closely rivetted and fitted at the joints, so as to admit of no leakage of air, and full size of the collar on the stove. Be sure to see that the pipe fits snug at the flue hole and is not pushed in too far, never beyond the brick in front part of flue. Use as few elbows as possible.



A well-worded, neatly displayed advertisement is a finger-post on the thoroughfare of business, ever pointing the wayfarer to your place of business. Where should this finger-post be erected? Supposing three or four roads lead to your place of business, you

would not think of placing this finger-post on the road travelled by the general public when it could be put right in the path of your customers. No, you would be too near-sighted for that. Still that is what many are doing every day in the matter of advertising. You plant small advertisements in numerous publications, hoping, but doubting, that they will bear fruit, and if they do not, you say "advertising don't pay."

THE ARGUMENT against advertising, that it does not pay, is as senseless as the argument against eating food, because some fools have made themselves sick eating some kinds of it.

You do not speculate when you advertise in **HARDWARE**. The best evidence of the value of a paper as an advertising medium is its ability to secure and hold the best paying class of advertisements. Therefore, we are in it. **HARDWARE'S** success is due to the fact that we study our advertisers' interests. You never see our advertisers buried out of sight. Is there another paper that can say the same? The time has now arrived when you cannot do business without advertising, and the sooner you see this the sooner you will make money. Drop us a card for rates and testimonials.



MONTREAL MARKETS.

MONTREAL, Dec. 31, 1890.

HARDWARE.

In all lines of heavy material there is little or nothing to write about holiday week, and this season is no exception. Business has been nil or next to it, when an odd hand-to-mouth movement is left out of consideration. Consequently there is little or nothing to say and the position remains about the same. Stringency of money is still a universal complaint.

IRON, ETC.

The week has witnessed no change in this market locally, but there has been more or less fluctuation abroad, warrants showing a declining tendency. Makers' brands, however, keep fairly steady, but in spite of a decrease of a hundred thousand odd tons in the stock in Great Britain there can be no denial of the easy tendency to the market, Summerlee for example being as much as ros. lower than it was at the same time last year. On spot, as we have said, there has been positively nothing to note either one way or the other, for no business has been done, and the price of pig is nominal around \$23 or thereabouts for standard brands. Other lines are in the same position, as no business has been done. Lines of sheet material, such as tin plates, run about the same, while in shelf goods nothing is doing, as all the houses are hard at work on their stock-taking.

NAILS.

There is no change either in price or in the way of business regarding this article, which runs unchanged on the \$2.50 basis, and although cutting may be indulged in it is the market value of the article at present. Horseshoes are steady at \$3.60 to \$3.70.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	2 50
8 dy to 9 dy, " "	2 75
6 dy to 7 dy, " "	3 00
4 dy to 5 dy, Am. pat	3 25
3 dy, hot cut, per keg, Am. pat	4 00
3 dy fine hot cut, " "	5 50
4 dy to 5 dy, cold cut, Can. pat.	3 00
3 dy, cold cut, " "	3 50
2 dy, hot cut, nails " "	5 70

	Steel Wire.	Wire.
	Cut Nails	Nails.
10 dy to 60 dy, per keg	\$2 60	\$3 15
9 dy " " "	2 85	3 45
8 dy " " "	2 85	3 70
7 dy " " "	3 10	4 00
6 dy " " "	3 10	4 30
5 dy " " "	3 35	4 30
4 dy " " "	3 35	4 60
3 dy " " "	4 10	5 50
3 dy fine " " "	5 60	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 50
4 dy @ 5 dy, per keg	3 07
6 dy @ 7 dy, " "	3 57
8 dy @ 9 dy, " "	3 25
10 dy @ 30 dy, " "	3 00
Cut spikes, " "	2 55

COMMON FLOUR BARREL NAILS.

7/8 inch, per keg	\$4 80
1 " " "	4 20
1 1/8 " " "	4 50

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to

\$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

There has been little or no change in this branch since our last, in fact business has been practically nil. All lines of heavy chemicals are unchanged, and will remain more or less nominal until the movement or spring account commences. Bleaching powder and bicarb and caustic are firm and other lines show no change.

PAINTS AND OILS.

The week has developed no change nor was it expected to. Leads are quiet and unchanged, as follows: White lead, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6 1/2 c.; do. red, 4 1/2 to 5c. In oils there is no change. Cod remains steady at 40 to 45c. for Gaspe and Newfoundland. Other lines are unchanged, as follows: Cod, Newfoundland, 40 to 45c.; Cod, Gaspe, 40 to 45c.; Seal, steam refined, 52 1/2 to 57 1/2 c.; Linseed, raw, 65 to 67c.; Linseed, boiled, 68 to 70c.; Castor oil, 10 1/2 to 11 1/2 c.; Cod liver oil, 60 to 70c.

PETROLEUM.

The easy feeling in Canadian oil continues owing to the disposition to cut shown by refiners who are making concessions to urge sales. The quotations at Petrolia is 12 1/2 c.; in Montreal 14 3/4 c. American oil is unchanged.

CEMENT AND FIRE BRICK.

The market has been an uneventful one during the week, in fact no business is expected until negotiations on spring account resume, which will be some time yet. In the meantime values are nominal. Firebricks are firmly held at \$24 to \$30 per 1000.

NAVAL STORES.

The trade in naval stores has shown few features during the week, and in the absence of any business, prices are unchanged. We quote: Turpentine, 60 @ 61c.; rosins, \$2 @ \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5 1/2 c. for colored, and 7 @ 10c. for white; oakum, 5 1/2 @ 7 1/2 c.; and cotton oakum, 10 @ 12c.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere.

R. CARRIE,
27 Front St. E. Toronto.

EOW

STEEL WIRE CHAIN.

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making four sizes, viz., 0000, 000, 00, 0. Send for samples and prices.

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

WALTER H. COTTINGHAM,

56 St. Peter St. MONTREAL,

CAN SUPPLY AT CLOSEST FIGURES:

Gold Leaf, Silver Leaf,

Aluminum Leaf, Composition
Leaf, Dutch Metal or Schlag
Metal, Bronze Powders and
Gold Paints.

Write for Prices.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

GRIFFITH & CO.,

(J. McARTHUR GRIFFITH)

Auditor to the Institute of Chartered Accountants of Ontario, 1886 to 1890.

ASSIGNEE FOR CREDITORS.

Auditing and Business Investigation a Specialty.
London-Canadian Chambers, Bay St., Toronto.
Telephone 1549—Cable "Griffith, Toronto."

GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,

24 West Front St., Toronto.

A Second-hand Safe for Sale Cheap.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

WISH ALL THEIR FRIENDS

A Happy and Prosperous New Year.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION THE MILLS, Campbellford, Ont.
—APPLY TO—

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We are making special drive on cross-cut saws, and solicit enquiries, also have complete assortment of popular makes of skates now on hand.

Our customers are particularly desired to send in specifications early.

TRY OUR M. L. S.  BARREL SIFTER.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.

TORONTO MARKETS.

TORONTO, Jan. 2, 1890.

So far as the week is concerned there has not been enough doing to furnish quotations in most lines. As a rule values are nominally the same as a week ago. There is, however, not a very strong disposition on the part of jobbers and manufacturers to force business. The prospects for the early part of 1891 appear much brighter than they were a short time ago. It is fully expected that a sufficient number of import orders will be placed this month as will keep English manufacturers busy until spring.

Remittances from country points have been fairly satisfactory, though some complaints are made by merchants in Eastern Ontario that farmers are backward in meeting their engagements. Local payments are not up to the mark. Money is firm. On call loans the banks will advance nothing under $6\frac{1}{2}$ to 7 per cent., but on commercial paper no change from the 6 to 7 per cent. has been made.

IRON AND STEEL.

Demand has been light and values are nominally unchanged. Carnbroe is held here at \$23 to \$24; Middlesboro, \$22; South-ern, \$22.50; Niagara Forge, \$22.50; Foundry, No. 1, soft, \$23. Bar is quoted at \$2.25 to \$2.30. Glasgow cables quote warrants unchanged at 46s. 3d.

The Iron Monger, in its issue of Dec. 20 has the following on the Scotch situation. Within the last few days a large amount of iron has been purchased on speculative account, but it is stated that it has been acquired in most instances to hold for a rise in price, and not for the purpose of covering over sales. The stock in Connel's stores was reduced in the past week by upwards of 6,000 tons, and is now considerably below the 600,000. It is believed that by Christmas the total reduction of stock in the warrant stores for the year will have amounted to fully 340,000 tons, and that, with the quantity taken out of makers' stocks added, the aggregate reduction in Scotland will amount to from 410,000 to 420,000 tons. It is whispered that a considerable proportion of the iron in Connel's stores is represented by split warrants, these being held by merchants and consumers, who could not get the iron they required except from the stores, and are said to have ordered out in some cases No. 3, and in other cases No. 1, iron, leaving a portion of the iron in store until it shall be wanted; the warrants have thus been split and rendered useless for speculative purposes. How far the practice has gone is not very clear. Some authorities assert that from 100,000 to 150,000 tons of the iron in store are thus affected, and if this be so it becomes a very dangerous game indeed to "bear" Scotch warrants to any great extent. In fact, the position of the Scotch market seems to be gradually changing. There is very little iron being produced, and, although the shipments are small, as is usual at this season, the requirements of iron and steel manufacturers are extensive, and it is expected that the decrease in stocks will now become much more apparent. Only two or three firms of iron-masters have now any iron at their works, yet there is no appearance whatever of the furnacemen's strike terminating, and the furnaces being again lit up. At several of the iron-works advantage is being taken of the stoppage of the furnaces to introduce or extend plant for the utilisation of the waste products. In times of small profits from pig iron, the

revenue obtained by those firms that already have such plant has stood them in good stead. Pitch, oil, sulphate of ammonia, and briquettes have all been sources of income not to be despised, and, in addition to this, there has been the great economy of using the gas generated in the process of making the other articles for reheating the furnaces. When this prolonged strike comes to a close, therefore, it will be found that the stoppage of the furnaces, in a number of cases, has contributed to the introduction of valuable improvements at the works.

COPPER.

Though cables have advanced about 5s. per ton since last report the market is still dull and the feeling is weak and unsettled. Here prices are unchanged at 15 to 16c. inside price being for car lots.

INGOT TIN.

Demand continues light and prices are nominally unchanged on spot, though an easier feeling prevails owing to lower cables which quote spot in London at £90, 7s. 6d., and futures at £91 2s. 6d. Here values range from 23 to 24½c. as to quantity.

LEAD.

There have been no recent sales reported on this market and values are unchanged at 4 to 4½c. for pig and 5 to 5½c. for bar. There is a decidedly better feeling cabled from abroad. Values being up 10s. to £13 7s. 6d.

ZINC AND SPELTER.

Zinc has practically declined about 10s. abroad but this has had no perceptible effect upon our markets as a proportionate advance did not take place here.

ANTIMONY.

This market is quiet with prices firm though not quotably higher at 21 to 22c. for Cooksons and 19 to 20c. for other makes.

CANADA PLATES.

There has been a few sales of small lots locally but the demand generally has been quiet at \$3.20 to \$3.25.

TIN PLATES.

Prices here remain unaltered but the market in England is a shade easier and somewhat favors buyers. Stocks here are light.

GALVANIZED IRON.

Is quiet and prices are unchanged. Should there be any further decline in the prices of spelter it is probable that galvanized iron will sympathize.

GLASS.

The market is quiet and prices are unchanged.

OLD MATERIAL.

Trade has been quiet this week and values show no variation from the quotations of a week ago. Quotations are as follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 60c. to \$1.10 per 100 lbs.; clean dry bones, 90c. per 100 lbs.

PAINTS AND OILS.

The local market on both paints and oils has been quiet this week, and values are unchanged.

THE BRITISH LINSEED OIL MARKET.

Tulloch & Co., 85 Gracechurch street, London, write to HARDWARE under date of Dec. 18:—

The market has now assumed a steadier tone, and is very firm both for "spot" and

"future" deliveries, an advance of fully 3d. per cwt. having been established during the last week. This better feeling, coming with a sharp rise in the value of silver, again bears out our opinion so repeatedly expressed, that the position of oil is largely influenced by the condition of Eastern exchanges. The hardening in the price of linseed, coupled with the absolutely bare supplies of oil, has brought buyers out, and a fair amount of business has been put through, including several purchases for Canadian account. The demand for linseed cake still hangs fire, the present severe winter having so far failed to bring buyers into the market. Further, what demand there exists for this class of feeding stuffs, is filled from cotton cake, which offers considerable advantages in cost, viz.:

	Present spot value.	Present spot value.
Cotton oil, £19 per ton; cake, £4 5s. od.		
Linseed " 22 " " 7 5s. od.		

That there is very little inducement for linseed oil crushers to run their mills is self-evident, and it is of interest to point out that whereas up to two years ago, it was no uncommon occurrence to have spot stocks of fully 7,000 tons, at the present time stocks may be said to be absolutely nil.

One of the leading crushers is fully sold to August, 1891, and it is quite evident that there are now many buyers anxious to book ahead.

The present visible supplies of linseed afloat are as follows:

Calcutta seed afloat to U. K. and Continent, Dec. 17, 1890. } against { Dec. 17, 1889. 111,900 Qrs. } 238,438 Qrs.	
Bombay seed afloat to U. K. and Continent, Dec. 17, 1890. } against { Dec. 17, 1889. 37,333 Qrs. } 13,898 Qrs.	

The above figures speak for themselves, and become more emphasized when it is well known, shipments as a rule fall off in face of advancing cost of exchange—such as is now occurring. The following figures fully explain the "raison d'être" for higher prices on oil:

Dec 11, 1889.—Value of silver 47¾d. p. oz. Rate of Calcutta exchange on London 1s. 6¼d., against, Dec. 18, 1890, 49½d. per oz. Rate 1s. 7d.

It is a further indication of present position that Continental crushers have had to raise their quotations and the "Hull" suppliers, who have up to now figured as cheap sellers, are asking an advance, the full equivalent of London prices.

Some time may still elapse before Canadian importers feel the advance—as there are still several cheap sellers of oil, bought at the bottom of the market. This would apply more to second grade brands, as the leading London crushers have very little cheap oil to deliver against contract.

It is difficult to give close prices, but following are to-day's approximate quotations:

Spot.	Jan'y.	March.	
Raw Linseed Oil.	22s.	22s. 3d.	22s. 4½d.
Boiled do	do 23s. 3d.	23s. 6d.	23s. 7½d.

Prices per cwt. in barrels. F.O.B. London.

PETROLEUM.

There is a continued weakening in prices, whereby Canadian is 16c. at highest point, or a cent less than last week, and Carbon Safety is down to 18c. The coal oil trade is one of the best now being done.

HIDES, ETC.

HIDES—The supply has fallen off since the slaughtering season which preceded Christmas, when butchers stocked the market fairly well considering the lowness of

MARKETS—Continued.

prices, that is $4\frac{1}{2}$ c. for No. 1 green. Cured are worth $5\frac{1}{4}$ to $5\frac{1}{2}$ c.

SKINS—Are \$1 to \$1.25 according to size and weight. They are in low receipt.

TALLOW—Is unchanged at 2c. for rough and $5\frac{1}{2}$ c. for refined.

RAW FURS.

The prices for raw furs are still unchanged, and receipts less numerous. The following are the quotations:—Beaver per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, Dec. 31, 1890.

In this market steel has been weak and sales have been made at easier prices. Crude materials used in steel manufacture are in very limited demand, and difficult to sell even at previous low prices. American Bessemer pig realizes only \$16 to \$17 at furnace. Foreign 20 per cent. spiegeleisen brings very little, if anything above \$29 landed here, and \$62 to \$63 is apparently full value for 80 per cent. ferro-manganese. The sale was reported of a block of 10,000 tons standard Pennsylvania brand grey forge pig iron at \$15 per ton, which price would appear to be full value for that class of material. Inferior brands may be had at \$14.75, possibly at less. On foundry iron there has been no change. In the absence of the announcement of the Thomas Company's prices, agents generally are proceeding with caution, and the bulk of the moderate business passing is with a guarantee of protection in the event of a decline on orders involving deliveries several months ahead. The range of prices quoted is \$17 to \$18 for No. 1 and \$16 to \$16.50 for No. 2 at tide-water. For old materials the demand is exceedingly slow, and not enough business passes to fairly establish market values. Tee rails are nominally \$24 to \$24.50, and No. 1 wrought scrap \$21.50 to \$22 f.o.b. cars.

COPPER.

The copper market is unsettled and weak. Consumers are not placing orders to the extent they usually do at this season of the year, and whilst the large producers make more or less pretense of firmness, it is obvious that

the relation of supply and demand causes some anxiety to sell in other quarters. Moderate quantities of Lake Superior ingot have been sold $14\frac{3}{4}$ c. or less for near future delivery, at all events against 15c. generally quoted, and additional quantities could doubtless be secured at the first-named price. Arizona may be had at $13\frac{3}{4}$ c. and for common casting brands $12\frac{3}{4}$ to 13c. seems to be full value.

TIN.

Pig tin for prompt delivery is lower and weak at the decline, under the influence of anxiety to dispose of stock coming in, together with somewhat adverse advices by cable from London. On the spot, 10-ton lots have been sold at 19.95c. net cash and ordinary jobbing quantities at $20\frac{1}{8}$ to $20\frac{1}{4}$ c. from store. January delivery was 19.85c bid, 20c. asked. February and March were 20.10c. bid, with little offered at less than $20\frac{1}{4}$ c.

LEAD.

In pig lead there has been very little doing the past few days, but a firmer feeling on the part of holders here and in the West has developed. In this market less than 4.10c. would not buy at the close, whilst 4.15c. upward was generally asked, and in the St. Louis market 3.90 to 3.95 is quoted.

SPELTER.

Spelter is offering rather more freely for forward delivery and at slightly lower prices. Prime western may be had at 5.90c. for January and 5.85c. for February and March shipment. The demand for the metal at present is slow.

TIN PLATES

Tin plate is dull and unsettled. Spot lots are offered with some pressure at prices a good margin under the lowest named for futures, but round lots are taken only when a special inducement is offered, and the jobbing movement is slow. We quote as follows: 1. C. Charcoal, 1-2 cross assortment Melyn grade, \$6.12 $\frac{1}{2}$ to 1.75; for each additional X add \$1.50. 1. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.75 for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.87 $\frac{1}{2}$ to ...; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.40 to \$5.45; Worcester, 20x28, \$10.60; Dean grade, 14x20, \$5.00 to; Dean grade, 20x28, \$10.00 to \$10.25; D. R. D. grade, 14x20, \$4.70 to \$4.75; D. R. D. grade, 20x28, \$9.50 to; 1. C. Coke—Penlan grade (iron), \$5.15 to \$5.20; J. B. grade, 14x20, \$5.20 to \$5.25. 1. C. Bessemer steel, 14x20, coke finish, \$5.15 to \$5.20; 1. C. Bessemer steel, squares, \$5.40 to basis; 1. C. Siemens steel, squares, \$5.50 to \$5.55 basis.

James Dougherty, hardware dealer, Stouffville, has sold out to Thomas Trull.

The United States steel rail manufacturers have had further conferences in the interest of a combination for the purpose of regulating output and prices, but no satisfactory results have yet been reached. The indications are stronger than ever that a sharp contest for business is in store, if indeed not already under way. In the soft steel branch there are no signs of improvement either, and the outlook for lively competition all along the line. An order for 11,000 tons of rails was taken a short time ago by Carnegie. Phipps & Co. at a rate which, it is believed will not net over \$27.00 at the mill. One seller offered at the equivalent of \$27.10 and lost the order. It is plain that the conditions are no better now than they were when that business was effected, and \$27 would seem to be nearer actual market value than is \$28, the popular quotation.

Rivalry, open, fair, good natured and enterprising, is the life of business.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

MILK CAN TRIMMINGS.

Ironclad Pattern and Broad Hoop Pattern.
Get our prices before buying.

Samples of Broad Hoop Pattern now ready.

Full line of Tinware. Order early.

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.
474 St. Paul St., Montreal.



ONTARIO.

Hamilton—Stewart, Jas. & Co., manufacturers stoves, Jas. Stewart deceased.

Nortonville—Lewis, J., blacksmith, burnt out.

Osnabruck Centre—Warner, John W., carriage maker, assigned to D. E. McIntyre, Cornwall.

Portland—Dowsett, N., general store, meeting of creditors 3rd prox.

West Toronto Junction—Hoar & McMurtry, hardware, dissolved, Thos. E. Hoar continues.

MANITOBA AND NORTH-WEST TERRITORIES.

Crystal City—Smith, J. & Co., general store, removed to Balder.

Souris—Young, J. & Co., hardware, sold out to A. E. Lewis.

QUEBEC.

Beloeil—Prefontaine, A. & A., general store, assigned.

St. Anne De Bellevue—Morrison, J. F. A., general store, burnt out; insured.

Ste. Marthe—Berthraume, M. & Co., general store, demand of assignment

NOVA SCOTIA.

Lockeport—Locke, Churchill, general store and fishing, burnt out; Locke, Frank, general store, burned out.

Springfield—Morrison, John G., general store and lumber, assigned.

BRITISH COLUMBIA.

Revelstoke—Wilson, E. S. & Co., general store, meeting of creditors held.

The employees of the Consumers' Oil Refining Company, London, met recently and presented Mr. W. H. Hill, their foreman, who has many friends in London, with a handsome meerschaum pipe and a nicely-worded address as a mark of the high appreciation and esteem in which he is held by them.

STORE IMPROVEMENTS.

All doors to cupboards under the ledge should be made to slide, not to swing.

Silverware should be kept in one entire case, to be made dust proof, and lined with black velvet. The doors should also slide, and contain as large glass as possible.

A portion of wall should be reserved for spades, shovels, forks and all garden tools, where they can be hung up, if on nothing better than a large harness hook.

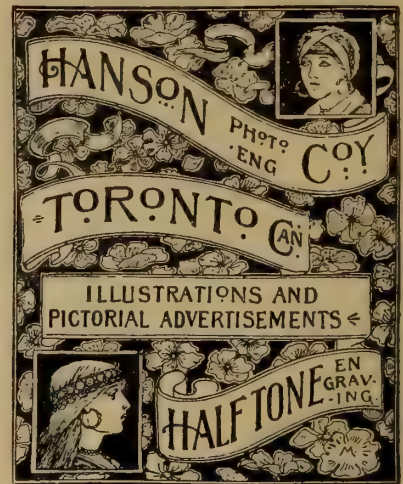
Broken packages of screws should be kept in their original boxes. Each gross as it is broken to be marked on the end, and small quantities to be sold therefrom. Drawers which have been and are still used to a great extent is a poor contrivance, as the screws are continually being mixed and giving a source of endless trouble.

Stores that keep a stock of house furnishing goods for kitchen use, should reserve as much space as possible in the centre of the store for such articles. Tables should be constructed, on which the goods would be well displayed.

A stock of paint and other brushes should be kept in drawers, and properly assorted. A small amount of camphor gum placed in each drawer will effectually kill all moths.

Axe handles to be preserved from becoming crooked should be suspended in the cellar.

In selling glass less than the box, have a case of each size opened and all the packing taken out. Then replace the glass. Care should be taken in keeping out all broken panes, which should be cut up in such sizes as is found each will contain.



WIRE SPARK GUARDS!

Japanned and Brass Wire. Superior manufacture. A trial order solicited. Send for best prices to the trade.

R. DENNIS,
London, Ont.



Milk Can Trimmings, Ironclad or Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

All sizes body stock to suit trimmings.

We are making a new guage for Creamery Cans that every one says "is just what they wanted." Do not buy till you see sample.

We are making all kinds of plain and Japanned tins, Extract and Spice Cabinets for the Tea, Spice and Baking Powder Trade.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



GLASS IMPORTERS, Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599. } **55 Victoria Street, - - - Toronto, Ont.**
CABLE ADDRESS, "PLATE."

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP
CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

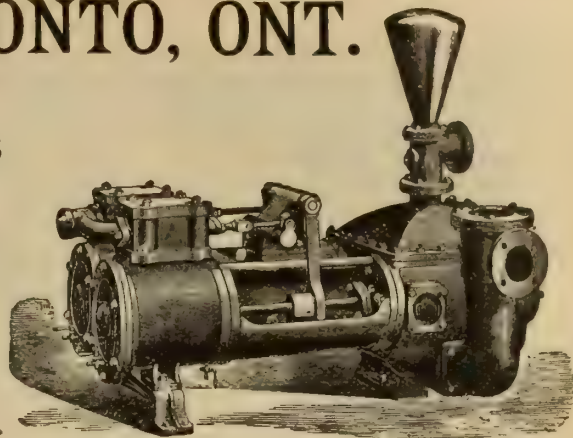
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



THE HANDY-MAN ABOUT THE STORE.

In every retail store there is always something to be done in the way of what may be termed odd jobs. The large wholesale establishment keeps a man who is very often a carpenter by trade, continually employed repairing and making improvements about the place. In our experience such a man about our town and country stores could be easily kept busy.

Although nothing like the amount of work of the kind which keeps the handy man about the wholesale store busy could accumulate in the ordinary retail place of business, but there is always an amount of other duties which could be performed by him and often found to remunerate his employer. For instance in repairing locks, fitting keys, and mending anything in the line of goods kept by a hardware dealer, he could find considerable to do.

Some stores do keep a locksmith who often finds himself well employed, but in case such work drops off, he will find ample opportunity in other work about the premises.

If he be a tinsmith, and the merchant keeps tinware for sale, he will secure a goodly amount of repairing in that line. If he be a good all-around-man, a kind of jack-of-all-trades species, he will find he can have considerable to do in connection with the general trade of the store. Putting in window glass for a customer who perhaps has purchased his glass at that store and been unfortunate enough to demolish it by attempting to act as a qualified glazier himself. Sharpening scissors, carvers' edge tools of any kind, indeed meat saws, would be found to be good customers of the handy man who has his headquarters at so-and-so's hardware store. The itinerant street cutter, as he styles himself, finds a good livelihood in going the rounds, and though he gets many a shear to grind it is generally conceded an

article given to him often returns worse than nothing. The customers of a pushing hardware merchant who is found reliable in all things will ensure to his handy employee plenty of such work which otherwise would find its way to the travelling tinkers.

A merchant who employs a man such as we have mentioned may find mechanics will often tender him their hospitality in the way of sharpening their tools, who, from the reason that they often have not the time to spare themselves and the trouble incurred, would become good customers.

A bench for saw filing, a good kit of tools, including a good grindstone, will be found most useful, in fact indispensable, and a man who will be found reliable will often find all the work he can do to keep customers' cutlery, etc., in good repair. Merchants in cities, towns, and indeed smaller places, could do well by advertising such an enterprise.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

eow

You can lose more than we do
by not subscribing for this paper.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil cup by a screw.

Inch wick. Hinged Cap to Burner. Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

H. D. SIMMONS,

Manufacturers Agent, 74 York St., Toronto.

REPRESENTING

Peck, Benny & Co., Montreal;
J. & C. Hodgson, "
Miller Bros. & Toms, "
Gilmour & Co., "
R. H. Smith Co., Ltd., St. Catharines;
Shepard Hardware Co., Buffalo, N. Y.;
The John C. Jewett Manf'g Co., Buffalo, N. Y.;
American Bit-Brace Co., Buffalo, N. Y.;
The Kilbourne & Jacobs Manf'g Co., Columbus, O.
Aspinall's Enamel Works, London, Eng., etc., etc.

Orders and all Correspondence promptly attended to.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.



The above Brand of Lead

Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

- STORAGE -

54 & 56 Wellington St., East,
TORONTO.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb . 23½ 24½
Straits 100 lb ingots. " . 23½ 24½
Strip " " . 26½ 28½

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes . \$6 25 \$6 50
I.X., " . 7 50 7 75
I.X.X., " . 8 75 9 00

Raven & P.D. Grades—
I.C., usual sizes . 5 25 5 50
I.X., " . 6 25 6 50
I.X.X., " . 7 25 7 50
L.XXX., " . 8 25 8 50
D.C., 12½ x 17 . 4 75
D.X., usual sizes . 5 75
D.X.X., " . 3 10 6 65

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes . 4 60 4 75
I.C., special sizes . 4 75 5 00
B.V. Grade, I.C., usual sizes . 4 60 4 75

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets . 8 25 8 50

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs } 6½c. 7c
" 14x60, " }
" 14x65, " }

Iron and Steel.

Base Price.
Common Iron, per 100 lb . \$2 30 2 40
Refined " . 2 55 2 65
Horse Shoe " . 2 60 2 65
Band " . 2 75 3 00
Hoop " . 2 75 3 00
Swedish " . 4 00 4 25
Nova Scotia Bar Iron . 2 75
Sleigh Shoe Steel . 2 50 2 75
Tire Steel . 3 00 3 25
Machinery " . 3 25 3 40
Best Cast Steel, per lb. . 0 13½ 0 14
Russian Sheet " . 0 10½ 0 12
Tank Plates . 2 25 2 50
Boiler Rivets . 4 50 5 00

Boiler Tubes.

2-inch . 1½c
3-inch . 17

Boiler Plate.

½ inch . \$2 75
5-16 " . 2 60
¾ " and thicker . 2 50

Sheet Iron.

1 to 20 gauge . 3, 3½
22 to 24 " . 2½, 3
26 " . 3, 3½
28 " . 3½, 3¾

Canada Plates.

Blaina . ½ bright 3 20 3 25
Boards Head . " None
Maple Leaf . " None
All Bright . " None

Iron Pipe.

Wrought, 55 to 57½ p.c. dis.
Galvanized, 25 to 27½ p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb . 5½, 5¾
26 gauge, " . 5½, 6
28 " . 5½, 6½

Gordon Crown—
16 to 24 gauge, per lb . 5½, 6
26 gauge, " . 5½, 6½
28 " . 5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb . 7½ 7¾
" ½ " " . 6 6½
" 5-16 " " . 5½ 6
" ¾ " " . 5½ 6
" 7-16 " " . 5 5½
" ½ " " . 4½ 4¾
" ¾ & ¾ inch " . 3½ 3¾

Trace, per doz. pairs . \$3 60 5 90
German coil, per 100 ft . 1 65 2 70
Jack chain, iron, single, per doz yards . 0 13 0 50
Jack chain, double, per doz yards . 0 15
Jack chain, brass, single, per doz yards . 0 20 1 10

Copper—Ingot.

Lake Superior, per lb . 0 00 0 00
Baltimore " . 0 16 0 17
English B.S. " . 0 16 0 17

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 28 \$0 31
1 to 2 in . 0 26 0 28
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light, 16 oz, 14x48 and 14x60 . \$0 20 0 21
Untinned, 14 oz. and light, 16 oz, irregular sizes . 0 21 0 22
Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60 . 0 30 0 32
Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb . 0 22 0 26
" 35 to 45 " . 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T.K. Pitts.

Plain Tinned, per lb . 0 26
Spun " . 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge . 0 25 0 27
From 20 gauge, up . 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " . 0 23 0 29
" 30 and up . 0 26 0 29
Sheets, hand-rolled 2x4 ft. . 0 25

Zinc Spelter.

Foreign, per lb. . 0 06½ 0 06¾
Domestic " . 0 05½ 0 05¾

Zinc Sheet.

5 cwt casks. . 0 06½ 0 07
Part casks . 0 07 0 07½

Lead.

Imported Pig, per lb. . 0 04 0 04½
Domestic " . 0 04 0 04½
Bar, 1 pound . 0 05 0 05½
Sheets, 2½ lbs. per square ft, by roll . 5 00 5 25
Sheets, 3 to 6 lbs. per sq ft, by roll . 4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 20 0 22
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb. . \$0 21 \$0 22
Other makes " . 0 19 0 20
Pure White Lead, ground in oil, Associat'n guarantee, per lb. 5½
No. 1 Do. " . 0 4½
No. 2 Do. " . 0 4½
No. 3 Do. " . 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon . \$1 05 \$1 10
2nd qualities " . 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb . 0 05
Chrome Yellow " . 0 09
Golden Ochre . 0 06
French " . 0 05
Marine Black . 0 09
" Green . 0 09
Chrome " . 0 08
French Imperial Green . 0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per lb 0 01½
" (J.F.L.S.) " . 0 01½
Venetian Red (R.C.2) " . 0 01½
Ven. Red, Cookson's " . 0 02
English Oxides " . 0 03½
American " . 0 02½
Paris Green, per lb . 0 15½ 0 16½
Burnt Sienna " . 0 08½
Burnt Umber " . 0 06
Drop Black " . 0 09
Chrome Yellows " . 0 12
" Greens " . 0 12
Golden Ochre . 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal . 0 70
Brown Japan " . 0 70
No. 1 Carriage " . 1 50
Gold Size Japan " . 1 40
Pure Orange Shellac " . 2 20
Hard Oil Finish " . 1 50

Linseed Oil (in bbls).

Raw, per gal . 0 66
Boiled " . 0 69

Turpentine (in bbls).

Selected Packages, per gal . 0 58 0 59

Castor Oil.

Best, per lb. . 0 10½ 0 12

Glue (in bbls)

Common, broken . 0 10 0 11
French medal . 0 12 0 13
Cabinet makers . 0 17 0 18
White . 0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Past Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross..... 0 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... 7 50 9 00
" Sewing, "..... 7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 8 00 15 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 25 p.c. off Revised list.

Bells—Hand.

Brass, 60 to 86½.
" 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro..... 4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis. 45 and 50 pc.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis. 55 to 60 per cent.
Excelsior—Jennings', discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 percent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... 1 25 1 75
Mascot..... 1 35 1 85

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 60 and 5 per cent. to 65 per cent.
Tire, dis. 50 to 50 and 10 per cent.
Stove, dis. 45 to 50 p.c.
Elevator, dis., 35 to 40 p.c.
Machine, dis., 60 to 60 and 5 p.c.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.
Reversible, dis., 65 to 70 per cent.
Vegetable, per doz..... 1 12 2 35
Henis, No. 8 "..... 6 00
" No. 9 "..... 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz..... 500 4 23

Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.

Wrought Steel.

Fast Joint, dis. 60 to 60 & 10pc.
Loose Pins, " 60 to 60 & 10pc.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz..... 3 75 4 50

Card.

Horse, per doz..... 0 70 0 95

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World "..... 21 75
Daisy, "..... 24 00
Star "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.
Plate " dis. 50pc.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold "..... 1 10
Queenston "..... 1 10
Napance "..... 1 10

Chalk.

Carpenters' Colored, per gross..... 0 50 0 85
White, lump, per lb..... 0 01½ 0 01½
Red "..... 0 05 0 06
Crayon, per gross..... 0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis. 70 per cent.
Canadian, dis. 35 per cent.
Tanged Firmer per doz..... 0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis. 20 to 33½ p.c.

Fawcets.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, "..... 2 80 3 90
Fenns Corkstops, No 2 p.doz..... 1 70
Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc.
Horse Rasps, Kearney & Foote's dis. Am list, 50 pc.
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc., dis. 40 p.c.

Freezers, Ice Cream.

Peerless, discount 45 p.c.
Gem, dis. 50, 50 & 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00
Enterprise, discount 10pc.

Fry Pans.

Acme, discount 55 to 60 per cent.

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

4th quality Star, 1st break..... 1 50
" 2nd "..... 1 60
" 3rd "..... 3 50
" 4th "..... 3 90
" 5th "..... 4 20

Window Glass.

Pilkington's ordinary
1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 6 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge.

Canadian, per lb..... 0 12½ 0 15

Ball Peen.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 p.c.

Hoe.

C. & B., discount 30 p.c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Gross Cut Saw.

Canadian, per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind Parker's, dis. 60, 60 and 5 per cent.
Light T and strap, dis. 60, 62½ percent
Heavy, per lb..... 0 5 0 05½
Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets.

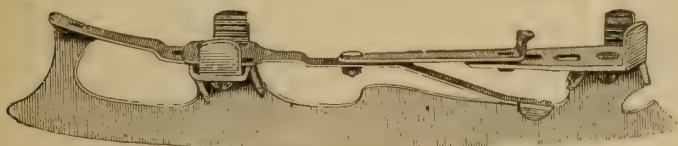
Screw, Eureka..... 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepherd's..... 1 00 1 50

Per doz. pairs

Spring..... 1 50 3 50

Hoes.

Garden, Mortar, etc., discount 40 per cent.
Planter's per doz..... 4 00 5 00



Bowman, Kennedy & Co.,
LONDON, ONT.,

HEADQUARTERS FOR

Acme Club Skates, Sleigh Bells, Cow Ties, Snow Shovels, X Cut Saws,
Buck Saws, Axes, Ammunition, Sporting Goods, all kinds,
Cutlery, Silverware, &c.

Hooks—Cast Iron		Pencils.		Saw Sets.		Thermometers.	
Bird Cage, per doz	0 50 1 10	Dixon's, per gross	1 00 4 25	Per doz	1 65 9 00	Tin case & dairy, dis. 75 p.c.	
Clothes Line, "	0 27 0 63	" Carpenter	2 25 3 60	Scales.		Thimbles.	
Harness, "	0 72 0 88	Picks.		Canadian List, dis. 40 p.c.		Asbestos, filled, per doz., dis 25 off.	
Hat and Coat, per gross	1 00 3 00	per doz	6 00 9 00	Scale Beams.		Ties.	
Chandelier, per doz	0 50 1 13	Picture Nails.		Canadian, B. S. & M. dis. 40 per cent.		Cow, per doz	1 25 2 50
Wrought Iron.		Porcelain Head, p. gross	1 65 3 00	Scrapers.		Tinner's Shears and Snips	
Wrought Hooks and Staples, Can.		Brass Head,	40 1 00	Box, per doz	2 10 4 50	P. S. & W., 10 p.c. advance on American list.	
dis. 17½, 20 p.c.		Planes.		Foot, "	40 3 50	Tinware.	
Wrought Hooks and Staples, Amer		Wood, bench, Canadian, or American		Screens.		Stamped, dis. Assn list, 70, and 12½ per cent.	
dis. 75 to 75 and 10 per cent.		dis. 50.		Window, patent, per doz	6 00 7 50	Japanned, dis. Prices on application	
Wire.		Wood, fancy Canadian, or American		Screw Drivers.		Pieced, dis. "	
Hat and Coat, dis. 35, 40 p.c.		dis. 35, 37½ per cent.		Sargent's, per doz	65 4 00	Transom Lifters	
Belt, per 1,000	0 60 2 70	Bailey's (Stan R. & L. Co.) 33½ to 35		Screws.		Payson's, dis. 25 per cent.	
Screw, bright, Eng., dis. 40, 5, 45 per		per cent.		Wood, flat head iron, dis. 47½ per cent.		Traps.	
cent.		Miscellaneous, dis. 10 to 12½ per cent.		Wood, round head iron, dis. 42½ per		Game, Newhouse, dis. 17½, 20 per cent	
Horse Nails.		Bailey's Victor, dis. 10 to 12½ per cent.		cent.		Game, H. & N., or P. S. & W., discount 57½	
Canadian, dis. 50 to 60 and 5 per cent.		Plane Irons.		Wood, flat and round head, brass,		to 62½ p.c.	
Horse Shoes.		English, per doz	2 00 5 00	dis. 25 p. c.		Mouse, per doz	0 35 1 50
Per keg	3 60	Pliers and Nippers.		Bench, wood, per doz	3 25 4 00	Rat	2 00 4 50
Ice Picks.		Button's Genuine, per doz. prs. dis		Bench iron per doz	4 25 5 75	Trowels.	
Star, per doz	3 00 3 25	37½, 40 p. c.		Scythes.		Disston's, discount 10 p.c.	
Kettles.		Button's Imitation, per		Discount 40 per cent.		German, per doz	4 75 9 00
Brass spun per lb	0 25 0 30	doz.	7 40 10 25	Scythe Snaths.		Brade's	00 10 50
Copper,	0 40 0 45	German, per doz	60 2 60	Canadian, dis. 33½ to 35 p. c.		S. & D., discount 35 p.c.	
Enamelled Can. 50 p.c.		Plumbs and Levels		Shears.		Triers.	
American, 50 and 10, 60.		S. R. & L. Co., dis. 65 p. c.		B. & W., japanned, dis. 75 per cent.		Butter, per doz	6 25 9 00
Keys.		Poppers.		B. & W. N. P., dis. 65 p. c.		Twines.	
Lock, Can, dis 50 p.c.		Corn, square, per doz	1 35 2 00	Seymour's dis. 60 p. cent.		Bag, per lb	0 12½ 0 20
Cabinet, Trunk, and Pad-		Pruning Shears.		Aetna, dis. 75 @ to 75 and 10 per cent.		Wrapp'g, mott'd, pr. pack.	0 50 0 60
lock, Am. per gross	1 60 4 75	Per doz	4 00 5 50	Heinrich 60 per cent.		cotton, per lb	0 18 0 20
Knobs.		Pulleys.		Shovels and Spades.		Mattress, per lb	0 33 0 45
Door, japanned, and N.P., Can. list		Hothouse, per doz	55 1 00	Canadian, dis. 37½ to 40 per cent.		Staging	0 27 0 35
dis. 50 p.c.		Axle,	22 33	Sieves.		Broom	0 30 0 55
Bronze, Berlin, per doz	2 75 3 25	Screw	27 1 00	Wood Rim, black, p. doz	1 15 1 35	Vises.	
Bronze, Gem, "	6 00 9 00	Awning	35 2 50	" tinned, "	1 35 1 60	Hand, per doz	4 00 6 00
Lava	8 75 10 00	Pumps.		Tin Rim, "	2 30 2 45	Bench, parallel, each	2 00 4 50
Shutter, porcelain, F. &		Rumsey or Canadian Cistern &		black, "	1 80 2 25	Coach, each	6 00 7 00
L screw, per gross	\$1 30 4 00	Pitcher Spout, 60 and 60 and 10 p.c.		Snap's.		Peter Wright's, per lb	0 12 0 13½
Ladles.		Punches.		Harness, German, p. gro.	2 00 5 50	Pipe, each	5 50 9 00
Melting, per doz	1 70 4 50	Saddler's, per doz	1 00 1 85	Acme,	3 00 5 00	Saw, per doz	6 50 13 00
Lemon Squeezers.		Conductors	9 00 15 00	Lock, Andrew's	4 50 11 50	Washer Cutters.	
Porcelain lined, per doz	2 20 5 60	Tinner's solid, per set	72	Soap		Per doz	4 00 8 50
Galvanized, "	1 87 3 85	hollow, per inch	1 00	Sapolia ¼ gross boxes	3 25	Well Wheels.	
King, wood, "	2 75 2 90	Putty.		¼ and ½ gross boxes per	12 00	Amer., per doz. 8, 10 & 12 in.	3 38 6 00
" glass	4 00 4 50	Bladder, per 100 lbs	2 00 2 25	Soldering Irons.		Wire.	
All glass,	1 20 1 30	Tins, lbs	2 50 2 75	Per lb	0 32	Market, bright and annealed, Nos. 1	
Lines.		Rail.		Wrought Spikes.		to 16, 5 per cent. advance on list	
Fish, per gross	1 05 2 50	Barn Door, per foot	3 3½	Discount, net list to 10 per cent.		from stock. From factory net list.	
Chalk,	1 90 7 40	Sliding Door, "	3½ 3½	Spoke Shaves.		Market, oiled, coppered, 5 p.c. ad-	
Locks—Door.		Rakes.		Wood, English	1 80 5 00	vance. From factory net list.	
Canadian, dis. per cent.	50	Cast Steel and Malleable, Canadian		Iron, American	1 35 2 35	Market, tinned per lb	0 04½ 0 08
Russell & Erwin, per doz	2 90 7 50	list dis. 40 per cent.		Spoons and Forks.		Galvanized Fence, 5 per cent. ad-	
Cabinet.		Razors.		Tea Spoons, per gross	7 50 12 00	vance on list. From factory net list	
Eagle, dis. per cent, 30 per cent.		Boker's, per doz	7 50 11 00	Dessert "	21 00 30 00	Tinned Broom, from 19 to	
Paintock.		Wade & Butcher's	3 60 10 00	Table "	24 00	22 gauge, per lb	0 07 0 07½
English and Am. per doz	50 6 00	Razor Strogs.		Dessert Forks, "	27 00	Malin's Wire on spools, dis. 30 to 35	
Scandinavian, "	1 00 2 40	Currier's, per doz	1 25 3 60	Medium "	36 00	per cent	
Eagle, dis. per cent, 15 to 17½ per cent		Rivets and Burrs.		Table "		Clothes Line, galv., p. 100ft	0 25 0 55
Mallets.		Copper Rivets, dis. 40.		Squares.		Barbed Wire.	
Tinsmith's, per doz	1 25 1 50	Iron "	40 to 45 per cent.	Iron, per doz	1 65 2 90	Galv. steel barb fencing	0 ¼ 0 05½
Carp'trs', hickory "	1 25 3 75	Burrs, Iron, 30, 33½ per c.		Steel, dis. 75 p.c.		Ditto Glidden 2 point	0 05½ 0 06
Lignum Vitæ, "	3 85 5 00	Rivet Sets.		Try and bevel, dis. 50 to 52½ per cent		Galv. Ste 1, plain twist	0 05 0 05
Caulking, each	1 60 2 00	Canadian, dis. 30, 35 per c.		Staples.		Galvanized Barb, "Ly-	
Mattocks.		Rope.		Fence, galvanized, per lb	5 5½	man," 2 to 4 points	0 05 0 05½
Canadian, per doz	8 50 10 00	Sisal, per lb	12 12½	Wrought Iron, dis. 75, 75 and 10 per		Terms, 60 days or 2 per cent off for	
Meat Cutter.		Manilla, "	15 16	cent.		cash—10 days.	
Enterprise, dis. per cent	20 25	New Zealand, "	11½ 12	Stocks and Dies, Amer. dis. 25 per		Wire Cloth.	
Dixon's, each	1 60 2 00	Cotton, "	22 25	cent.		Ordinary, discount 25 p.c.	
Woodruff's "	1 10 1 70	Russia Deep Sea, per lb	15 16	Stone.		Painted Screen, p. 100 sq ft	2 25 2 5
Hale's, "	1 05 1 50	Jute	09½ 10	Washita, per lb	0 15 50	Wrenches.	
Hume, "	13 00 16 00	Rules.		Hindustan, per lb	0 06	Agricultural, dis. 70.	
Mining Knives.		Boxwood, dis. 75 & 10 & 5 to 80 per c.		" Slips, per lb	9	Standard, dis. 60, 60 & 10 p.c.	
American, per doz	42 2 35	Ivory, dis. 40, 40 & 5 per cent.		Labrador, per lb	0 13	Coe's Gen'ne, dis. 40, 45 p.c.	
Molasses Gates.		Sad Irons.		" Axe, "	0 15	Diamond, dis. 33½, 35 p. c.	
Stebbin's Patent, dis. per cent, 65 to		Mrs. Potts, per set	0 95	Turkey "	0 50	Tower's Engineer, each	2 00 3 00
70 per cent		N. P.	1 25	Arkansas "	1 50	" S per doz	5 80 7 50
Nails.		Sand and Emery Paper.		Water-of-Ayr "	0 10	G. & K.'s Pipe	6 00
Cut, 3 in. and upwards,		B. & A., sand, 30 p.c.		Scythe, per gross	3 50 5 00	Burrell's " each	13 40
per keg	2 65	Emery, per quire	55 90	Grind, per ton	15 00 18 00	Pocket, per doz	1 25 2 00
Brads & Moulding Nails, discount 60		Sash Cord.		Tacks, Brads, etc.		Skates.	
to 60 and 5.		Per lb	22 50	Cut, Carpet, gim, blued, dis. 35 p.c		Skeleton, dis. 10 p.c.	
Wire Nails, 65 to 65 and 10.		Sash Locks.		" tinned, dis. 45 p.c.		Whelpley's Pat. Club, Ladies',	
Nail Pullers.		Triumph and Morris, dis 37½, 40 per		Swedes' iron, blued or tinned, dis. 42½ p.c		Brass Tops, 7½ to 9½ in.	1 75
German & American	1 85 3 50	cent.		Upholsterers' dis. 42½ p.c.		Whelpley's Pat. Club, Gentle-	
Nail Sets.		Kempbell's dis. 40, 62½ per cent.		Copper Tacks and Nails, dis. 35 p.c.		men's, Brass tops, 9½ to 12 in.	1 90
Square, round and octa-		Sash Weights.		Trunk and Clout Nails, " 40 p.c		"Star" Mfg. Co's wrought steel	
gon	3 38 4 00	Sectional per lb	2½ 3 00	atent Brads, dis. 40 p.c.		top, dis. 30 p.c., 8 to 12 in.	
Diamond	12 00 15 00	Sausage Stuffers.		Finishing Nails, dis. 35 p.c.		Halifax Pattern, dis. 10 p.c.	
Oil.		Each	1 00 3 00	Cigar Box Nails, dis. 35 p.c.		No. 0, Whelpley's, 8 to 12 in.	0 63
Canada Refined Oil (Toronto)	0 17	Saws.		Shoe Finders' Tacks & Nails, dis. 25 p.c		Forbes' New Patent.	
Carbon Safety	0 18 0 18	Hand, Disston's, dis. 10 p. c.		Tape Lines.		Half-Patent, "Achieved" action	
Canada W.W.	0 20	S. & D., dis. 35 to 40 per cent.		English, ass skin per doz.	\$2 75 \$5 50	with finest tempered blades	4 00
American W.W.	0 25	Cross-Cut, Disston's, per ft. 35 to 55.		English Pat. Leather	5 50 9 75	Full-Patent, "Achieved" action,	
S. R. Seal	0 63 0 65	S. & D. dis. 25 to 35 per cent.		Chesterman's, each	0 90 2 85	with new patent blades	4 50
Oilers.		Hack, complete, each	1 75 2 75	" steel, each	0 80 8 00		
McClary's Galvan. Iron		frames only	75				
Oil Can, with Pump,							
per doz	19 50						
Zinc and Tin, dis. 50, 50 and 10.							
Copper, per doz	1 25 3 50						
Brass,	1 50 3 50						
Malleable, dis. 25 per ct.							
Pails.							
Galvanized, per doz	2 00 3 50						



of the fraternity, and we feel that this special feature of our journal will speedily become a very popular one.

COMMERCIAL TRAVELLERS' ASSOCIATION OF CANADA.

IT was suggested to us, and we at once fell in with the suggestion, that it would serve

a good and useful purpose if a page or two of this journal were devoted each month to the interests of the commercial travellers, who form such a valuable and important adjunct to the trade and commerce of the country. In such a large, intelligent and influential body of men questions must, and do, arise which should be ventilated through some medium having a wide circulation among the business men of the country, wherein opinions could be freely and fearlessly expressed and items of personal or general interest published. All communications on such questions and personal items will therefore be thankfully received. We will add anything that comes within our personal observation, but we want it distinctly understood that these pages are freely placed at the disposal of the fraternity, all that we reserve to ourselves being the right to exclude anything of a libellous nature. In making this reservation we do not mean to reflect upon the good sense of the fraternity, but we all know that in the heat of a controversy expressions are sometimes used which we ourselves in calmer moments would be the first to condemn as too harsh and sometimes cruel. It may be asked why do we take such an interest in the commercial travellers? Simply because we consider it is the duty of a trade paper to do everything possible for men who, as we have already said, form such a valuable adjunct to trade and commerce; because they are men whom to know is to admire; because we believe by serving their interests we shall also serve our own interests, and because—well, as some ladies would answer, just because! We confidently leave the matter in the hands

of the fraternity, and we feel that this special feature of our journal will speedily become a very popular one.

As we have no material at hand of a general nature we cannot do better than devote our first contribution to a brief review of the past history of the Commercial Travellers' Association of Canada and a description of their new building, 51 Yonge street, Toronto, which is destined to be the scene of many memorable events in the future history of the Association. We also give illustrations of the building and of the officers of the Association.

A GLANCE AT THE PAST.

It was in 1871 when the first meeting towards organization was held in Toronto at



JOHN BURNS,

President.

which a Provincial Association was formed. At the first annual general meeting held in that city in 1872, Mr. Warring Kennedy was elected President and a constitution adopted. The objects of the Association were to be the moral, intellectual, and financial improvement, advancement and welfare of its members; moral, by a uniform and scrupulous observance of those rules of conduct and action which give dignity and solidity to human character in every sphere of life; intellectual, by regular and systematic com-

munion and contact, by which an interchange of sentiments and ideas shall be facilitated, and principles of knowledge by organization and association shall be more actively diffused, and tending in every way to elevate the members of the society in the scale as worthy and intelligent beings; financial, by inculcating a provident spirit that fosters resource and which contributes to the accumulation of the means by which private and social relations shall be improved, harsh conditions ameliorated and the power of each member to do good to his fellowman augmented.

In 1874 Parliament passed an Act of Incorporation which gave the association, among other things, authority for the main-



C. C. VanNORMAN,

1st. Vice-President.

tenance of a library and reading room and the publication of an official journal. The members named in the charter, many of whom are now to be found among our leading merchants, were:—Warring Kennedy, President; W. J. Bryan, R. J. Wylie, Andrew Robertson, James Cantlie, Adam Brown, W. E. Sandford, and John Birrell, Vice-Presidents; James Patterson, Treasurer; W. L. MacGillivray, Secretary; Charles Riley, Robert Cuthbert, W. Norris, J. Fairbairn, John F. Ellis, R. B. Linton, J. B. Mather, D. McCall, S. Caldecott, James Cooper, Andrew Jack, John McDougall, James O'Brien, Jacob Wilson, Walter Wonham, S. O. Shorey, James Turner, John Brown, Thoma Christie, William McGiverin, Alexander Harvey, John McKenzie, A. T. Wood, J. H. Park, Edward Long, and Geo. Laird.

It was decided to establish branch organizations at Montreal, London, Kingston and Hamilton, so as to excite a local interest in the association, and an arrangement was made whereby the lives of members were insured with sound and reliable companies.

In 1879, when the association assumed the responsibility of the life and accident insurance of its members, the membership had increased to 1,226 and the invested funds amounted to over \$20,000. So marked was the success of this new scheme that over \$2,000 profit accrued from the first year's operations.

Several important changes were carried into effect in 1881. Among them Mr. C. Riley, the Secretary, was replaced by the present occupant of that office, Mr. James Sargent. The life insurance scheme laid before the association by Mr. J. C. Black, and which had been carefully considered by a special committee, was endorsed and operations commenced under it. Since that time the amount expended on the mortuary benefit has been \$81,464, and under the accident scheme of 1879 \$21,854.07 has been paid out to members of the association.

The membership has steadily increased until at the end of the year just closed it had reached 3,133, with a surplus of \$181,979.91. This is a record of which the Association has just reason to be proud.

Along with the Association's insurance schemes there has grown up a subsidiary Mutual Benefit Society which was organized to provide extra insurance at cost, and which has been of great benefit to members, and is as prosperous as the Association itself. Mr. W. G. Lowe is its secretary.

One of the chief factors in the marvellous development of the Association is the protection given to the railways from fraud. A

by whom the ticket is suspended, and the ticket is kept at the first place at which it is presented. Such a speedy Nemesis makes



R. H. GRAY, Treas.

the traveller, who, if he be a ten years' member, has \$1,200 of fully paid up insurance dependent on good behaviour, careful in his conduct. The mutual protection is the principal reason why the railways give the special rates and privileges, and has had a great deal to do with the aggregation of the surplus of nearly \$180,000 during the eighteen years of the association's existence.



JAMES SARGENT, Sec'y.

The Presidents of the Association were: Messrs. Warring Kennedy, James Patterson, Capt. W. McMaster, Hugh Blain, James C. Black, and A. A. Allan.

THE NEW HEADQUARTERS.

Anyone who had occasion to visit No. 51 Yonge street when it was the head office of the defunct Central Bank would be considerably surprised at the transformation that has now taken place in the interior of the building. Light is one of the chief desideratums in a building devoted to offices, and the architect, Mr. E. B. Jarvis, Traders' Bank Chambers, has given full play to its admission in a most remarkable and ingenious manner. Every room in the building, from the basement to the top storey, is full of light, every possible device having been called into requisition to effect this end. There is not much artistic display in the shape of decorations, but the rooms are fitted up more with a view to solidity in appearance and the comfort and convenience of the occupants.

The building consists of a basement and three storeys. A separate staircase leads

from the sidewalk to the basement, in which there are a number of prismatic lights which help to dispel the gloom that generally pervades the basements of most buildings. The front of the basement will be rented as offices, and in the rear there are the boiler room and a ladies' lavatory. There is also a staircase leading from the basement to the main entrance. Leaving the basement by the separate staircase you ascend about half a dozen steps and find yourself in the main entrance on the ground floor, to the elevator and staircase and public hallway. On this floor there are large offices to rent both in front and rear. Ascending to the first floor there is another large office to rent in the front, and in the rear the Mutual Benefit Society have their quarters.

The second floor is used exclusively by the association. In the front portion are the Secretary's office and board room, with a private passage from the public hallway to the former. The Secretary's office is fitted up admirably, the whole length of the counter



being taken up with shelves and pigeon-holes covered with sliding doors. In all the partitions and woodwork generally there is something peculiarly pleasing in the uniformity of the lines and mouldings, each being followed without any jog to a complete and effective finish. The rear portion of this floor is used as a large reading room and small writing room.

On the third floor the front room will be used as a billiard room, but this has not yet been definitely decided. It is admirably



R. J. ORR,

2nd Vice-President.

printed list of members is sent each month to the railway offices, and in the event of a traveller on the road attempting any underhand work, such as bribing a conductor and beating his way, the conductor notifies the general passenger agent to the effect that ticket No. — has been guilty of an offence, the agent wires the office of the association,

adapted for the purpose. To the rear are the janitor's rooms and lavatory. In the latter all the modern appliances have been introduced.

In the roof there are a couple of large skylights which throw a flood of light down to the flats below. The fact is, light abounds everywhere, and much credit is due the architect for converting this sombre looking building into one of the brightest and most cheerful looking structures in the city.

Looking from the street at the exterior one is struck by the original style in which the colonnade is painted. It has the effect of taking away the narrow appearance of the building and making the whole as attractive to the eye as possible.

The Association is to be congratulated upon the acquisition of such commodious and central headquarters, and we take great pleasure in wishing it a prosperous future, and its officers and members a Happy New Year.

THE EIGHTEENTH ANNUAL MEETING

Of the above association was held Friday last in Shaftesbury hall. President A. A. Allan was in the chair, and on the platform with him were Messrs. Warring Kennedy, Hugh Blain, James Paterson, and J. S. Black, past presidents of the association.

The annual report of the Board of Directors was submitted, wherein was shown that the membership had gained 208, the roll now showing 3,133 members. The surplus now amounted to \$181,979.91, being a gain of \$10,006.94. During the year the receipts from all sources amounted to \$40,374.37. The disbursements were \$30,367.43. The payments under the annual benefit allotment amounted to \$21,948. The payments under the accident bonus by-law amounted to \$2,980.50.

The following comparative statement of membership and surplus during the years since the formation of the association was included in the report:—

Year.	Membership.	Surplus.
1873.....	588.....	\$ 959 96
1874.....	432.....	3,700 00
1875.....	872.....	5,774 61
1876.....	630.....	7,949 96
1877.....	873.....	11,013 69
1878.....	1,104.....	13,540 51
1879.....	1,226.....	22,555 60
1880.....	1,419.....	32,572 61
1881.....	1,740.....	49,239 10
1882.....	2,041.....	61,783 30
1883.....	2,114.....	73,187 53
1884.....	2,202.....	86,698 70
1885.....	2,289.....	100,510 00
1886.....	2,516.....	119,368 97
1887.....	2,715.....	135,591 37
1888.....	2,718.....	152,729 63
1889.....	2,925.....	171,972 97
1890.....	3,133.....	181,979 91

The following table will show the totals of amounts paid out for accident and mortuary benefit claims since the association became its own insurer, in the year 1879:—

Year.	Totals.
1879.....	\$ 1,519 13
1880.....	2,400 70
1881.....	2,826 06
1882.....	2,533 53
1883.....	6,005 93
1884.....	8,358 00
1885.....	9,263 83
1886.....	6,726 63
1887.....	12,184 50
1888.....	12,614 66
1889.....	12,955 60
1890.....	24,928 50

A proposal to lease the building, No. 51 Yonge St., Toronto, was discussed, at some stages with considerable warmth, the supporters of the proposal holding that the Association was so restricted by its own by-laws in the use of its capital that it could not invest any part of it in a building. The adherents of the counter-proposal that the building should be bought, were able to overcome the objection as to the Association not being at liberty to buy it, and after a prolonged debate, the meeting signified an almost unanimous approval of the Association's buying the building.

The financial statement was next presented. It was shown that assets deposited with the Dominion Government and the Dominion Bank amounted to \$185,531.08, and that their were other assets amounting to \$5,155.72, leaving a balance, after deducting liabilities, of \$181,979.91.

The chairman briefly addressed the meeting in reference to the report, which he considered an eminently satisfactory one. He referred, with regret, to the levying of a business tax at Victoria. New Brunswick, Nova Scotia, and Quebec had removed it, and it was possible that Victoria would follow their example. In leaving the president's chair the speaker said he was pleased to know that the Association was in a sound condition.

The Chairman announced the election of the following officers:

President—Mr. John Burns.

First Vice President—Mr. C. C. VanNorman.

Second Vice-President—Mr. R. J. Orr.

Directors for Toronto Board—Messrs. Kilgour, Everett, Dack, Haywood, Davison, Morrison, Stanbury, Orr, and Ellis.

Vice-Presidents for Hamilton—Messrs. Hamilton and Wright.

Directors for Hamilton Board—Messrs. Hooper, Dalley, LaChance, Herring, Tobias, and Reid.

Director for Guelph Board—Mr. Alex. Hill.

A vote of thanks was tendered to the retiring president, and it was decided that he should be invited to sit for his portrait, the

picture to be placed in the chief apartment of the association's building.

On motion \$200 was placed to the credit of the secretary and \$25 was presented to the recording secretary.

Messrs. Black, Kennedy, and Haywood were appointed representatives of the association on the Industrial Exhibition Board.

THE DINNER.

The annual dinner was held in the evening at the Queen's. The dining hall was decorated for the occasion, flags and evergreen being used with liberality and with taste. An elaborate menu had been prepared and was appreciated. An Italian orchestra was in attendance, and during the earlier part of the evening pleasantly engaged the hearing. About two hundred members of the association sat down.

President Allan occupied the chair, and the vice-chairs were filled by Messrs. E. A. Dalley, Hamilton; W. G. Reid, Hamilton; and C. C. VanNorman, Toronto. On either side of the chairman sat Mayor Clarke, Hon. John Beverley Robinson, Joseph Tait, M.P.P., Lieut.-Col. G. T. Denison, G. B. Smith, M.P.P., A. P. Cockburn, ex-M.P., Gravenhurst, and Messrs. Barlow Cumberland, J. J. Withrow, and Hugh Blain.

THE ANNUAL DINNER OF THE DOMINION TRAVELLERS' ASSOCIATION.

The annual dinner of the Dominion Travellers' Association was held on the evening of Dec. 23rd in St. Lawrence Hall, Montreal, and was, as usual, a great success. The President, Mr. Fred. Hughes, occupied the chair, and had as guests on his right and left, Hon. J. A. Chapleau, United States Consul-General Knapp, J. J. Curran, Q.C., M.P.; Ald. Hurteau, representing the Mayor and Corporation; Mr. Henry Bulmer, Chairman of the Harbor Commissioners, and others. There were over 200 present, and it is safe to say a jollier gathering could not have assembled around the festive board. The speakers were eloquent, and the songs by Messrs. Dupuis, Clark, Evans, and Youngheart, which enlivened the proceedings, would have put many a professional vocalist in the shade, so well were they rendered. Mr. Arthur Ware, of the Customs Department, astonished the company for a few minutes with his sleight of hand tricks, while the solo, "The Mocking Bird," by Mr. Joseph, with an ordinary coffee pot, was immense. The dinner was simply perfection itself, being served up in the style that has made the Hall famous on such occasions. The menu card was also tastefully got up, having a portrait of the retiring President, Mr. Gustave Piche, on the front. It is needless to say that full justice was done to the good things provided.

The Chairman in his introductory remarks stated that the present enrolled membership of the five associations of Toronto, Montreal, London, Winnipeg and Halifax was 6,500, among whom are many of the most successful merchants and manufacturers of the Do-

TRAVELLERS SHOULD GET ONE.

"DRUM TAPS"

BY W. H. MAHER.

The Diary of a Hardware Traveller.

The experience of one of the most successful travellers in America. Is both useful and interesting. Every traveller should read it.

SEND 25C. TO
HARDWARE,
TORONTO.

minion, and that these associations could boast of a capital of over \$300,000. He also referred to the fact that there was in connection with the Dominion Association an educational trust, which was being highly appreciated, as, up to the present time, no less than five scholarships had been awarded to children of deceased members, who are being educated in several of the best schools of Montreal. He concluded by proposing the toast of "The Queen" which was received with ringing cheers, the whole company joining in singing the National Anthem.

The next toast, "The President of the United States", was received with cheers. Consul-General Knapp replied in an eloquent speech, during which he caused great applause by stating that there was no fear of retaliation against Canada by the United States, as she was too prosperous and great to do such an unfriendly act to a friendly neighbor.

The toast of "The Governor General" was drunk with enthusiasm.

Ald. Holland proposed "Our Guests," and on Mr. Chapleau rising to respond, he received an ovation, the company rising to their feet, waving their handkerchiefs and cheering vociferously. Mr. Chapleau made a brilliant speech intermingled with humorous points. He humorously contrasted the vocation of a drummer with that of a politician. Then he took up a serious vein urging them to continue extolling their country as they had done in the past, to think that the honor of the community they represented was identified with every one of them, and that when they left this mortal stage it should be their ambition to have it said, a true, good and brave man has left us, who was an honor to his association, an honor to his fellow-citizens, an honor to his country, and to his God. His brilliant peroration called forth prolonged cheering. Mr. Bulmer also replied, giving statistics of Montreal's shipping.

Col. Patten, Vice-President, proposed "The Commercial Interests of the Dominion," in a neat speech, during which he paid a deserved tribute to the memory of the late Hon. Thomas White. Mr. Curran replied eloquently, dwelling upon the increased prosperity of Montreal's trade and commerce and of the progress of the Dominion. Mr. J. X. Perrault also responded.

The other toasts on the list were: "The Railway and Forwarding Interests," by Mr. Wilkins; "The Mayor and Corporation," by Mr. Dwyer, responded to by Ald. Hurteau; "The Sister Associations," by Mr. T. Birks, responded to by Mr. Thomas Harris, Toronto, and Mr. W. H. Mordaunt, London, England; "The Ladies," by Mr. Max Murdock, and "The Press," by Mr. T. S. Cote, responded to by Mr. H. S. Stafford. Mr. Chapleau then proposed the toast of "The President," to which Mr. Hughes replied, and the merry gathering dispersed.

WESTERN ONTARIO TRAVELLERS' ASSOCIATION.

The Annual Meeting of the above association was held in London, Friday last. The yearly reports show the membership to be 890, an increase of 65 for the year. The reserve fund is \$17,216.05. Following are the officers for the year: President, William S. Case, London (re-elected); first vice-president, Robert Tait, London; second vice-president, P. J. Conway, London; third vice-president, R. H. Greene, Hamilton; secretary, Alf. Robinson (re-elected); treasurer, Samuel Munro, London.

Directors: London—F. H. McGillivray, T. W. Armitage, C. E. Perry, William Turnbull, William Gray, N. Jeffery, W. D. Wright. Hamilton—R. K. Hope, John Booker. Toronto—F. W. Heath. Stratford—James Dow. Brantford—George Watt. St. Mary's—James Maxwell. Ayr—John G. Watson. Oshawa—E. O. Felt. St. Thomas—W. T. Cochrane. Windsor—James F. Smyth. Ingersoll—W. L. Underwood and R. H. Cotter.

CONCERNING THE IRON INDUSTRIES OF AMERICA

The last issue of the Iron Age contains the following opinion of eminent Englishmen who were members of the Iron and Steel Institution on their recent visit to this country—:

About 20 gentlemen, who journeyed in car A, during the recent visit of the Iron and Steel Institute to America, dined together on November 28 at the Victoria Hotel, Manchester. With one or two exceptions they were all Lancashire men. F. Monks (Warrington) presided, and the vice-chair was taken by J. H. Beckwith, managing director of Galloways, Limited. The usual loyal toasts having been honored, the chairman proposed "The American People."

T. Ashbury (Manchester), replying, said the American people gave the Iron and Steel Institute a right hearty welcome, and perhaps there would be a repetition of the exceedingly enjoyable trip. They had all been struck by the natural advantages which America possessed, and with the remarkable development of the country's manufacturers. American "goaheadism" was very marked and very little Yankee brag was heard. Altogether the party, independent of the Canadian trip, traveled 4372 miles on the railroad.

Colonel Kearsley (Ripon), responding for Yorkshire, stated that the more they saw of the world the more they were convinced that England was at the head of the manufacturing industry. A. C. Bamlett (Thirsk) also responded. Mr. Spuire (Coalbrookdale), replying for the county of Shropshire, said his experiences in America convinced him that little progress had been made there in iron foundry practice. He noticed that the American employers got a great deal more out of their works and workmen than English employers, and the system of Protection

rendered it necessary that they should do so. Mr. Simpson also replied.

The chairman, giving his impressions of the visit, said England was not going to be wiped out of the industrial world. The reports of what the Americans could do had been very greatly exaggerated, and he did not hesitate to say that in his own branch John Bull, if he had the same natural advantages, could beat their heads off. At the same time, they must not be too sure that the Americans in the future would not be the keenest competitors of Englishmen. No man could go through the Southern States, and there see the enormous development going on, and the immense natural advantages, without feeling confident that the Americans would fight this country for the privilege of supplying the world with manufactures.

Mr. Pugh (Birmingham) contended that the Americans could not beat Englishmen in dealing with small metal articles. J. Adamson (Hyde) said the fact that had struck him most forcibly during his visit to America was that the workmen there tried their level best to turn out the largest quantity of work. The railway rates of America compared most favorably with English railway rates. Many American works could not continue open if they had to pay the railway charges demanded in England. The vice-chairman remarked that the Americans were confident that they could beat Lancashire engineers out of the field, but in his opinion their estimate was far too high. In America all was not gold that glittered. Mr. Jeffries (Ipswich) was thoroughly convinced that Protection was ruining American Industry. (Hear, hear.) Their big shops had not improved since his previous visit to the New World 21 years ago; on the contrary, they had deteriorated. The American masters worked harder than the English masters, and the spirit which animated them extended to the people employed. They were trying to put into 40 or 50 years what an Englishman was content to accomplish in 70 years, and they did not understand the comforts of life. Mr. Dixon (Manchester) was of the opinion that Americans were not the equals of Englishmen in making heavy machinery, but they were abreast, if not in advance, of us in the manufacture of light machinery. There were two schools of American Engineers—avery large school who turned out work which would not pass muster, and a very small school which tried to turn out the most perfect work. The Americans were excellent salesmen, and had a wonderful power of making the best of a very ordinary article, but he did not think that Englishmen had anything to fear.

The health of H. Webb (Bury) and A. Muir (Manchester) who organized the dinner, was next drunk. Mr. Webb, replying, said that the Americans live to work. They did not work to live, and he did not think the game was worth the candle. He preferred his English home and English comforts before the wear and tear and hurry of some of the American districts and the everlasting grasping for dollars. Mr. Muir believed that the Americans were doing well but Englishmen were doing better. The health of W. P. Shinn, traffic manager of the excursions by which the party traveled, was drunk with enthusiasm, and a cablegram in the following terms was dispatched to him: "Members of car A, assemble at dinner, send cordial greetings. Letter follows."

HARDWARE



CINCINNATI BELL FOUNDRY CO.
SUCCESSORS IN BLYMYER BELLS TO THE
BLYMYER MANUFACTURING CO
CATALOGUE WITH 2200 TESTIMONIALS
BELLS, CHURCH, SCHOOL, FIRE ALARM

No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in
Canada. Experienced glaziers sent to set same
when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

NEEDHAM VEALL & TYZACK'S

CELEBRATED



CUTLERY

MANUFACTURERS OF

Table Knives, Carvers and Steels,
Butcher, Palette and Artists' Knives

Fine Pocket Cutlery.

SCISSORS, RAZORS, ETC.

Agents for Canada

Watson & Pelton,
MONTREAL.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks. Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and
all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED.

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor),

TORONTO.

SUBSCRIBED CAPITAL, \$100,100. FULL GOVERNMENT DEPOSIT.

THE BOILER INSPECTION
and Insurance Company of Canada.

SIR ALEX. CAMPBELL, K.C.M.G. PRES.
(Lieut. Govr. of Ontario)

JOHN L. BLAIKIE ESQ. VICE PRES.



CONSULTING ENGINEERS.

G.C. ROBB, Chief Engineer A. FRASER, Secy. Treas.

HEAD OFFICE.

TORONTO.

The prevention of Accident and attainment of Economy in use of
Steam, our chief aims.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'
SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts.,

MONTREAL.



IMPROVED patent asbestos floor and par-
tition thimble. Patentee and Sole Manu-
facturers, Canada and United States.
Fairgrieve & Craig, 128 Richmond St., W.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL RAILS NEW OR
IRON RAILS SECOND HAND All Sections
Cast and Wrought SCRAP IRON in Car and
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire

Australian Fence Wire & S. wire.

Send for Prices.

HARDWARE.

TRADE MARK



MANITOBA FOUR POINT.

BARB STEEL FENCING.

TWO AND FOUR POINT.

Plain Twist, two and three strand, staples, etc.

On Every Spool.

The Canada Wire Co.,

Queen St., MONTREAL.

H. R. IVES, President.

Canadian Ammunition.

CARTRIDGES—

Rim-fire, Centre-fire, "B.B." &c.

Guaranteed equal to any and better than most.

"TRAP" SHELLS—

Best paper shot-shell in the market.

BRASS SHELLS,

PRIMERS, Etc.

For sale by all leading hardware dealers.

Wholesale only by

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

A. E. CARPENTER,
Pres.

J. H. NEW,
Vice-Pres.

HENRY NEW,
Sec.-Treas.

The Hamilton and Toronto

SEWER PIPE CO'Y

(LIMITED.)

HAMILTON, CANADA,

SUCCESSORS TO

THE CAMPBELL SEWER PIPE CO., AND THE HAMILTON SEWER PIPE CO.

—MANUFACTURERS OF—

Steam-pressed, Salt-glazed

VITRIFIED SEWER PIPE.

Flue Pipes, Chimney Tops and
Smoke Preventives.

Established 1860.

Dominion Wire Manufacturing Company, Ltd.

(LATE DOMINION BARB WIRE CO.)

MANUFACTURERS OF

LYMAN Fencing,
2 & 4 Barb,
Ribbon, Thorn,
Plain Twist.
FENCING TOOLS.



Plain Wire,
Bright Annealed,
Oiled, Coppered,
Galvanized
WIRE ROPE.

Steel Wire NAILS. SCREWS. Gimlet Point.

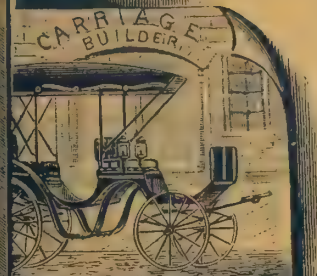
185 St. James Street, MONTREAL.

27 Front Street East, TORONTO.

JAN. 10, '9

\$2.00 a Year.

10 Cents a C



PUBLISHED
WEEKLY

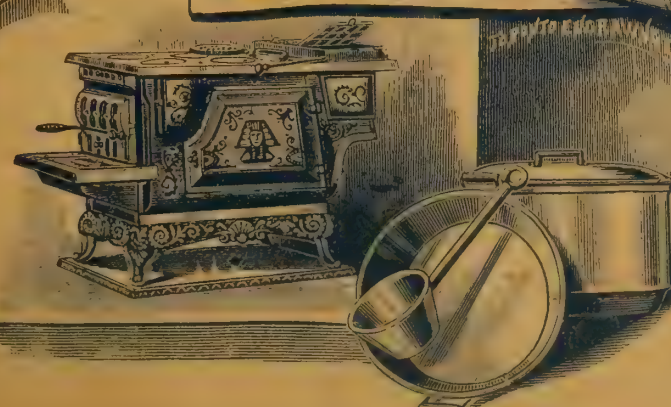
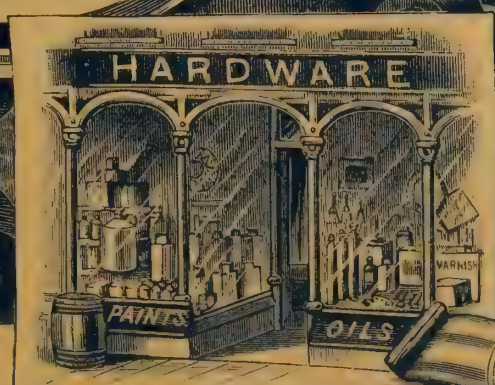
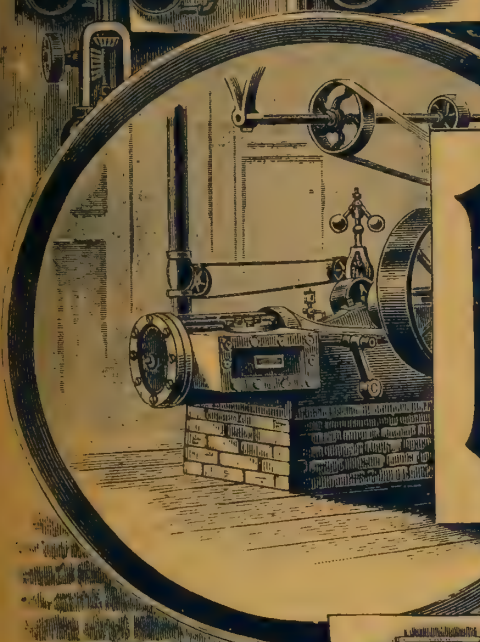
HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

CHRISTMAS NOVELTIES

—FOR THE—

Hardware Trade

C Scissor Cases.

Razor Cases.

Toilet Cases.

Piano Lamps.

Banquet Lamps.

Brass Kettles & Stands.

Brass Fenders.

Brass Screens.

Brass Fire Irons.

CARVERS in Sets and Cases.

RICE, LEWIS & SON, LTD.,

General Hardware Merchants,

32 KING ST. EAST, **TORONTO.**



HAVE YOU SEEN OUR

NEW TERRA COTTA TILE

—FOR—

Towers, Gables and Mansards.

The Metallic Roofing Co. of Canada
[Limited.]

TORONTO.

Correspondence Solicited.

CAUTION.

Joseph Rodgers & Sons,

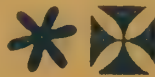
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.

None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.

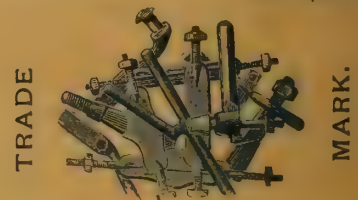
TRAVELLING MEN

WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.)
68 Esplanade St.



Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

PERFECTION.



HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vol. 3.

TORONTO, JANUARY 10, 1891

No. 2

THE TRADE OF THE PAST YEAR.

Having kept ourselves as well informed as possible on matters relative to the Holiday trade of the old year, we cannot fail, in passing a few remarks on its character, as well as a general review of the past year's trade. Reports from various sections of the country are indicative of a satisfactory Christmas trade having been transacted. This is cheering to all, as such facts are evidence of continued prosperity in the land, and that the general public are in a better position as regards their spending capacity than formerly. Judging from the large sales of a dealer's business, a person may come to the conclusion that, whoever may be engaged in the hardware trade, especially during the season just closed, is a fortunate man indeed, and that such a retail business is a profitable one to engage in. All such ideas are largely superficial, and people who hold them are laboring under false impressions. This is true to a great extent, but will admit of some modification.

A holiday trade is or should be at least a profitable one, especially to a hardware merchant. He offers to his patrons, a class of goods that bear a fine margin of profit, in fact, there is nothing which may be included in a catalogue of Christmas hardware but what a merchant is able to dispose of at a handsome advance. Purchasers at such a season enter a store with the half-forgotten idea, that they go there to buy, and that there is little or no chance of their exit unless they carry away with them the good graces of the firm by purchasing some article of value which has been marked at a good profit. An era of such a business as has been done during the season just closed would be the salvation of not a few business men, as the margin of profit on the bulk of a stock of hardware

sold during the year is considerably lower than it should be. A keg of nails is sold with a profit possibly of not more than ten cents, and in a sale of a large quantity the money made on each keg is cut down to a few paltry cents, which does not pay for handling. This is due to a great extent to competition, and often in case of corporations, where tenders are invited, this staple article is often sold less than cost. Such a course of proceedings is policy on the dealer's part, and often brings custom for other needed articles of hardware which are required by the customer. But nails may comprise only one of the many lines that bear a small profit. Bar iron is disposed of at a small advance, and if all be true which we read concerning the state of the iron market, profits in that commodity will remain unchanged. The vast mineral resources to our north when developed may put an impetus in the iron trade which nothing else can. But a dealers profit in bar iron, is on a level with the nail trade, unless he ventures to do big things and this requires additional capital.

As regards building hardware, all that can be said in its favor, is that the slaughtering of prices, and risks incurred in carrying on this branch of trade, has rendered it a thorn in the side of every dealer. The blacksmiths and carriage hardware trades, are not without their share of tribute, as the reputation of these branches, or to speak more truthfully, of the blacksmiths and carriage men themselves, is to some extent not likely to impress the mind of any conscientious merchant who wishes to cater to such a class of custom. We do not pretend to say that this is the experience of every hardware dealer, nor that a majority of the members of these trades cannot be recommended. But we would try and warn every hardware merchant not to trust a man of whom he knows little or nothing. During the past year we

know of scores of failures among blacksmiths, carriage makers, contractors and builders, which have reduced considerably the receipts of the merchant, by whom they have been considered good customers. If any merchant has a good reliable line of customers, who purchase blacksmiths' and carriage makers' supplies, he possesses beyond doubt those branches of trade which pay him the best profits of any. Nearly every dealer who does a business with contractors, builders, blacksmiths, and carriage builders, must necessarily carry a stock of paints, oils, and varnishes, and this is a line that requires considerable capital to make a profitable return for any monies invested. The business done by the trade during the past year in these lines alone mentioned has been, on the whole, satisfactory, though the volume of trade has been larger than any previous year, the profits have been smaller than formerly. Manufacturers report a good trade, and are satisfied with what has been done. But the chief drawbacks on the dealers part is comparatively small profits, and poor collections. The long credits that he finds he is to some extent compelled to give is one of the most grievous of all the ills which every merchant has to contend with. The credit system effects all from the consumer to the producer, and we are glad to see some restraint being placed upon this ruinous method of doing business.

There is a general disposition throughout Canada, among wholesale dealers, to shorten the credit period, which is extended to retailers. The movement is especially noticeable in the Province of Quebec, among wholesale grocers, and we trust will find imitation in all the other lines of trade. A business held well in hand, and approaching as nearly as practicable a cash basis, is in a condition to withstand the depressing influence of a general financial disturbance, when a long credit business finds it difficult, if not

impossible, to weather the storm. The retailer who gets long credit is apt to give long credit to his customers, and when the stringency comes the tightness is put all the way up as we have said from the consumer to the manufacturer. There is altogether too much of the business of the Dominion done on long credit in all branches of trade, and even if shortened one-half would still be quite long enough for safety. There is food for reflection in taking into consideration the evils of giving credit, to such extent as is being done by hardware dealers throughout the country, and in taking a review of the business losses and the failures that have come to pass during the past year all can be summed up in the few words "too long credit."

THE A. G. PEUCHEN CO.

There are few manufactories in our Canadian cities that can show as rapid an increase in business—an increase based on permanence, and constantly growing, as does the A. G. Peuchen Co., manufacturers of paints, oils, and varnishes. The great increase in this branch of trade, has compelled the company to seek more commodious quarters, and have been located for the last year on Leslie street, where they have built large and most convenient buildings, roomy, and well located, and fitted up with the most improved machinery, much of it being of a special character. A walk through the extensive plant by a HARDWARE representative soon impressed him not only of the order and system that pervades the premises, but of the extensive and rapidly increasing business that is being carried on by this firm. The A. G. Peuchen Co. first began manufacturing house paints in 1878, and that only in a small way, and by constant application and integrity have increased both their trade and manufacturing facilities. They have been constantly bringing before the trade new lines and ideas in the manufacture of paints, until they now occupy beyond doubt a foremost position in their line of business. The house paints made by them are too well known to need comment here, as they have achieved a reputation of superiority everywhere. Their lines of dry colors have now been before the trade for a number of years, and from both the variety and quality are sold largely in preference to those of any other manufacture. The varnish department is an extensive portion of the business of the firm, and to take into consideration the value of a barrel of this commodity we should judge a fortune to be wrapped up in the stock room of the A. G. Peuchen Co. They manufacture a full line of varnishes, consisting of furniture, gearing, rubbing and damar, and it certainly is encouraging to Mr. Peuchen the trade he has secured in this line, so much so that the company are about

to venture in the manufacture of higher grades, such as are used in piano factories. They also keep on hand a large stock of linseed oil, boiled and raw, and are prepared to sell this article in such a manner as to make it an object to every dealer. As the manufacture of paint is based on a chemical process, one of the most interesting places of the whole establishment is the laboratory, where experiments are continually being made in the manufacture of paints.

It will no doubt be a surprise and it certainly will be encouraging for all dealers to know that the A. C. Peuchen Co. have embarked in the manufacture of Paris Green. This article has become a great necessity throughout the country, and as this firm has the facility for its manufacture, it is creditable to them that they have already tons of this article booked for future shipment. We desire it to be known that the A. G. Peuchen Co. are the only manufacturers of Paris Green in Canada, and from the opinion passed by those who have tested the article, it can be safely said that the green made by them is equal if not superior to any on the market. Dealers will soon be able to purchase this article of our own manufacture, which formerly was imported largely from Europe. A catalogue will be issued shortly, and in it a comprehensive idea is shown of the great variety of goods turned out at these works. Every dealer will without doubt be convinced of the advantage of it when placed before him.

From the past record of this firm, and its widespread reputation from "ocean to ocean," we speak a still grander record for the future. Considering the advancement our manufacturing industries are making throughout the country, we are safe in saying that the vast strides the A. G. Peuchen Co. have made in the past, is only indicative of that constant application that pervades the manufacturing interests of the whole Dominion.

CAUSES OF FAILURE.

We have seen it stated somewhere that ninety-five out of every one-hundred merchants who start in business in this country, fail before they finish their career. The cause of so many failures is a topic of every day conversation among both wholesale and retail men, and one which is frequently commented on wherever meetings of merchants are held for the purpose of discussing subjects pertaining to the welfare of trade. Efforts have been made to form associations in a number of our leading towns and villages to protect solvent traders from the unnatural state into which trade is thrown through the too frequent occurrence of failures. Attempts have been made to devise methods for the disposal of bankrupt stocks, in such a way that the business of merchants trying to pay 100 cents on the dollar will not suffer from the slaughtering of these goods, and pressure has been brought to bear on wholesale houses and their customers to prevent the giving of

compromises to insolvents; but no scheme has yet been promulgated that will prove an effectual remedy for the evil; the man is yet unborn who can prescribe a sure specific for the disease.

Conversing, one day, on this subject with a Scotchman who had reached the age of three score and ten, and who had successfully carried on business for nearly half a century, he remarked in a broad Doric accent, "Any business will pay that is properly attended to." Some men do not attend properly to their business, because, through want of sufficient training, they do not thoroughly understand the business in which they are engaged. They are storekeepers when they should be only clerks, others have had sufficient training, but through carelessness or culpable neglect, let the dry rot get hold of their affairs.

The facilities for young men of very little experience getting into business, are viewed with surprise by level-headed business men who have to fight against such competition, and it is generally believed that the wholesale houses are mainly to blame in this matter for making credit so cheap. If the principals of some of these houses would take an occasional trip through the country, they would be surprised to see some of the places and some of the hands into which their goods had gone. Mercantile agencies and commercial travellers have done away with the good old-fashioned custom of interviewing the senior partner in the wholesale warehouse and understanding his position before a country merchant could open an account. When orders come in nowadays they are usually filled on the strength of reports received from these two modern sources, little being known about the character or ability of the customer.

The commercial traveller has to make up his book so that it will foot up a respectable amount at the end of the year, for his salary depends on it. Therefore, when his sales are falling behind he has a confidential chat with some apparently smart but inexperienced young man who is clerking for one of his customers whose orders are not as liberal as they used to be. The young man can raise some ready cash to make a payment on his first purchase, and the commercial traveller pockets a good order, saying to himself (for he is a very wise man), I will watch this account, and when it begins to go behind I will get the firm to shut down. The caution may be given in time for the firm to shut down and save themselves, if the traveller finds his sales large enough in other places for his book to stand the loss of this account, but in the end some one gets stuck, and the trade of that locality becomes demoralised through the slaughtering of the bankrupt stock by a speculator, or by the insolvent himself in his efforts to meet his composition notes.


We are proud of our educational institutions, and speak with enthusiasm of the po-

CAVERHILL, LEARMONT & CO'Y,

-: SKATES :-

Our stock is large and fully assorted, including :

“SKELETON” Halifax Pattern. “GENUINE ACME”
and Forbes’ New Patent “ACHIEVED.”

 Write for Prices, as we
are Headquarters.

MONTREAL.

sition this young country takes among the nations of the earth as an educator of youth, but we doubt if the young men of to-day fully realise the benefits their fathers have conferred on them by placing this country in a position to grant such a generous education. How often we find the sons of the “bone and sinew of the country” eager to follow what they consider a genteel occupation! The liberal education they have received makes them somewhat ashamed of the old folks at home, with their homely ways and untutored conversation. What a life of anxiety and trouble many of these farmers’ sons would be spared if they could only realize that there is no more honorable or independent occupation than that of a tiller of the soil, and that a well-cultivated mind can find full scope by studying the rotation of crops, the rearing of the best breeds of live stock, the climatic changes, the soil itself, and everything that is calculated to raise the life of a farmer to the position of that of our most enterprising and intellectual men. The next generation will see the advantages of an agricultural life if this does not, and the time is not far distant when there will be an exodus of the sons of merchants and manufacturers from our overcrowded towns and cities to the rural districts to become cultivators of the soil.

Unfortunately at the present time the young man from the country has an ambition to wear better clothes than he can on the

farm, to have the spending of a larger sum per annum than the paternal allowance, and to see a little life with the boys. When he visits the neighboring town or village he sees smart young men behind the counters of the stores, some of them possibly sons of neighbors, wearing neat-fitting suits of the latest cut, and the freshest novelties in neckties and collars. At dinner time at the hotel he meets a friend who is a clerk, and by him is introduced to a commercial traveller from whom he hears the latest yarn, is treated to a glass of wine and a cigar, has a good time for half an hour, then wends his way homeward, dreaming that fate has designed him for something better than following the plough. So he worries the old man to bring his influence to bear on some merchant to get him a situation. Without much difficulty the situation is got, and after spending three or four years behind the counter he begins to think he has learned all that is worth knowing about the business, that his employer is an old fogey with antiquated ideas completely behind the age, and that the majority of the customers are ready to follow him should he start in business for himself. He pays a visit to the old homestead, and describes to his parents the glowing prospects that are before him if he only had \$1,000 or \$2,000. The father shakes his head and tells him how hard he had to work to make the two ends meet and save a little every year to lift the mortgage off the farm, but the son’s plausible story is too much for the mother, who is fond of her boy and wishes to see him of some importance in the

world. So the farm is once more mortgaged, and the young man meets his friend the commercial traveller, who has a new batch of funny stories to pour into his delighted ear, a liberal order for goods is given, and a new business is started in some place already overcrowded. It booms for a time because there are always a number of people in every community ready to patronize a new store, but the balance sheet at the end of the year does not show the expected profits, and in nearly all such cases it is just a question of time. Sooner or later the assignee will take possession, and another bankrupt stock will be thrown on the market.

[TO BE CONTINUED NEXT WEEK.]

Michael Angelo was big-statured as sculptor, architect, poet and painter; but the fact is world-famous, and that proves it’s phenomenal. It is needful to remark that Michael Angelo, and business men who successfully fly several kites at once, are pretty nearly as rare birds as dodos? Every-day experience teaches that, if an active man must have more than one vocation—and he generally must!—all but one should be avocations.—Christian Union.

A customer secured is a promise of greater salary in time.

Master the whole business and the way to fortune has been mapped out.

Soap and water are cheap, but soil on goods is expensive.

CORRUGATED STEEL FASTENERS.

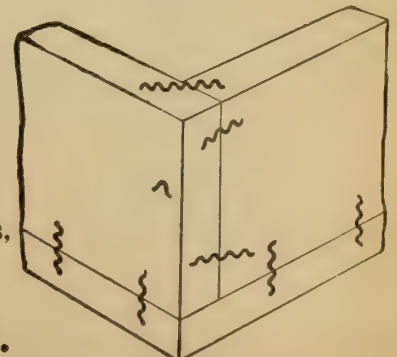
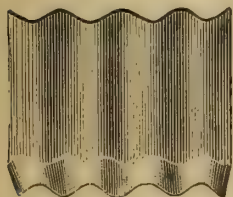
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



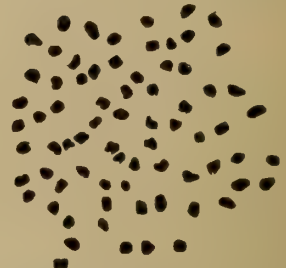
H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.



STEAM PIPE REQUIRED FOR HEATING.

The question often arises—how much pipe is required to heat a building of a certain cubic capacity? Of course this varies with the temperature of the steam used, the degree of heat required to be kept up, the frequency with which the doors are opened, the temperature of the outside air, the intensity of the wind, the area of window surface, etc., etc. There are two places in which the conditions are exactly alike, and it would be hard to lay down an absolute rule for any fixed set of conditions. But there are some good data which will do to start from.

We may start out with the fact that one unit of heat will raise 55 1-2 cubic feet of air from 62 degrees to 63 degrees F.; and can use these figures, no matter what the temperature and the steam are of the building to be warmed, or what outside atmosphere.

For low pressure steam—say about five pounds above atmosphere or by the gauge—the length of 4-inch pipe required for heating the air is found by multiplying the volume of air in cubic feet per minute, to be warmed, by the difference of the temperatures in the room and outside, and dividing by 336. The answer will be the length of 4-inch pipe in feet, and will be also about the number of square feet of pipe, as a 4-inch pipe has 12.57 inches circumference, hence but a very trifle over 145 square inches of surface per foot of length. (For one-inch pipes, the divisor required is 84 instead of 336.)

It will take about one square foot of direct boiler surface or its equivalent of floor surface to keep a temperature of 60 degrees F.

in a room with steam at 5 pounds by the gauge, and the ordinary range of temperatures in and out of the room.—Mechanical News.

The Plumbers' Co., in London, propose to give the sum of £600,000., to be used in promoting sanitary technical education.

No meeting of the Master Plumbers' Association was held last month. The little differences existing between the masters and workmen seem to be pretty well settled.

Tenders are invited for the construction of a trunk sewer in the town of Petrolea. The Town Clerk will receive all tenders addressed to him up to Monday Feb. 2nd.

Robert O'Donnell a plumber of Chicago, was arrested and fined \$110 and costs, for doing defective work and not reporting the same to the health department. Surely this incident is well worth the consideration of the trade, and for the sake of safety in the health of the people at large, inefficient plumbers begin to be watched to some extent.

The great reservoir that is to supply the city of Bombay with water will be among the important engineering works of modern times. A Scotchman named Glover, aided solely by native labor, has built a huge dam designed to inclose the watershed above the city, and the work will be completed next spring. The dam is 2 miles long, 118 feet in height, and 103 feet wide at the base. The roadway on the top is to be 24 feet in width, and the stone work will cost £500,000. The lake of water which this dam will imprisonment will be eight square miles in area, and the connecting pipes are 60 miles long.

A curious incident has come to pass in the awarding of a plumbing contract, for which tenders were asked, in connection with a public school building in Buffalo, N. Y. On looking over the several tenders which had been received, the authorities spied a tender signed by the Hardwicke & Ware Manu-

facturing Co. of that city, agreeing to perform the necessary work for \$4,998. The board agreed to award them the contract, in consideration of that amount. However on receiving this satisfactory news, the parties whose names were at the bottom of the tender were nonplussed to discover a mistake against them of \$3,000. They intended asking \$7,998, and claimed it as a clerical error. They however were released from their contract and new bids opened.

PROGRESS OF ELECTRIC LIGHTING.

It is somewhat of a revelation to glance over the items recorded in our news columns and note the great number of lighting installations that have been made during the present year. The increase in this department has been second only to the marvellous growth of the electric railway. It is very difficult to get exact statistics of the work of the year, but a conservative estimate would place the increase in the number of incandescent lamps in regular service at something like half a million, while the number of arc lights has probably risen at least twenty-five thousand. Even the smaller towns, particularly throughout the West, are rapidly falling into line, and have come to look upon the electric light not as a luxury but as a necessity. It is safe to predict that the coming year will show increases even more startling. People are rapidly coming to realize what good illumination is, and to recognize the only means by which it can be attained. And the best of it is that the almost innumerable electric light stations seem to have been blessed with a most remarkable degree of prosperity. They have been shown to be good investments, and there is very little difficulty in persuading capital of the fact. The time is coming when electric lights will be within reach of every one who cares to use them, and as the people who do not are mostly moribund or purblind, we may confidently look for the supremacy of electric lighting at no distant date.—The Electrical World.



J. K. Laffin, St. Stephens, N.B., is talking of retiring from business.

Mr. B. Shrappe, dealer in old material, Winnipeg, was in Toronto this week. He runs down to Ontario annually now.

McMillan's Agricultural and Nautical Almanac for 1891 is to hand, replete as usual with information that makes it a handy book of reference to the residents of the Maritime Provinces.

The Russian Government has decided to increase the duty on agricultural implements and machinery 40 per cent. The imported implements are much superior to the domestic ones.

The firm of Hoar & McMurtry, hardware merchants, of West Toronto Junction, have dissolved partnership. Mr. McMurtry goes to St. Thomas, where he has purchased a hardware business.

M. Garnier, a celebrated French metallurgist, and who is much interested in the manufacture of nickel steel, has, we understand, concluded a contract with the mine owners at Sudbury for the erection of large smelting works.

The Northwestern Mechanic, printed at Minneapolis, Minn., has come to us in an improved dress. This periodical is a live and instructive one, and should be in the hands of all dealers and practical machinists.

The latest labor-saving tool comes to us as a Woodworkers' Handy Router Plane. This tool is perfectly adapted to smooth the bottom of grooves, panels, or all depressions below the general surface of any woodwork. It is made with iron stock and steel bits, $\frac{1}{4}$ and $\frac{1}{2}$ inch.

The number of foreign business firms in Japan when the last census was taken, almost a year ago, was 202, of which 94 were British, 37 German, 32 American and 14 French. Next to the British among the foreign residents Americans were the most numerous.

Messrs. Thos. McDonald & Co., manufacturers of wire, metallic roofing, galvanized pails, etc., of this city, in company with Mr. Jas. Morrison, brass founder, comprise the Steel Sink, Range, Boiler, and Stamping Co., of Ontario. This company has been incorporated with \$50,000 of capital stock, and have advertised for tenders for the erection of the plant at Mimico. They expect to be ready for operation by the spring.

The installation of the New York World into the noble edifice called the Pulitzer Building, which was completed a few weeks ago, was made the occasion for the issue of a souvenir supplement to the great daily on



Keith & Fitzsimons

MANUFACTURERS

GAS FIXTURES, ELECTROLIERS, BRASS GOODS.

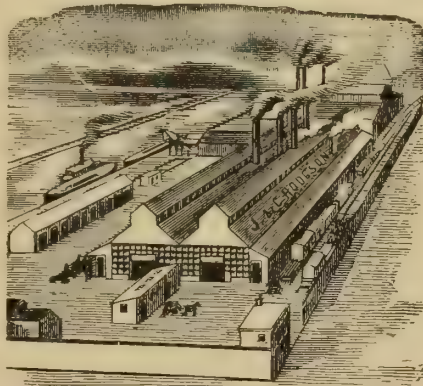
111 KING ST., TORONTO.



BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.

the tenth of December. On the first page of this extra, occupying three full-length columns is a fine picture of the building, and on the other pages the interior of the structure is depicted in several cuts. The cuts intersperse an interesting descriptive and historical account relevant to the subject of the pictures.

The travellers and heads of departments in the employ of the A. G. Peuchen Co., paint and varnish manufacturers, of this city, were royally entertained by Mr. A. G. Peuchen at his residence, on Saturday evening last. The manner in which all enjoyed themselves was evidence of the ability of the host in his efforts to make everyone present thoroughly happy. The perfect harmony existing between the employees and the company, was apparent from the many references made during the evening, not to say anything about the interest each one takes in their connection with the business of the firm.

The Trader, the recognized organ of the jewelry and kindred trades in this country, appears in special holiday guise. It has evidently an assured place in the regard of Canadian jewelers and craftsmen engaged in cognate industries, as their patronage takes up a bulky portion of the issue with advertising matter. The publication of a special number of this paper is well-timed at the Christmas season, as then the demand

for jewelry wares is at its best. The reading matter is an excellent accompaniment to the budget of advertisements.

We have received a specimen copy of the Canadian Almanac for 1891. This is the forty-fourth year of its publication, and the qualities that have secured it so long a life are as marked as ever in this year's edition. It contains full lists of Clergy, Physicians, Municipalities, Educational Institutions, Societies of all kinds, Banks, etc., besides the Tariff of Customs, and a complete list of Post Offices, together with Astronomical, Statistical, Governmental and other information indispensable to business and professional men.

That the Canadian Shoe and Leather Journal, Toronto, has the confidence of the trade in whose interest it is published, is abundantly manifest in the ample proportions of the grand Holiday Number that paper has issued. The advertising department of it is almost a complete register of all the men engaged in this country in the wholesale production or distribution of footwear and subsidiary articles. The issue comprises 200 pages, of which 120 are occupied by business announcements, and most presentable are those announcements as they appear in the Journal. Photographs of the leading men in the trade, and pictures of the chief Canadian cities are strong embellishing features of this fine number.



THEY KEEP HIS CHAIR VACANT.

A stranger entering the dining-room at the Royal Hotel, Hamilton, will notice, if he is at all observant, a vacant chair at the head of the third table at the north side of the room. This vacant chair is tilted up so that its back rests against the table. The plate is turned upside down, so is the glass, and over both is draped a snow-white napkin. As the waiters pass this seat they turn their eyes solemnly down and preserve a respectful silence. It was in this turned-up chair that the late James Stewart sat for nearly fourteen years, and since his death no one has been permitted to occupy his place.

George Nelson, the head waiter, who has been at the Royal for over twelve years, said this morning in answer to a question why the place was kept, "I haven't felt like as I should put any one in Mr. Stewart's chair. I stand here and keep expecting to see the old gentleman come in to every meal. He was very punctual, never varying over a minute or two in the time he came in for his meals. No, he never complained, but I used to know when anything didn't just suit him, and as I helped him on with his coat I used to ask him. He was very liberal with the waiters, and I tell you we miss him very much. For fourteen years he has been comin' into this dinin' room, three times a day."

A PRESENTATION.

On the afternoon of Monday last, the official staff and the travelling agents in the employ of the Kemp Manufacturing Co. presented Mr. A. E. Kemp, head of this well known establishment, with a very suitable testimonial, expressive of their esteem. We produce the address which shows the good feeling which exists between the employees and members of that firm.

TORONTO, ONT., December 29, 1890.
A. E. KEMP, ESQ.

DEAR SIR,—We, the official staff of your manufactory, desiring an opportunity of manifesting to you our affectionate esteem for yourself, and of offering you some small token as a visible emblem of the same, seize upon the present joyous season as an appropriate occasion on which to express our deep regard for you as a business man with whom we have the good fortune to be connected, and also our appreciation of the kind personal interest which you have invariably shown in the welfare of those in your employ.

We are, therefore, assembled here to wish you and your estimable wife a very happy and prosperous New Year. Our hope is that the year 1891 may be full of happiness and prosperity for you and yours, and that

the blessings, which we feel you deserve, may be heaped upon you, and that finally, when the coming year shall have passed, it will be found to have been but the small end of the horn of plenty, which in future years shall overflow for you.

We beg you to accept as the seal of our good wishes this silver tea service, which, though an inadequate representation of our good will, may serve as a slight token of what we wish to express. We hope that its present brightness may symbolize the untarnished brightness of life which we desire for you and all those dear to you, in the future.

The set of silver plate was a handsome souvenir, of beautiful design. Mr. Kemp thanked those who thus showed their appreciation of him, in feeling terms, and spoke of the interest which they all had evinced in the affairs of this large and representative manufacturing concern. Mr. Kemp in conclusion wished all the complements of the season.

WHY A DEALER IS POPULAR.

It is a common thing to hear retail dealers express wonder why housewives and customers persist in doing their trading at Blank's store. They seem to have implicit faith in the goods which Blank sells them and believe every recommendation he gives concerning hardware, &c., as gospel truth. Why is this?

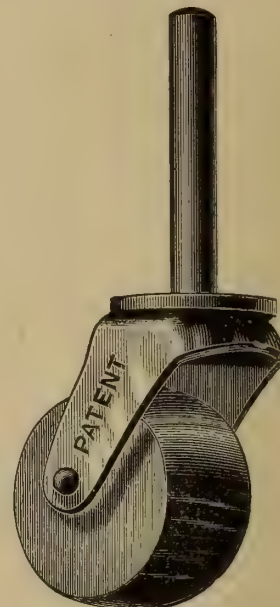
A gray headed dealer, long since out of business, said to a correspondent: "I can tell you why. The answer is a very simple one. They know that the dealer is popular only because he deals in the latest and best goods. They know that he has a wide variety of material tastefully arranged, that will satisfy the most diverse whims and tastes. They know that what Blank says can be depended upon. They know that he is a subscriber to the periodicals which are ever filled with hints and suggestions as to the latest practical devices. They know that he is a man who understands when to take a suggestion for the improvement of his display of goods. Best of all, they know that his prices are always reasonable. Is it then very wonderful that Blank has a steady trade, that he is popular, and that men deal with him regularly? The McKinley bill don't knock him out either, and in spite of protests about hard times and money being tight Blank's store always has customers. They know he will not take advantage of changes and ask exorbitant prices.

"To demonstrate why Blank is popular and Jones is not, I will tell you a little incident that occurred in Jones' store the other day. I happened to be there at the time. A customer came in, and a dapper clerk proceeded to wait on him. But while the same dapper clerk waited on the customer, a second entered, whom the dapper clerk knew was a wealthier man than the first. He immediately excused himself and fluttered to the side of the rich man. The rich man inquired the price of a stove shaker.

Customer No. 1 saw immediately why he was made to wait and left Jones' store for Blank's. I inquired afterward, just to follow up the incident, and found that the customer who went to Blank's bought a stove and other hardware goods amounting to over \$50. The moral is obvious."—The Metal Worker.

THE STEEL FORK CASTER HAS COME TO STAY.

The cut illustrates a recent patent secured by H. R. Ives & Co., for improved steel fork casters. This is neater in appearance than the Diss caster and is stronger by being



surged so as to form a bridge at the back of the fork. They are also making steel sockets with track plates similar to the Fox Patent but at a less cost.

HAYMARKET HARDWARE STORE.

We have just received a neat calendar from Mr. Frank Smith, who carries on a retail business at what is known far and wide as the Haymarket. Mr. Smith has been doing business at this stand during the last five years, and through his courtesy and close application to the wants of his customers, has succeeded in working up a first-class trade. The farmers in this vicinity patronize him largely, and not a few of the blacksmiths, carriage makers, and builders in the city and surrounding towns, purchase their supplies at the Haymarket Hardware Store. Mr. Smith states in his circular, he would be glad to meet those who have not had the opportunity of dealing with him, in order to convince them of the liberal prices at which he disposes his goods. We congratulate the Haymarket on past achievements, and sincerely hope an increase in the returns of the past year will be the record for 1891.

The moulders' difficulty has been settled, and the men will resume work at Chown & Cunningham's next Monday.



A well-worded, neatly displayed advertisement is a finger-post on the thoroughfare of business, ever pointing the wayfarer to your place of business. Where should this finger-post be erected? Supposing three or four roads lead to your place of business, you

would not think of placing this finger-post on the road travelled by the general public when it could be put right in the path of your customers. No, you would be too near-sighted for that. Still that is what many are doing every day in the matter of advertising. You plant small advertisements in numerous publications, hoping, but doubting, that they will bear fruit, and if they do not, you say "advertising don't pay."

THE ARGUMENT against advertising, that it does not pay, is as senseless as the argument against eating food, because some fools have made themselves sick eating some kinds of it.

You do not speculate when you advertise in **HARDWARE**. The best evidence of the value of a paper as an advertising medium is its ability to secure and hold the best paying class of advertisements. Therefore, we are in it. **HARDWARE'S** success is due to the fact that we study our advertisers' interests. You never see our advertisers buried out of sight. Is there another paper that can say the same? The time has now arrived when you cannot do business without advertising, and the sooner you see this the sooner you will make money. Drop us a card for rates and testimonials.

ADVANCE IN SCREWS.

The two screw manufacturers of Canada have, at last, come to an understanding, and uniform prices will in future be charged on all wood screws. They have adopted a new list similar to the one used by the American screw Manufacturers' Association. The new prices are very much higher than the old. Copies have been sent out to the trade generally. The discounts will now be 77 1-2 per cent. off the list for flat heads, and 72 1-2 per cent. off for round head iron with brass at 75 per cent. off for flat head, and 70 per cent. for brass. The manufacturers claim, and no doubt with good reasons, that they have been doing anything but a profitable business in the past. On the small sizes, at times, they have lost money. It is to be hoped that the agreement will do away with the apparent cutting that has been a feature of the trade in some towns and cities of this country in the past.

MORE LIGHT IN STORES.

I plead for light—more light in dark stores. I am satisfied that our suburban and village merchants do not sufficiently appreciate the value of a well-lighted store. People are like flies and moths—they are attracted by light. Did you never observe how people will walk by a dimly-lighted store and stop at the one most brilliantly lighted? It is no apology for darkness that you have no gas works or electric plant near you. The cheapest of all good lights now is kerosene oil, and the improvement in lamps to burn it is such that a gallon of oil consumed every night will light a room 25x80 equal to the noonday sun. Ten cents a day for oil. Think of it. Sixty cents a week for light! It is not probable that you burn half that now, or your store would attract more people. Two quarts a day in an ordinary country store will answer very well—and you cannot afford to burn less—and will, in the course of the season, pay for itself many times over. Under no circumstances can you afford to light your store poorly. Two or three sales in an evening will pay for your extra oil and eventually add a large interest to the investment. I took a walk the other evening in the suburbs of a city not a thousand miles away, and some of the stores I passed reminded me of the days of tallow candles. Only a faint glimmering light emanated from the antiquated lamps standing on show cases and barrels. The night was moonless and starless, with a dizzying rain coming down, and, consequently, nobody out—no trade. That is just the reason there should have been light than usual. It will be noticed by the few who are on the street, and they will take special pains to go past your door—they do not call—as they can see better to avoid the mud and storm, and should they not stop, ten to one but they will notice something in the bright window which they will send for within twenty-four hours. At such a

time that extra well-lighted store will be noticed by your neighbors at home, a block or more away. Dark, stormy nights, when you do not expect much trade, are just the times to advertise, and a brilliantly lighted store will do it. Where is it you find the crowds of people walking to see and be seen, on any pleasant evening, if dark? It is on any of the main streets of a village or city, simply because they are usually best lighted. Those merchants know the value of good lights. It will tell you at once whether the best-lighted stores will pay, by noticing the fact that the most people walk on the side of any street having the most brilliant lights, and they go slower and stop oftener to feast their eyes upon the goods they can see so plainly. The very last economy a merchant should practice is economy in light. A dirty store is inexcusable, but a dark and dingy one is worse. Get plenty of lamps and use plenty of oil—if you burn oil—and continue the brilliant light until, if possible, your place of business would be easily recognized by a stranger, on that account. — Michigan Tradesman.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with

TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Restore goods to their proper places as soon after using as possible.

Direct Orders and Orders for Enclosure receive our prompt attention.



IT SAVES LABOR, TIME AND CLOTHING.

As the hands do not come in contact with the water, chapped, scalded and sore hands are avoided. The mop being wrung at arms length there is no stooping or straining of the back or shoulders. The hands are not soiled or disfigured by the wringing of a filthy, greasy cloth. As the clothing is not drenched or disfigured as in ordinary mopping no special preparation is required.

TARBOX BROS.,

"Truth Building," 73 Adelaide Street West, Toronto, and 28 Waterloo St., St. John, N. B.

WALTER H. COTTINGHAM,

56 St. Peter St. MONTREAL,

CAN SUPPLY AT CLOSEST FIGURES:

Gold Leaf, Silver Leaf,

Aluminum Leaf, Composition

Leaf, Dutch Metal or Schlag

Metal, Bronze Powders and

Gold Paints.

Write for Prices.

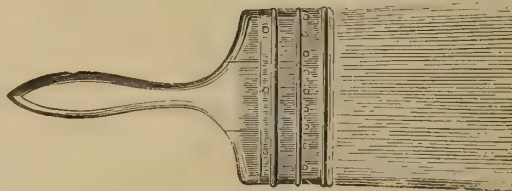
THE LONDON BRUSH FACTORY,

61 and 65 Dundas Street,

MANUFACTURERS OF

EVERY KIND
OF

BRUSHES
HANDLED BY
HARDWARE
TRADE



FULL STOCK

OF

CARPET

SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

Send for Illustrated Price List
with Discount Sheet

THOS. BRYAN, London, Ont.

TINNED MATTRESS AND BROOM WIRE.

QUALITY GUARANTEED.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.

Send for samples and prices.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We are making special drive on cross-cut saws, and solicit enquiries, also have complete assortment of popular makes of skates now on hand.

Our customers are particularly desired to send in specifications early.

TRY OUR M. L. S.  BARREL SIFTER.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.



MONTREAL MARKETS.

MONTREAL, Jan. 8, 1890.

There are but few features to discuss as far as heavy materials are concerned just at present. Still some business is doing, but the conditions in the leading lines of iron for instance, induce a careful course, as the position of values is uncertain. Chemicals have been showing some movement recently, ex store and the firm tone is fully maintained while additional strength is furnished, that is as far as heavy chemicals are concerned by the tone of advices from primary centres. As regards the local financial position there are complaints about payments in these branches as in others, but leading firms hold that they do not find them as bad as last year although of course they were very bad then. At any rate they contend that the farmers ought to have more funds this year, and that this ought to benefit agricultural implement makers somewhat. Speaking in general a fair movement is anticipated, but nothing definite can be advanced as yet as no large contracts have been made in iron, chemicals, or other heavy lines.

IRON AND HARDWARE.

There is little to note in connection with this market as business has not fully opened out yet, consequently no general change has occurred. In fact, speaking generally, the trade are uncertain about the future position of values, and this has induced a policy of careful buying, so that what business is done is of a hand to mouth nature. Advices from Great Britain state that the furnaces expect to "blow in" this month, but that they are uncertain about their workmen, and consequently are unable to talk business definitely. In the meantime they have practically no stock in hand, while stocks in public stores are 400,000 tons less than they were last year, from which some argue that the market is just in the right shape for a sudden jump. It has to come, however, and some argue that it won't, but one fact is worthy of note, and that is that although stocks in store are less, warrants are considerably lower than they were last year. This is attributed purely to tight money, and not to the condition of the iron market. Locally there has been little to note in lines of heavy iron. A small jobbing business is noted in pig on the old basis, viz.: 23 to 23.50, but it is restricted solely to car lots, and none of the importers had made any contracts as yet, nor do they expect to for some time as yet. In other lines, the same conditions to a great extent prevail. Some orders for tin plates for spring delivery have been in negotiation, but nothing has resulted, because of the fact that makers on the other side have withdrawn all offers here, owing to the uncertain position of values. The most recent quotations on cokes at Welsh ports was 17s. 3d. to 17s. 6d., and charcoal is of course in proportion. Ingot copper and tin continues on the easy side. The inside figure on the former may now be placed at 16c. @ 16½c. decline, while tin rules from 23 to 23½c. In shelf goods, the houses are still engaged on their stock-taking, but some accession is noted. A feature in this connection is the advance in all kinds of screws, equal it is

said to about 50 per cent., and stock of this kind is naturally firmly held, owing to the light supply.

NAILS.

Nothing has transpired in this branch to induce any change, but there are reports that makers are discussing a change in prices of an upward nature. It has to come, however, and the only movement there is to note is a small jobbing trade on the old basis of \$2.50, makers apparently being very quiet.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " " "	....	2 75
6 dy to 7 dy, " " "	....	3 00
4 dy to 5 dy, Am. pat	....	3 25
3 dy, hot cut, per keg, Am. pat	....	4 00
3 dy fine hot cut, " "	....	5 50
4 dy to 5 dy, cold cut, Can pat.	....	3 00
3 dy, cold cut, " "	....	3 50
2 dy, hot cut, nails " "	....	5 70

Steel Wire.
Cut Nails Nails.

10 dy to 60 dy, per keg	.....	\$2 60	\$3 15
9 dy " " "	.....	2 85	3 45
8 dy " " "	.....	2 85	3 70
7 dy " " "	.....	3 10	4 00
6 dy " " "	.....	3 10	4 30
5 dy " " "	.....	3 35	4 30
4 dy " " "	.....	3 35	4 60
3 dy " " "	.....	4 10	5 50
3 dy fine " " "	.....	5 60	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 07
6 dy @ 7 dy, " "	.....	3 57
8 dy @ 9 dy, " "	.....	3 25
10 dy @ 30 dy, " "	.....	3 00
Cut spikes, " "	.....	2 55

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 80
1 " " "	.....	4 20
1 ½ " " "	.....	4 50

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

Although the market, speaking in a general sense, has not shown any appreciable change, there are indications of a move shortly. In fact some fair orders have already been talked about, and there is likely to be some movement shortly re store. Prices here are unchanged, the firm feeling, as far as heavy chemicals are concerned, being maintained. Soda-ash, for instance, is 25c. higher at \$1.75 to \$2.25, and other articles are stiff. Advices from Liverpool show a generally firm tone, chlorate of potash has advanced to 6d. per lb., and bleaching powder is 5s. per ton dearer. Owing to very large European orders Sicily sumac has rapidly advanced, and is now quoted at \$68.50 in bond at New York.

GLASS.

This article is unchanged, with a quiet business doing on the basis of \$1.50 to \$1.60 for first and second breaks.

PAINTS AND OILS.

The week has shown little or no change in this market, in fact no immediate alteration to the position is looked for. In oils business has been unimportant, no round lots changing hands. Jobbing parcels of cod run at 45c. and over, but a round lot could be had at 40c. and there is nothing doing in seal.

Linseed is unchanged with some small business doing but it is unimportant. Raw runs at 65 to 67c. and boiled 68 to 70c. There is some demand in a jobbing way for Cod liver and Norway is selling at 90c. to \$1.10 with Newfoundland unchanged at 60 to 70c. In leads prices are firm with little doing. White lead, is at \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6½c.; do. red, 4½ to 5c.

CEMENT AND FIRE BRICK.

The cement market has not presented any particular feature of late, but the firm feeling as regards English makes is fully sustained. In the absence of any general business however no actual change can be cited but there are plenty who are willing to speculate that it will come. Stocks here however are small and are not urged for sale at all. We quote \$2.45 to \$2.60 for Belgian and English brands respectively. Fire bricks are in good demand in air sized lots at \$24 to \$30 per 1000.

NAVAL STORES.

This branch maintains its dull feeling. Turpentine is not meeting with any enquiry, in the absence of which prices are unchanged. We quote: Turpentine, 60 @ 61c.; rosins, \$2 @ \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7 @ 10c. for white; oakum, 5½ @ 7½c.; and cotton oakum, 10 @ 12c.

PETROLEUM.

As far as the market here is concerned, there is no change. Our refiners are fighting among themselves, for while 12½c. is quoted at Petrolia, sales as low as 12c. are reported. Crude maintains its firm feeling, and some round lots have changed hands recently in quantities of 200 to 500 barrels at \$1.29 to \$1.29½. The local demand is small. American is moving out fairly well at steady prices. We quote Canadian, 12½c. at Petrolia and 14¾c. in Montreal in car lots and 15¾ to 16¾c. for smaller quantities, and American 23c. in car lots and 23 1-2 to 24 1-2c. in smaller quantities. American benzine, 23 1-2 to 25c., and Canadian, 14 1-2 to 15c.

TORONTO MARKETS.

TORONTO, Jan. 9, 1891.

Trade has not yet recovered from the holiday dullness but there are signs of increased activity at an early date. Everyone is now engaged in stock taking and the work incidental thereto. Many of the manufacturing establishments are shut down. The general demand this week has been light. In the way of prices there has been a decided advance in tin plates in foreign markets and as a result holders here are asking higher prices. The outlook as previously noted for the spring trade is satisfactory, stocks in dealers and manufacturers hands are light all over the country purchases having been made with a greater degree of caution than ever before noticed. The consequence is that the situation is a healthy one. A number of changes have taken place during the week in manufactured goods. The money market is rather easier. Rates on commercial paper are unchanged at 6 to 7 per cent. Banks are now allowing all their customers 4 per cent. on balances and deposits receipts and some of the more fortunate have been getting 4½ to 5 per cent.

IRON AND STEEL.

Market is generally dull and prices are unchanged. Bar is easier at \$2.25 to \$2.30. Pig nominal. Carnbroe is held here at \$23

MARKETS—Continued.

to \$24; Middleboro, \$22; Southern, \$22.50; Niagara Forge, \$22.50; Foundry, No. 1, soft, \$23. Bar is quoted at \$2.25 to \$2.30.

COPPER.

The local market is easier again this week, but the demand has been light and there is no quotable variation in price. Latest cables quote merchant bars at £52 15s. for spot and £53 5s. futures.

INGOT TIN.

Is decidedly firmer. London cables report the market higher and strong at £91 15s. for spot and £92 10s. for future delivery. For round lots 23½c. is now asked here, and 24½ to 25c. for larger quantities.

LEAD.

Continues firm with a good demand. Holders here ask 4 to 4½c. for pig and 5 to 5½c. for bar.

ZINC AND SPELTER.

Is quiet on spot at previous quotations. Cables report no further decline in foreign markets.

ANTIMONY.

Cooksons remains firm at 21 to 22c. here, and other makes at 19 to 20c. Demand is quiet.

CANADA PLATES.

Nothing doing on spot. Demand is very quiet. Prices are nominally unchanged at \$3.20 to \$3.25 per box.

TIN PLATES.

Much to the surprise of many buyers there has been decided improvement in the foreign market, where a decline was anticipated. Late private cables make the market is higher. The canners especially will be effected, as they have been holding off for a lower market. Stocks on this side are said to be lighter than usual, and if the advance holds there will be a sharp rise here. Most holders are already asking 25c. per box higher, but no sales have been reported as yet, the rise having impeded business.

GALVANIZED IRON.

The market presents no feature worthy of special note. Demand is light and prices are nominally unchanged.

GLASS.

Prospects for the future business are bright. Stocks are light. Prices unchanged.

SPADES AND SHOVELS.

Are firmer. The trade discount is now 37½ per cent. instead of 37½ to 40 per cent. as formerly.

SCREWS.

Prices are higher. [See Prices Current and special article.]

OLD MATERIAL.

The market has been quiet this week and without any special feature. Most of the foundries are closed down, being busy stock-taking and making the necessary annual repairs. Values are unchanged from those quoted a week ago. Dealers paying prices are as follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND OILS.

Trade in paints continues unusually dull, even for this season of the year. Travellers are out, but so far have done but little business. Buyers are holding back, all of them showing a most conservative policy.

Varnishes are also unchanged. Linseed oil is firm, but quotations remain the same as a week ago. Turpentine is steady, at firmer prices, though the feeling is somewhat unsettled.

Castor oil quiet, with but little doing.

PETROLEUM.

There has been no further decline in this market. Ordinary Canadian refined remains at 16c. At Petrolia cars are quoted at 13c. f.o.b.

HIDES, ETC.

HIDES—There is no stock to speak of offering, as slaughtering has not recommenced since Christmas. Green are unchanged at 4½c.

SKINS—Are improving, good sheep quoting from \$1.05 to \$1.30.

TALLOW—Rough is 2c., refined 5½c.

WOOL—Is dull and unchanged at 20c. for fleeces.

RAW FURS.

The prices for rawfurs are unchanged. The following are the quotations:—Beaver per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, Jan. 8, 1891.

The iron trade is dull in all departments. Manufacturers are remarkably backward in placing their orders as they are somewhat uncertain as to the future of prices. Some of the more popular Pennsylvania brands of No. 1 foundry pig iron sell in small quantities at \$18, but current business is chiefly at \$17 to \$17.50. No. 2 goes at about \$1 less, and No. 3, or grey forge, at \$15 and under. Southern No. 1, of other than inferior brands, is scarce and brings \$17 to \$17.50, but No. 2 sells at \$15.50 to \$16, and on No. 3 as low as \$14 to \$14.50 here is quoted. The present Southern output is largely low grade product, and need of ready funds is causing more or less pressure to sell in some quarters. Bessemer pig iron is rather weak at \$16 to \$16.50 at furnace, the demand being light in the absence of any improvement in business; whilst production continues large, causing more or less surplus to accumulate on furnace banks. Other steel material is as poorly off. Twenty per cent. spiegeleisen is difficult to sell at \$29 delivered here, and \$60 to \$62 would appear to be full value for 80 per cent. ferro-manganese.

COPPER.

There has been no change for the better in the copper market. Consumers are as backward about placing orders as they have been at any previous time during the past thirty days, and efforts to place stock in the European markets do not appear to be wholly gratifying. The Lake Superior companies still name 15c. as their price, but outside lots may be had at 14¾c. if indeed at not less. Arizona ingot is now offered at 13¼@13½c. and for common casting copper 12¼ is apparently a full price.

TIN.

Under the influence of higher quotations from London, prices for pig tin have improved somewhat in the local market, but



When writing to our advertisers please inclose the above.

MILK CAN TRIMMINGS.



Ironclad Pattern and Broad Hoop Pattern.
Get our prices before buying.

Samples of Broad Hoop Pattern now ready.
Full line of Tinware. Order early.

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

speculation was enlivened very little if at all by the change, and trade purchases have been on strictly conservative lines. Spot supplies are only fair, but the quantity afloat is unusually large. Tuesday's quotations were $20\frac{1}{4}$ @ $20\frac{3}{8}$ c. cash for round lots on the spot and $20\frac{1}{2}$ @ $20\frac{3}{8}$ c. for jobbing quantities. February delivery was offered at 20.30c. and March at 20.40c.

LEAD.

Pig lead is again higher both in this and the Western markets. The advance, however, appears to be due chiefly to smaller offerings and inside manipulation. In any event there has been very little buying by consumers or jobbers or on speculative account. In this market a carload was sold at 4.30c. for January delivery and 100 tons at 4.40c. In St. Louis an advance to 4.05c. has taken place.

SPELTER.

Spelter is still in light supply on the spot and very firmly held, but future shipments are offered with some freedom. February may be had at 5.85c. and March at 5.80c. For prompt shipment 5.90c. is quoted.

TIN PLATES

Strong advices from the foreign market have served to stiffen prices for tin plate at this point, but business is moderate at the advance. We quote as follows: I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.75; for each additional X add \$1. Charcoalterne—M. F., 14x20, \$7.87½ to ...; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.50 to; Worcester, 20x28, \$10.75; Dean grade, 14x20, \$5.00 to; Dean grade, 20x28, \$10.00 to \$10.25; D. R. D. grade, 14x20, \$4.87½ to; D. R. D. grade, 20x28, \$9.75 to; I. C. Coke—Penlan grade (iron), \$5.30 to; J. B. grade, 14x20, \$5.35 to \$5.40. I. C. Bessemer steel, 14x20, coke finish, \$5.30 to \$5.35; I. C. Bessemer steel, squares, \$5.40 to ... basis; I. C. Siemens steel, squares, \$5.50 to \$5.55 basis.

THE DRUMMER MUST WAIT ON THE DEALER.

Selling goods is in some respects very much like "popping the question." A great deal depends upon saying just the right thing at the right moment. The wise salesman will refrain from talking trade until he thinks his customer is in the proper frame of mind. If he goes into a place of business and finds the proprietor's spirit ruffled about something, his first work is to engage him in conversation and by lively gossip and pleasant stories make him sufficiently good humored to receive a business proposition pleasantly. And if any one man on earth needs more patience than all the others that man is the commercial traveller. He can't obtrude himself upon a merchant and secure his trade. He must wait the buyer's pleasure and convenience. And many buyers seem to take pleasure in consuming as much of the salesman's time as possible before giving him their order. A salesman for one of Chicago's big drug houses related his experience with a buyer of that kind in a central Illinois town. "I called on him in the morning," said he, "and was told to come in right after

dinner. Went in after dinner and was told to call at 5. Called again at 5 and was told to come around again at 8. It was a new house and I wanted to make a customer of it. My patience was about exhausted when I called again at 8. Even then he was not ready to do business. I very mildly remonstrated with him and recounted the number of times I had called. 'Is your mind ever at leisure?' I asked after he had snapped out some unbusinesslike remarks. 'Yes, at 2 o'clock in the morning. You'd better see me then and I may buy a bill of goods,' snarled he. The train I had made up my mind to leave the city on would go at 2.30 in the morning. I left a call at 1.45 o'clock. I dressed, and with the aid of a boy hired for the occasion I soon found the druggist's house. It was just 2 in the morning when I rang his door-bell. A moment later he stood shivering in his night clothes as he peered through the slightly opened door. 'What is it?' he asked. 'It's me,' said I. You told me you'd be at leisure at this time and might give me an order for goods. Now, what can you favor me with?' It was his first impulse to become very angry, as I presumed he would, but presently he laughed heartily at the ludicrousness of the incident, and remarked: 'I'll have to ask you to call once more. If you'll come to the store in the morning you shall have my order.' And since then he buys of me without consuming much of my time."—Western Merchant.

WINDOW DRESSING.

Although we have commented on this subject before, and as we are of the opinion that new ideas are always acceptable to the trade, we quote the following from an exchange which is well worth its perusal:—

In considering the subject of window dressing, the merchant or the clerk who has this particular branch of the business in charge, should bear in mind what he hopes to accomplish by it, says an authority on this subject.

"He aims to set forth a fair sample of the goods to be found within. They must be so displayed as to prove an attraction to the people on the street, most of whom are intent upon going somewhere else than to his store. Their attention must be diverted from their original purpose sufficiently to excite in them the desire of possession. To do this the goods displayed must be of such a character as will appeal with force to the purchaser at the time he is looking at them. In a word, the window must be dressed with seasonable goods.

"Seasonableness is not the only requisite in window dressing. It is manifestly quite unnecessary to go to much trouble to decorate a window with common goods which are so well-known that they will attract no attention from the passer-by. His attention must be secured first by some feature with which he is unfamiliar. Second, his atten-

tion having been attracted, his curiosity must be gratified, and he must not be allowed to go away disappointed.

"That it pays to award particular attention to window dressing seems to be the opinion of every merchant who has systematically tried it. When one goes by a store in which the windows are filled with shopworn goods which have been seen there since Adam was a child, to speak figuratively, and in which the glass is dirty and lined with cobwebs, a feeling of disgust is hard to repress. It is difficult to see how people of refined taste can continue to trade in such a place. We believe if such a Rip Van Winkle storekeeper should awake, wash off his windows and make a good display, his trade would be increased at once."

"Those who have tried the efficacy of window dressing as a means of drawing trade are enthusiastic in its praise. We consider the storekeeper's window his cheapest advertisement. In a newspaper he can but describe his goods and give his reasons why they are bargains. In his window he can display the goods themselves with or without prices, as he deems best. Is not the dealer's window his sign of cleanliness, thrift, taste and business enterprise? Is he not rated in the public estimation according to his indicator? And what is his indicator? To the public gaze what can it be but his window? The window stands there gazing out on the particular spot wherever located. It stands there, no matter where its owner may be, continually enticing the public to the spot."—Ex.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

A feather duster disperses but does not remove the dust from the store.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakemen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

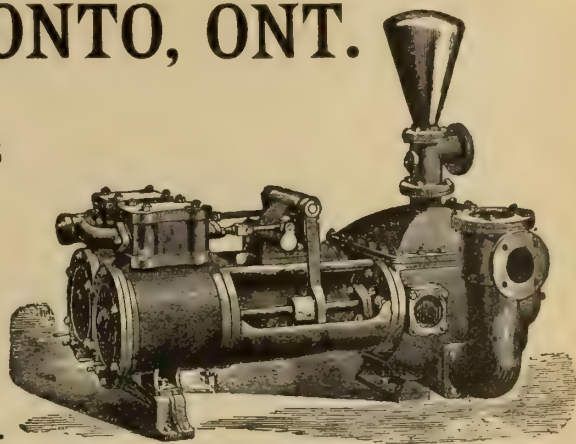
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



H. R. IVES & CO.

We are pleased to note in this issue, that the well known firm of Messrs. H. R. Ives & Co., Montreal, are introducing to the trade new patterns of English iron bedsteads, of their own manufacture.

The reputation of goods made by this firm is well established with the trade throughout Canada, and judging from the volume of business done in other articles of their manufacture, there is no doubt the new designs of iron bedsteads will meet with ready sale.

They claim they are in a position to meet importation prices, and dealers should withhold their orders until they receive their quotations. The firm have a new catalogue which is now in the press, and all dealers should make a point of possessing one as soon as issued.

PAPER HORSESHOES.

The need of a more or less elastic horse-shoe has led to many trials and experiments, which, not resulting in anything satisfactory, has kept the farrier's art in the same old rut of olden days. A new horseshoe has been made in Germany, and it is constructed of parchment paper, or a paper prepared by a saturation of oil, turpentine, etc., and impenetrable to dampness or moisture. Thin layers of such paper are glued together until the desired thickness necessary for the horseshoe is attained by an agglutinant, which is indifferent to the action of moisture and which will not get brittle when dry, (especially casein gum, chrome gelatine, copper chromate, ammonia, or a mixture of Venetian turpentine.) The leaves of such prepared paper can first be cut to the desired form, and holes for nailing on the shoe be stamped through, and the leaves glued together, one on top of another. Then the shoe has to undergo a very strong pressure, perhaps by a hydraulic press, is dried, and lastly rasped and planed. The holes can be

bored in by boring machines similar to those used for brushes, instead of being stamped out. The fastening of these shoes can be done by nailing through the holes bored or stamped, as above described, or by gluing with bitumen, caoutchouc, or a mixture of gum ammonia emulsion, one part; gutta percha, two parts. The fact of its getting rough makes the paper horseshoe a great advantage in preventing the slipping of the horse on smooth and slippery places.—Ex.

The Commercial Travellers' Circle held its first meeting in Association Hall Tuesday evening, Dec. 30th, and it was well attended. The Circle is just newly formed, its object being to get all the commercial travellers to sign a pledge that they will abstain from intoxicating drinks. Mr. Kennedy, of Samson, Kennedy & Co., occupied the chair. Able addresses on temperance were delivered by S. H. Blake, Rev. Mr. Patterson and Rev. Mr. Starr. Mr. Bengough, by his caricatures, showed the effect that intoxicating drink has on man.

P. DOTY & SON,

Successors to

W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

P. DOTY & SON

Oakville, Ontario.



You can lose more than we do by not subscribing for this paper.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz:—

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner.

Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

ECLECTIC

TUBULAR

H. D. SIMMONS,

Manufacturers Agent, 74 York St., Toronto.

REPRESENTING

Peck, Benny & Co., Montreal;

J. & C. Hodgson, "

Miller Bros. & Toms, "

Gilmour & Co., "

R. H. Smith Co., Ltd., St. Catharines;

Shepard Hardware Co., Buffalo, N. Y.;

The John C. Jewett Manfg Co., Buffalo, N. Y.;

American Bit-Brace Co., Buffalo, N. Y.;

The Kilbourne & Jacobs Manfg Co., Columbus, O

Aspinall's Enamel Works, London, Eng., etc., etc.

Orders and all Correspondence promptly attended to.

Portland Cements,

Fire Clay Goods,

Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

CANADA'S RESOURCES.

The New York world has been devoting some attention to Canadas resources. The following interesting article from that journal will be read with interest:

The area of the Dominion of Canada is estimated at 3,379,000 square miles, or, including its water surface, 3,519,000 square miles. It is the largest of all the British possessions, constituting 40 per cent, of the empire, the total area of which is over 8,000,000 square miles. It is as large as the whole continent of Europe, nearly thirty times as large as great Britain and Ireland, and 500 000 square miles larger than the United States, exclusive of Alaska. Canada covers more than one-fourteenth of the earth's surface, but contains only 1-286th part of the population of the world. The Dominion extends from the Atlantic to the Pacific Ocean a distance of 3,500 miles, and from the United States boundary to the Arctic Ocean, a distance of 1,400 miles, and comprises all the British possessions in North America, excepting Newfoundland, Labrador and the West India islands.

Some idea of this immense country and of its great waterways may be had when it is considered that its coast line on the Atlantic measures 10,000 miles, and over 7,000 miles on the Pacific; that 2,000 miles from the ocean the traveller may lose sight of land, and that with one transshipment at Montreal goods can be landed at the head of Lake Superior, in the center of the continent, 4,600 miles from Liverpool. Entering Canada from the north by Hudson's Bay an ocean ship reaches, at Port Nelson the outlet of a river system stretching, with few interruptions, to the very back bone of the continent, and draining an interior basin more remote than that of the St. Lawrence, over 2,000,000 square miles in extent. In the prairie region the Saskatchewan affords 1,500 miles of steamboat navigation. Close upon the north of it commences the Mackenzie river basin extending over 550,000 square miles. This great stream, with its tributary lakes and rivers, affords, with trifling obstacles, upward of 2,000 miles of waterway navigable for steamboats. From Port Nelson to Liverpool the distance is 2,966 miles; from New York to Liverpool, 3,040 miles, and from Halifax to Liverpool 2,463 miles.

In Ontario, Quebec, Nova Scotia, New Brunswick and British Columbia exist the greatest forest reigns in the world. In the extreme Eastern and Western provinces of Nova Scotia and British Columbia, as also midway between the prairies, lie extensive coal fields, while the sea fisheries of the maritime provinces and the fresh water fisheries of the great lakes and rivers furnish a supply of food vastly in excess of the needs of the country.

While a considerable portion of Canada is unavailable for cultivation, yet, as the North and Northwest are opened up gradually,

enormous tracts of good land are revealed, so that the area of agricultural and timbered lands is now estimated to exceed 2,000,000 square miles, of which over 1,000,000 are adapted to the cultivation of wheat. The northern part of the centre of the Dominion extending from the rocky Mountains to Hudson's Bay, is very extensively wooded, and has been generally considered for the most part unfit for settlement and useful only as a preserve for fur bearing animals. A Parliamentary inquiry, however, has had the effect of dissipating this idea. The area inquired into covers about 1,260,000 square miles, of which, it is estimated, 860,000 are fit for settlement, and the remaining 400,000 useless for cultivation; 656,000 square miles are suitable for potatoes, 407,500 for barley and 316,000 for wheat. There is a river navigation of 2,750 miles.

This territory contains large auriferous deposits, as well as silver, iron graphite, ochre, brick and pottery clay, mica gypsum, lime and sandstone, while the petroleum area is so extensive as to justify the belief that eventually it will supply the greater part of this continent.

Furs are at present the chief commercial product of this region. Minerals of almost every kind are known to exist in Canada. Gold is mined extensively in British Columbia and Nova Scotia, and has also been found in Ontario and Quebec. The natural industries of Canada are agriculture and stock-raising, fishing, mining, lumbering and ship-building.

VALUABLE HINTS.

When a draft is presented for a bill which is due, do not refuse to honor it on account of pique.

When a bill is received with "allowance for freight," deduct the cash discount from the face of the bill.

When arranging goods on a line, shelf or counter, place the smaller ones toward the door, as it is more natural to the eye of the customer.

When you are told that "a rolling stone gathers no moss," you should remember that "a setting hen gathers no fat." Don't be entirely guided by old "saws."

When you are at your desk or behind your counter, it is for the time your home—therefore be hospitable. A business welcome often paves the way to a business transaction.

When you wish to engage the services of a person for a responsible position, remember that it is an economical measure to secure a capable one, even if the first cost is considerably more.

When you are particularly successful in your own line, do not consider that as a consequence you are fitted to succeed in all lines. Remember that a great king once made a conspicuous failure as a cook.

When you are told that "honesty is the best policy" believe it, but avoid practising honesty simply because it is policy. Real integrity needs no incentive.—The Office.

HOW IRON CHAINS ARE MADE.

The Pittsburgh Dispatch thus describes the different steps necessary in the manufacture of iron chains:

The first operation is the making of the links. The material comes in coils, each containing from 80 to 120 feet of round iron rod, which is of uniform diameter and of various size, corresponding to the different styles of chains.

A piece of this wire is placed in the groove of a powerful machine, the wheel is started, a twisting motion imparted, and the iron comes forth in a spiral roll, looking as the outer strand of a rope might if separated from the component parts.

The groove into which the iron is pressed and the spindle-like arrangement about which the coil is formed, make the coil exactly uniform throughout, the links being the same distance apart and of the same size. The machine does its work rapidly; but little time is consumed in converting the 80 or more feet of rod into shape for the chain links.

The next step in the manufacture of a chain is the cutting of the links. The spiral coil goes from the hand of the first workman to another, who places it in a long sheet-iron trough suspended as high as a man's head, one end being considerably lower than the other.

One end of the coil is then submitted to the operations of the cutting machine, which, at a single blow, strikes off enough of it for a chain link. The machine is regular and rapid in its motion. The workman has only to hold the iron in position, and from 200 to 275 links are cut every minute. They drop into a spout and roll therefrom into a small cart, which is hauled away full to the welding department.

So far, all the work has been done without the agency of heat, but the chain cannot be completed without the agency of fire.

The final operation is welding the links together. Standing beside a furnace in which a hot natural gas fire is blazing, the workman seizes a piece of the white-hot metal with his tongs, places it on a die, and putting his foot on a treadle, causes a spring hammer to descend, giving shape to the link. Two outer turns and two more blows of the hammer, and the link is completely formed and welded together. Another piece is then taken from the fire and the open end deftly slipped around the link just formed. It is then operated upon just as the first link was—another is added, then another; the chain is growing rapidly—so fast, indeed, that two feet or more of it have been finished before the red glow has died out of the first link welded.

Of the small chain, which the workman is now making, the welding of 3,000 links is considered a good day's work. More can be made of a smaller size and less of a larger. It is very hot and noisy work.

WIRE SPARK GUARDS!

Japanned and Brass Wire. Superior manufacture. A trial order solicited. Send for best prices to the trade.

R. DENNIS,
London, Ont.



Milk Can Trimmings, Ironclad or
Broad Hoop Patterns, Delivery and
Creamery Can Trimmings.

All sizes body stock to suit trimmings.

We are making a new guage for Creamery Cans that every one says "is just what they wanted." Do not buy till you see sample.

We are making all kinds of plain and Japanned tins, Extract and Spice Cabinets for the Tea, Spice and Baking Powder Trade.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

BUILDING HARDWARE.

Nearly every retail dealer does more or less of a business with the building trade. In towns and cities this class of custom has become an important item in the yearly returns of every dealer. Though experience has taught some, and no doubt the majority of merchants have had their share of loss in connection with the business, it is desirable that a strict observance as to the limit of credit be kept in view.

Of late especially in cities large failures among contractors and builders, have been frequent. When a contractor fails he generally brings a representative of every trade into trouble. The painter, mason, plumber, and last but not least, the hardware merchant falls a victim with the rest.

How to build up a trade of this class, and to keep entirely free from risk of failures is an important question which is often asked. No merchant of any branch of trade can afford to have a customer on his list, whom he knows nothing about. He should become acquainted before he sells him a dollar's worth of goods, of what resources he possesses, and how capable he is of meeting his bills when due. This one fact is all important to the dealer, being a strictly business transaction, it should be followed out to the letter. As a rule the profits in the sale of building hardware are not so large as they should be, owing to competition. In cities the general verdict is "the game is not

worth the candle," for as soon as a cellar has been dug out there are a host of those who are anxious to supply the contractor with the necessary building material at prices next to nothing. As a rule the "large fry" secure this part of the contract, and the profit on the sale is small indeed. The practice of wholesale merchants indulging in the sale of building hardware to consumers was referred to in *HARDWARE* a short time ago. This incident was very unbusiness like to say the least, and such actions has demoralized this branch of the trade entirely. Now the question arises, what about the average dealer who is ready and desires to secure his portion of the trade with the builder. His purchases as a rule are small, and cannot owing to this fact secure the extra discounts that buyers of larger quantities do. But the difference is small, and by judicious purchasing the average dealer can procure this small reduction if he keep himself ground up, as regards the proper place to purchase his goods. As a rule the quantity of material used in furnishing the ordinary dwelling is not of a superior type, and forms but a small item altogether; but the material generally used in more costly houses and public buildings is generally the best that can be procured. This class of goods are nearly all imported. Messrs. Hopkins & Dickinson, Brooklyn, N.Y., are considered inferior only to the Norwalk Lock Co., South Norwalk, Conn., and their line of goods are sold extensively in Canada. A cheaper grade of goods comes

from the works of Messrs. P. & T. Corbin, New Britain, Conn., and their designs are in many cases superior to any made. The average dealer does not or can he supply a contract of these goods in the case of a large public building.

Take the case of the Canada Life Insurance building in this city, the contract for the supply of the hardware furnishings was secured by an American firm who sent their representative direct to Toronto, and secured the contract, through a certain house in the city. But even in this case was the American firm without its share of competition, as there were other makers in the field competing for the supply of the material for this building.

In such cases as these it is quite unnecessary for any one but large concerns entering into the field, as the supply of the material comes direct from the factory made specially to order.

But in reference to the ordinary building, there is considerable to be done in the way of reorganizing the method of sale and securing of contracts.

There is probably no portion of a merchant's trade so completely robbed of its reasonable profits as the building hardware trade. The fact that every branch of industry has a protective association is in itself a right step towards the legislation of this important matter. The trade should organize, and systematically adopt, a uniform platform of business resolutions which will have a tendency to stop the slaughtering of prices in this branch of trade. It may be difficult to form such an association, but it will benefit this branch of a hardware dealer's business as well as every merchant concerned.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87

GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE." }

55 Victoria Street, - - - Toronto, Ont.



THE GLASS-MAKING NATIONS

The art of making glass was known to the ancients in the remotest periods of antiquity. It was known in Egypt 2,000 years before the Christian era, and glass blowing was one of the chief industrial occupations of the inhabitants of Alexandria. The Phœnecians are supposed to have derived their knowledge of the art from Egypt, and in the form of glass beads to have traded with the semi-barbaric nations, as the European trader does to-day with the negroes of Africa. Glass was found by Layard in the sand-submerged temples of Nineveh. It was used in Greece, and glass vessels of elegant shape have been found in the ruins of Rhodes. In Rome the art made great advance, and reached a point of excellence which in some respects has never been excelled or perhaps even equaled. In artistic design, methods of manipulation, and variety in glass vessels, they reached an extraordinary degree of exquisite skill. Taxation, however, with German and Hunnish barbarism, drove the crystalline art from the rule of the Cæsars and the industries of the empire. After the displacement of this industry, we find the Venetian glass maker making decanters, scent bottles and weights and measures. In the Murano glass houses, vessels were made in considerable quantities, and also window glass. In elegance of form and lightness and thinness of substance, and brilliant coloration the Venetian product marked an epoch in the progress of this fascinating and attractive art. The connoisseur of modern times acknowledges the artistic beauty and the exquisite skill displayed by the workmen of Venice. Glass was made in France, Spain, Germany, and

probably England, during the Roman empire, and among these nations to-day are the great glass-making nations of the world.

England has the pre-eminence in pure lead flint glass and its finely cut and beautifully engraved ware, and has an export trade of enormous volume. France is supreme in elegance, design and decorated table ware, in stained windows, plate glass and mirrors. Belgium is superior in the production of window glass, and exports a million dollars of this special product to the United States alone, and is in successful competition with the home product of England, Germany, Hungary, Italy and China. Germany claims precedence in silver plated glass, drinking glasses, vases, decorated goods and the Teutonic bottle. Bohemia is unrivalled in shades and globes, ornamented vases, etc., for which this part of Austria-Hungary has so long been justly celebrated.

The United States is last in the field, but is coming to the front on the line of unlimited resources, imported skill and a magnificent market. In fine cut ware the mother country is but slightly ahead. In colored goods and plate glass there is a corresponding advance. In cathedral and opalescent art window glass, the products of American houses has won the encomiums of the best experts of Europe, and there can be no doubt but by the close of the decade the home production of the United States will not only equal domestic demand, but find its way to foreign markets.—Age of Steel.

The cut nail trade continues extremely dull in the States, and there is not likely to be any improvement until the spring trade opens up. Most of the cut nails being sold in the New York market are made at Wheeling, Va. It is said that nails can be laid down here from Wheeling at \$1.65 to \$1.70 in car lots, 60 days, 2 per cent. off for cash. Wire nails also are less active and weak, and while the price quoted is \$2.10 at makers' mill, it is intimated that a desirable order could be placed below the price named.

BLAZE IN A PLATE GLASS BUILDING.

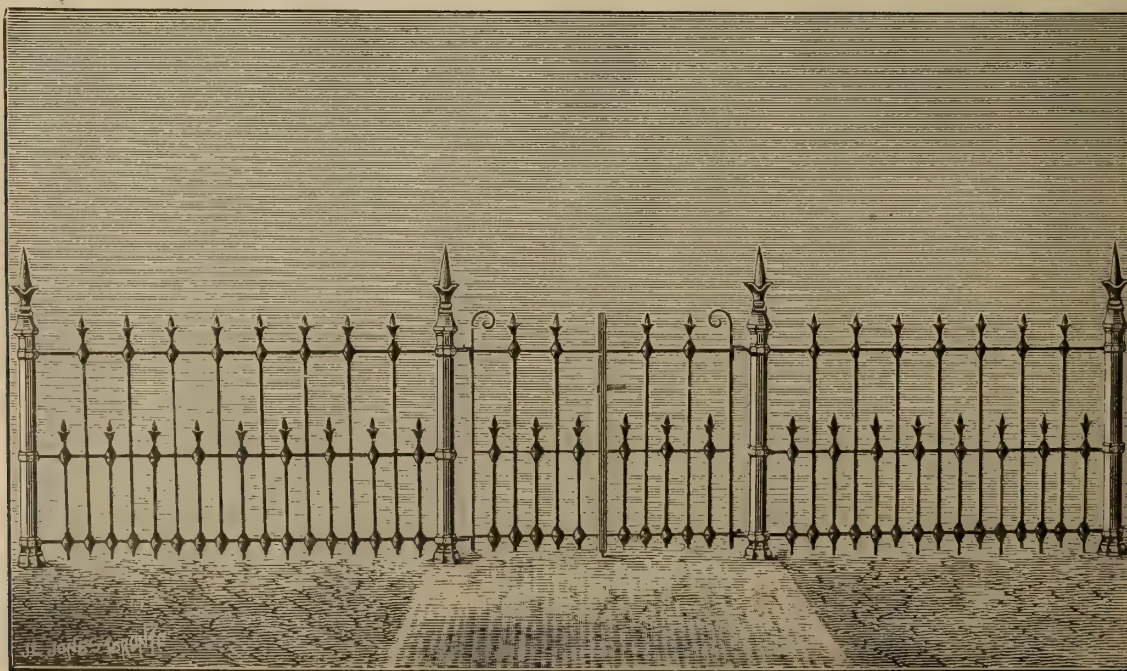
The premises of the Toronto Plate Glass Importing Company were very badly damaged by fire on Thursday night. The fire started in the roof. The top storey contained a large quantity of valuable glass brought there to be silvered. This was destroyed. The other storeys were saved only by the untiring efforts of the firemen. The extent of the damage to the stock is said to be \$6,000. The building was injured to the extent of \$2,000. The full value of the injured property is said to be covered by insurance.

A clean, well arranged store is a good advertiser, but no more so than a dirty one.

A member of the firm of Patterson & Corbin, street car builders, St. Catharines, intends visiting Hamilton to see what inducements will be offered the firm to remove to the latter city.

It is learned on good authority that 19 of the leading glass tableware manufacturers of Ohio, Pennsylvania, and West Virginia have formed a combine, with the object of avoiding waste of money during dull seasons. This arrangement, it is expected, will bring about uniform prices, saving on moulds and saving by shutting down big establishments that do not have enough work to keep the whole plant going. The number of hands employed in the factories is over 8,000.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
 Manufacturers of
 Illuminating Oils,
 Lubricating Oils,
 Paraffine Oils
 and Wax, &c.
PETROLIA, - ONTARIO.



Send for Catalogue.

SHIPWAY MFG CO.,

70-76 Victoria St.,
 Toronto.



ONTARIO.

Ailsa Craig—Bowman, John, butcher, sold out to McMillan & Poole.

Brampton—White, Geo., boots and shoes, assigned to Geo. Anderson, jr., Toronto.

Centralia—Hodgins, Thos., hotel, deceased.

Cold Springs—Eagleson, David, general store, assigned to Samuel Clarke, Cobourg.

Dwyer's Hill—Fisher, Wm., general store, assigned.

Kingston—Spence & Crumley, dry goods, etc., assigned.

Leamington—Monck, Jas. E., temperance hotel and lime burner, assigned to Lewis Wigle, Leamington.

Milton—Dewar, David, hotel, deceased.

Ottawa—Brand, Francis, J., fancy goods, assigned to P. Larmouth; Kirkwood & Pointer, sporting goods and mfrs. agents, dissolved, P. W. H. Pointer, continues; Slattery, Wm., fruit dealer, assigned to P. Larmonth.

Picton—Millard, P. M., baker and confectioner, assigned to H. S. Wilcocks, Picton.

Petrolea—Calvert, Jas. E., fancy goods, assigned to John Fraser.

Sarnia—Simpson, D. & Co., (co nom) grocery, assigned to Jas. King.

Sault Ste Marie—Harrap, Edward, grocery, assigned to C. F. Farwell, Sault Ste Marie.

Stouffville—Dougherty, J. M., hardware, succeeded by T. E. Trull.

Strathroy—Leitch, F. C., grocer, assigned to Wm. Lea, Strathroy.

Toronto—Mackenzie, Wm., millinery, assigned to Wm. Blackley, Toronto; Nerlich & Co., W., fancy goods, cigars, etc., Herman Nerlich, deceased; Office (The) Files Mfg. Co., of Toronto, (Ltd.) mfrs. cabinets, desks, and furniture, assigned to G. H. Williams, Toronto; Olmsted & Co., shoe polishes and druggists' sundries. Style changed to A. L. Anderson & Co.; Quick Shine Stove Polish Co., assigned to E. R. C. Clarkson, Toronto; Rook, S., (estate of) dry goods and stationary, stock, etc., advertised to be sold by auction on 6th inst.; Ryan, Miss Annie, (estate of) boots and shoes, stock sold; Thurston, Wm., mfr. boot and shoe uppers, giving up business; White, J. & J. E. & Co., (co nom) W., lace and embroideries, liquidating, and assigned to J. W. Lawrence, Toronto.

Watford—Watt, David, general store, assigned to C. B. Armstrong, London, and stock, etc., advertised to be sold by auction on 9th inst.

Victoria Harbor—Law, E. M., general store, deceased.

MANITOBA AND NORTH-WEST TERRITORIES.

Brandon—Edgar, R. F. & Co., grain dealers, Oglivie Fraser deceased; Maywood Bros., coal and cartage, chattel mortgage.

Carberry—Burton & Hill, dry goods, etc., opening branch at Oak Lake.

Carman—Hemmenway, W. H. & Co., general store, dissolving partnership.

Winnipeg—Call, E., restaurant, sold out to Radcliffe; Cummings & Co., grocers, sold out by baliff.

QUEBEC.

Beloeil—Prefontaine, A. & A., general store, stock, etc., advertised to be sold by auction on 7th inst.

Drummondville—Watkins, Jas., trader assigned.

Knowlton—Tarbell, E. H., tinsmith, assigned.

Longueuil—Bertrand, Camille, tailor, assigned.

Montreal—Alain, Theo, cardboard mfr., burnt out, partially insured; Beauchemin, C. O. & Fils, W., stationers, etc., printing establishment burnt, partially insured; Bourasse, H. & Co., leather, assigned; Chartrand, Marie Louise, Milliner, stock, etc., advertised to be sold by auction on 8th inst.; Devault & Thoun, hotel, dissolved; Gillespie, Jas. F. grocer, assigned to S. C. Fatt; Gillespie, J. F., grocer, stock, etc., advertised to be sold by auction on 8th inst.; Gohier, R. & Co., (co nom) dry goods, stock sold to N. Tournant; Johnston, Wm. F., hay and produce, assigned; Ross, Henry, jeweler, deceased; Stewart, A. B., picture frames, etc., deceased; Vaillancourt & Bro., W., boots and shoes, assigned; Whinfield, W. A. & Co., mfrs. biscuits, etc., assigned in trust.

Quebec—McCall, Shehyn & Co., W., dry goods, dissolved, John McCall, retires; Nichol, V. N., furrier, partially burnt out, insured.

Riviere Desert—Nault Geo., grocer, etc., assigned.

St. Henri (Hochelaga Co.) Bell, Thos. & Co., clothing, assigned in trust.

St. Urbain—St. Marie, Joseph, general store, called meeting of creditors.

St. Zotique—Fournier, Jos. H., general store, compromised.

Thetford Mines—Labranche, F. X., general store, demand of assignment.

NOVA SCOTIA.

Linden—Hunter, Wm., (2nd) general store, assigned.

Maccan—Harrison, I. E. & Co., general store, assigned.

Yarmouth—Cook & Stoneman, dry goods, stock damaged by removal and water, insured; Harris & Horsfall, books, stationery and drugs, stock damaged by removal. Stock partially insured; Porter & Pendrichs, dry goods, stock damaged by removal insured; Taylor, Geo. S., tailor, burnt out, partially insured; Viets & Dennis, dry goods, burnt

out, partially insured; Wyman, Miss H. A., millinery, stock damaged by removal insured.

BRITISH COLUMBIA.

Langley—Russell, I. I., livery, sold out.

Vancouver—Banham, A. J. & Co., butchers, commenced business; O'Toole & Ralph, stoves and tinware, dissolved, each continues alone.

Victoria—Aspdin, Edward, dry goods, advertised to sell out; West Bay Saw Mill Co., saw mill, Richardson & Heathorn admitted.

VENTILATION OF SEWERS.

It is generally admitted that serious danger to public health is almost certain to follow any extensive accumulation of sewer air in a drainage system. It is not possible to confine this foul disease-breeding gas in the drains and conduits with which our dwellings are connected with the absolute certainty that it will not escape, and yet this appears to be the principle on which the sewerage systems of nearly all our large cities are constructed.

We depend for our immunity from the presence of these deadly vapors upon the water seal in a trap—a protection that is liable to be swept aside by an inrush of air from outside or forced by a pressure from within. How easy either action may be set up only those who have made a study of sewer gas traps and their workings can judge, and the collection of an immense reservoir of sewer gas underground is, under such circumstances, hardly a wise proceeding.

We have seen it suggested in some papers that the use of perforated covers for the manholes of sewers would afford effectual protection by providing abundant avenues of escape for the foul gas generated. We do not believe in this means of mitigating the evil. It may be all very well to assume theoretically that the escaping gas will be promptly diffused and so diluted by the surrounding atmosphere as to be rendered harmless, but we do not think that its discharge on the same atmospheric level in which we move and breathe is justifiable. If, as scientists assert and actual results have so lamentably established, the air that escapes from our sewers is laden with the germs of the most fatal diseases, we ought to adopt some means of destroying them and consequently rob the sewer air of its fatal attributes.

The simplest of many plans suggested for the accomplishment of this object is unquestionably the employment of fire to effect their destruction. In some of the large European cities this has already been tried without expense to the community, the furnaces of gas works and large factories being pressed into the service. They are connected by convenient ducts with the sewers and the air arising from the latter passes directly into the furnace or flue chamber, to emerge with the usual gases evolved by combustion from the top of the tall chimney, not only in a thoroughly purified condition but at such an altitude above human habitations that any ill effects are not to be thought of.

It has been suggested, and we believe put in practice in one instance, to erect in large cities special ventilating furnaces of sufficient capacity to cause a constant outward current from the sewers and a consequent in-flow of pure air. Such a system would not be expensive to operate, and would cost comparatively little to instal, and there can be no question as to its important effect on the sanitary welfare of the entire community.—The Sanitary Plumber.

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.	
Rim Fire Cartridges, Dom. 50 and 10.	
Rim Fire Military, net list. Amer.	
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.	
Central Fire Cartridges, Dom. 30 & 10	
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.	

Wads.

Eley's, per 1,000.	\$0 25 \$1 60
--------------------	---------------

Anvils.

Per lb.	0 10 0 12½
Anvil and Vice combined each.	4 50

Augers.

Gilmour's, discount 50, 50 and 10	
Hollow Stearn's per doz.	13 00 20 00
Adjustable " each	5 50 6 50
Past Hole, Vaughan's, each.	1 35 1 60
Excelsior, Jennings', discount 50 per cent.	

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross.	7 50 9 00
" Sewing, " "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz.	2 80 8 30
--------------------------	-----------

Axes.

Per box.	6 00 12 00
----------	------------

Axle Grease.

Per gross	8 00 15 00
-----------	------------

Bath Tubs.

Zinc discount 25 per cent.	
Copper, discount, 25 p.c. off Revised list.	

Bells—Hand.

Brass, 60 to 66½.	
" 50 and 10 to 60 p.c.	

Door.

Gongs, Sargent's	5 50 8 00
" Peterboro	4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.	
Canadian, dis 45 and 50 pc.	

Farm.

American, each	2 00 5 00
----------------	-----------

House.

American, per lb.	0 35 0 40
-------------------	-----------

Bellows.

Hand, per doz	3 35 4 75
Moulders' "	7 50 10 00
Blacksmiths' discount 35, 40 percent.	

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.	
Best, ditto, 37½, 40 percent.	

Bench Stops.

Per doz.	5 00 6 00
----------	-----------

Bits—Auger.

Gilmour's dis 55 to 60 per cent.	
Excelsior—Jennings, discount 60 per cent.	
Jennings' Imitation, list 45, 47½ per cent.	
Jennings' Gen, net list to 5 p. cent. dis.	

Car.

Gilmour's, 47½ to 50 per cent.	
--------------------------------	--

Expansive.

Clark's, 15 per cent.	
Excelsior, 10 per cent.	

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb.	0 11 0 15
--------------------	-----------

Bolts.

Carriage, dis. 60 and 5 per cent. to 65 per cent.	
Tire, dis. 50 to 50 and 10 per cent.	
Stove, dis. 45 to 50 p.c.	
Elevator, dis. 35 to 40 p. c.	
Machine, dis. 60 to 60 and 5 p. c.	

Boring Machines.

Complete, with Augers, ea.	5 25 7 00
----------------------------	-----------

Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.	
Reversible, dis., 65 to 70 per cent.	
Vegetable, per doz	1 12 2 35
Henis, No. 8	6 00
" No. 9	7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.	500 4 23
-----------------------------	----------

Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.	
--	--

Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.	
---	--

Wrought Steel.

Fast Joint, dis. 60 to 60 & 10pc.	
Loose Pins, " 60 to 60 & 10pc.	
Berlin Bronzed, dis. 70, 70 and 5 per cent.	
Gen Bronzed, per pair.	0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz	0 70 0 95
----------------	-----------

Carpet Stretchers.

American, per doz	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz	22 50
World	21 75½
Daisy	24 00
Star	18 00
Crown Jewel, per doz	29 00
Grand Rapids	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.	
Plate " dis. 50pc.	

Cattle Leaders.

No 31 and 32, per gross	8 50 11 25
-------------------------	------------

Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross.	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis 35 per cent.	
Tanged Firmer per doz.	0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p. c.	
---	--

Clamps.

Judd's, dis. 20 p.c.	
Stearns, per doz.	3 00 10 00

Clips.

Axle, dis. 65 p. c.	
---------------------	--

Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0.	1 35
" No. 2.	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.	
-------------------------------------	--

Cradles, Grain.

Canadian, discount 25 p.c.	
----------------------------	--

Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz.	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.	
Canadian, dis 25 to 35 p.c.	

Drills and Drill Stock—Brest.

Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33½ per cent.	
Standard, dis. 40 to 45 p. c.	

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.	
----------------------	--

Fawcets.

Cork Lined, per doz.	0 30 0 60
Wine, per doz.	1 30 2 25
Star, "	2 80 3 90
Penns Corkstops, No 2 p.doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List 50 & 5 to 50 & 10	
Barton Smith, dis. 50 & 10 per cent.	
Nicholson's, dis. Amer. list, 50, 50 and 5 per cent.	
Canadian, dis., Amer. list 60 per cent.	
Jowitt's, dis. Can. list, 25pc.	
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.	
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.	
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.	

Fluting Machines.

Each	0 60 2 00
------	-----------

Forks.

Hay, Manure, etc, dis. 40 p.c.	
--------------------------------	--

Freezers, Ice Cream.

Peerless, discount 45 p. c.	
Gem, dis, 50, 50 & 10 p. c.	

Fruit Presses.

Henis' per doz	4 00
Enterprise, discount 10p.c.	

Fry Pans.

Acme, discount 55 to 60 per cent.	
-----------------------------------	--

Gauges—Marking, Mortise, etc.	
Stanley's. dis. 50, 55 p. c.	

Wire Gauges.

Winn's, Nos. 26 to 33, each	1 65 2 40
-----------------------------	-----------

Glass.

4th quality Star, 1st break	1 50
" 2nd "	1 60
" 3rd "	3 50
" 4th "	3 90
" 5th "	4 20

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz	4 25 4 65
---------------------	-----------

Hammers—Nail.

Maydole's net list.	
Can. discount 25 to 27½ p.c.	

Tack.

Magnetic, per doz	1 10 1 50
-------------------	-----------

Sledge.

Canadian, per lb.	0 12½ 0 15
-------------------	------------

Ball Pean.

English and Can., per lb.	0 25 0 37½
---------------------------	------------

Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p.c.	
---------------------------	--

Hoe.

C. & B., discount 30 p.c.	
---------------------------	--

Saw.

American, per doz	1 00 1 25
-------------------	-----------

Plane.

American, per gross	3 15 3 75
---------------------	-----------

Hammer and Hatchet.

American, per doz	0 50 0 80
-------------------	-----------

Cross Cut Saw.

Canadian, per pair	0 18 0 25
--------------------	-----------

Hangers.

Door 4 and 5 inch, per pair	0 40 0 80
-----------------------------	-----------

Hatchets.

Can., dis. 37½, 40 p.c.	
-------------------------	--

Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.	
Light T and strap, dis 60, 62½ percent	
Heavy, per lb.	0 5 0 05½
Screw and Strap, per lb.	0 03½ 0 04½

Per doz. sets.

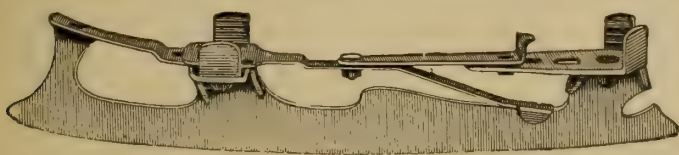
Screw, Eureka	1 13 1 80
Gate, Clark's	1 50 2 20
" Shepherd's.	1 00 1 50

Per doz. pairs

Spring	1 50 3 50
--------	-----------

Hoes.

Garden, Mortar, etc., discount 40 per cent.	
Planter's per doz	4 00 5 00



Hooks—Cast Iron			Pencils.			Saw Sets.			Thermometers.		
Bird Cage, per doz	0 50	1 10	Dixon's, per gross	1 00	4 25	Per doz	1 65	9 00	Tin case & dairy, dis. 75 p.c.		
Clothes Line, "	0 27	0 63	" Carpenter	2 25	3 60	Scales.			Thimbles.		
Harness, "	0 72	0 88	Picks.			Canadian List, dis. 40 p.c.			Asbestos, filled, per doz., dis 25 off.		
Hat and Coat, per gross	1 00	3 00	Picture Nails.			Scale Beams.			Ties.		
Chandelier, per doz	0 50	1 13	per doz	6 00	9 00	Canadian, B. S. & M. dis. 40 per cent.			Cow, per doz		
Wrought Iron.			Porcelain Head, p. gross			Scrapers.			Tinner's Shears and Snips		
Wrought Hooks and Staples, Can, dis. 17, 20 p.c.			Brass Head,	1 65	3 00	Box, per doz	2 10	4 50	P. S. & W., 10 p.c. advance on American list.		
Wrought Hooks and Staples, Amer dis. 75 to 75 and 10 per cent.			Planes.			Foot, "	40	3 50	Tinware.		
Wire.			Wood bench, Canadian, or American dis. 50.			Screens.			Stamped, dis. Assn list, 70, and 12½ per cent.		
Hat and Coat, dis. 35, 40 p.c.			Wood, fancy Canadian, or American dis. 35, 37½ per cent.			Screw Drivers.			Japanned, dis. Prices on application		
Belt, per 1,000	0 60	2 70	Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.			Sargent's, per doz			Pieced, dis. " " "		
Screw, bright, Eng., dis. 40, 5, 45 per cent.			Miscellaneous, dis. 10 to 12½ per cent.			Screws.			Transom Lifters		
Horse Nails.			Bailey's Victor, dis. 10 to 12½ per cent.			Wood, F. H. Iron, 77½ per cent. dis.			Payson's, dis. 25 per cent.		
Horse Shoes,			Plane Irons.			" R. H. " 72½ " "			Traps.		
Per keg		3 60	English, per doz	2 00	5 00	" F. H. Brass 75 " "			Game, Newhouse, dis. 17½, 20 per cent		
Ice Picks.			Pliers and Nippers.			" R. H. " 70 " "			Game, H. & N., or P. S. & W., discount 57½ to 62½ p.c.		
Star, per doz	3 00	3 25	Button's Genuine, per doz. prs. dis 37½, 40 p.c.			Bench, wood, per doz	3 25	4 00	Mouse, per doz		
Kettles.			Button's Imitation, per doz	7 40	10 25	Bench iron per doz	4 25	5 75	Rat " "		
Brass spun per lb	0 28	0 30	German, per doz	60	2 60	Scythes.			Trowels.		
Copper, "	0 40	0 45	Plumbs and Levels			Discount 40 per cent.			Disston's, discount 10 p.c.		
Enamelled Can. 50 p.c.			Poppers.			Scythe Snaths.			German, per doz		
American, 50 and 10, 60.			S. R. & L. Co., dis. 65 p.c.			Canadian, dis. 33½ to 35 p.c.			Brade's " "		
Keys.			Corn, square, per doz	1 35	2 00	Shears.			S. & D., discount 35 p.c.		
Lock, Can, dis 50 p.c.			Pruning Shears.			B. & W., japanned, dis. 75 per cent.			Triers.		
Cabinet, Trunk, and Padlock, Am. per gross	1 60	4 75	Per doz	4 00	5 50	B. & W. N. P., dis. 65 p.c.			Butter, per doz		
Knobs.			Pulleys.			Seymour's dis. 60 p.c.			Twines.		
Door, japanned, and N.P., Can. list dis. 50 p.c.			Hothouse, per doz	55	1 00	Etna, dis. 75 @ to 75 and 10 per cent.			Bag, per lb		
Bronze, Berlin, per doz	2 75	3 25	Axle	22	33	Heimish 60 per cent.			Wrapp'g, mott'd, pr. pack.		
Bronze, Gem, "	6 00	9 00	Screw	27	1 00	Sliding Door, per set			" cotton, per lb		
Lava, "	8 75	10 00	Awning	35	2 50	Canadian, dis. 7½ per c.			Mattress, per lb		
Shutter, porcelain, F. & L screw, per gross	\$1 30	4 00	Pumps.			Shovels and Spades.			Staging " "		
Ladles.			Rumsey or Canadian Cistern & Pitcher Spout, 60 and 60 and 10 p.c.			Canadian, dis. 37½ to 40 per cent.			Broom " "		
Melting, per doz	1 70	4 50	Punches.			Sieves.			Binding, flax, per lb		
Lemon Squeezers.			Saddler's, per doz	1 00	1 85	Wood Rim, black, p. doz			Vises.		
Porcelain lined, per doz	2 20	5 60	Conductors' " "	9 00	15 00	" tinned, " "			Hand, per doz		
Galvanized, "	1 87	3 85	Tinner's solid, per set	72		Tin Rim, " "			Bench, parallel, each		
King, wood, "	2 75	2 90	hollow, per inch	1 06		" black, " "			Coach, each		
" glass, "	4 00	4 50	Putty.			Snaps.			Peter Wright's, per lb		
All glass, "	1 20	1 30	Bladder, per 100 lbs	2 00	2 25	Harness, German, p. gro.			Pipe, each		
Lines.			Tins, lbs	2 50	2 75	Acme, " "			Saw, per doz		
Fish, per gross	1 05	2 50	Rail.			Lock, Andrew's " "			Washer Cutters.		
Chalk, "	1 90	7 40	Barn Door, per foot	3	3½	Soap			Per doz		
Locks—Door.			Sliding Door, "	3½	3½	Sapolia ½ gross boxes			Well Wheels.		
Canadian, dis. per cent.		50	Rakes.			½ and 1 gross boxes per gross net cash			Amer. per doz. 8, 10 & 12 in.		
Russell & Erwin, per doz	2 90	7 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.			Soldering Irons.			Wire.		
Cabinet.			Razors.			Per lb			Market, bright and annealed, oiled and annealed, Nos. 1 to 16, net list from stock p.c. dis. from factory.		
Eagle, dis. per cent, 30 per cent.			Boker's, per doz	7 50	11 00	Wrought Spikes.			Market, coppered, net list from factory.		
Paralock.			Wade & Butcher's " "	3 60	10 00	Discount, net list to 10 per cent.			Market, tinned per lb		
English and Am. per doz	50	6 00	Currier's, per doz	1 25	3 60	Spoke Shaves.			Galvanized Fence, net list from stock; 5 p.c. dis. from factory.		
Scandinavian, "	1 00	2 40	Rivets and Burrs.			Wood, English			Tinned Broom, from 19 to 22 gauge, per lb		
Eagle, dis. per cent, 15 to 17½ per cent			Copper Rivets, dis. 40.			Iron, American			Mahin's Wire on spools, dis. 30 to 35 per cent		
Mallets.			Iron " " 40 to 45 per cent.			Spoons and Forks.			Clothes Line, galv., p. 100ft		
Tinsmith's, per doz	1 25	1 50	Burrs, Iron, 30, 33½ per c.			Tea Spoons, per gross			Barbed Wire.		
Carp't's, hickory " "	1 25	3 75	Rivet Sets.			Dessert " "			Galv. steel barb fencing		
Lignum Vitæ, "	3 85	5 00	Canadian, dis. 30, 35 per c.			Table " "			" Lock Barb, 7 4 point		
Caulking, each	1 60	2 00	Rope.			Dessert Forks, " "			Ditto Glidden 2 point		
Mattocks.			Sisal, per lb	12	12½	Medium " "			Galv. Steel, plain twist		
Canadian, per doz	8 50	10 00	Manilla, "	15	16	Table " "			Galvanized Barb, "Lyman," 2 to 4 points.		
Meat Gutter.			New Zealand, "	11½	12	Squares.			Terms, 60 days or 2 per cent off for cash—10 days.		
Enterprise, dis. per cent	20	25	Cotton, "	22	25	Iron, per doz			Wire Cloth.		
Dixon's, each	1 60	2 00	Russia Deep Sea, per lb	15	16	Steel, dis. 75 p.c.			Ordinary, discount 25 p.c.		
Woodruff's " "	1 10	1 70	Jute	09½	10	Try and bevel, dis. 50 to 52½ per cent			Painted Screen, p. 100 sq ft		
Hale's, "	1 05	1 50	Rules.			Staples.			Wrenches.		
Hume, "	13 00	16 00	Boxwood, dis. 75 & 10 & 5 to 80 per c.			Fence, galvanized, per lb			Agricultural, dis. 70.		
Mincing Knives.			Ivory, dis. 40, 40 & 5 per cent.			Wrought Iron, dis. 75, 75 and 10 per cent.			Standard, dis. 60, 60 & 10 p.c.		
American, per doz	42	2 35	Sad Irons.			Stocks and Dies, Amer. dis. 25 per cent.			Coe's Gen'l, dis. 40, 45 p.c.		
Molasses Gates.			Mrs. Potts, per set	0 95		Stone.			Diamond, dis. 33½, 35 p.c.		
Stebbin's Patent, dis. per cent, 65 to 70 per cent			N. P.	1 25		Washita, per lb			Tower's Engineer, each		
Nails.			Sand and Emery Paper.			Hindostan, per lb			" S., per doz		
Cut, 3 in. and upwards,			B. & A., sand, 30 p.c.			" Slips, per lb			G. & K.'s Pipe " "		
per keg		2 60	Emery, per quire	55	90	Labrador, per lb			Burrell's " each		
Brads & Moulding Nails, discount 60 to 60 and 5.			Sash Cord.			" Axe, " "			Pocket, per doz		
Wire Nails, 65 to 65 and 10.			Per lb	22	50	Turkey " "			Skates.		
Nail Pullers.			Sash Locks.			Arkansas " "			Skeleton, dis. 10 p.c.		
German & American	1 85	3 50	Triumph and Morris, dis 37½, 40 per cent.			Water-of-Ayr " "			Whelpley's Pat. Club, Ladies', Brass Tops, 7½ to 9½ in.		
Nail Sets.			Kempshell's dis. 40, 62½ per cent.			Scythe, per gross			Whelpley's Pat. Club, Gentle-men's, Brass tops, 9½ to 12 in.		
per gross			Canadian, dis. 45, 50 p.c.			Grind, per ton			"Star" Mfg. Co's wrought steel top, dis. 30 p.c. 8 to 12 in.		
Square, round and octa-			Sash Weights.			Tacks, Brads, etc.			Halifax Pattern, dis. 10 p.c.		
gon	3 38	4 00	Sectional, per lb	2½	3 00	Cut, Carpet, gimp, blue, dis. 35 p.c.			No. 0, Whelpley's, 8 to 12 in.		
Diamond	12 00	15 00	Sausage Stuffers.	Each	1 00	Swedes' iron, blue or tinned, dis. 42½ p.c.			Forbes' New Patent.		
Oil.			Canada Refined Oil (Toronto)	0 16		Upholsterers' " dis. 42½ p.c.			Half-Patent, "Achieved" action with finest tempered blades		
Canada Refined Oil (Toronto)	0 16		Carbon Safety " "	0 18	0 18	Copper Tacks and Nails, dis. 35 p.c.			Full-Patent, "Achieved" action, with new patent blades		
Canada W.W. " "	0 20		Canada W.W. " "	0 20		Trunk and Clout Nails, " 40 p.c.			Agricultural, dis. 70.		
American W.W. " "	0 25		S. R. Seal " "	0 63	0 65	atent Brads, dis. 40 p.c.			Standard, dis. 60, 60 & 10 p.c.		
Oilers.			Saws.			Finishing Nails, dis. 35 p.c.			Coe's Gen'l, dis. 40, 45 p.c.		
McClary's Galvan. Iron			Hand, Disston's, dis. 10 p.c.			Cigar Box Nails, dis. 35 p.c.			Diamond, dis. 33½, 35 p.c.		
Oil Can, with Pump,			S. & D., dis. 35 to 40 per cent.			Shoe Finders' Tacks & Nails, dis. 25 p.c.			Tower's Engineer, each		
per doz		19 50	Cross-Cut, Disston's, per ft. 35 to 55.			Tape Lines.			" S., per doz		
Zinc and Tin, dis. 50, 50 and 10.			Hack, complete, each	1 75	2 75	English, ass skin per doz			G. & K.'s Pipe " "		
Copper, per doz	1 25	3 50	" frames only	75		English Pat. Leather			Burrell's " each		
Brass, "	1 50	3 50	Rules.			Chesterman's, each			Pocket, per doz		
Malleable, dis. 25 per ct.			Sad Irons.			" steel, each.			Skates.		
Pails.			Sash Locks.			English, ass skin per doz			Skeleton, dis. 10 p.c.		
Galvanized, per doz	2 00	3 50	Triumph and Morris, dis 37½, 40 per cent.			English Pat. Leather			Whelpley's Pat. Club, Ladies', Brass Tops, 7½ to 9½ in.		

HARDWARE



CINCINNATI BELL FOUNDRY CO.
SUCCESSORS IN BLYMYER BELLS TO THE
BLYMYER MANUFACTURING CO.
CATALOGUE WITH 2200 TESTIMONIALS
BELLS, CHURCH, SCHOOL, FIRE ALARM

No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in
Canada. Experienced glaziers sent to set same
when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

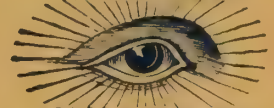
McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

NEEDHAM VEALL & TYZACK'S

CELEBRATED



**WITNESS
CUTLERY**

MANUFACTURERS OF

Table Knives, Carvers and Steels,
Butcher, Palette and Artists' Knives

Fine Pocket Cutlery.

SCISSORS, RAZORS, ETC.

Agents for Canada

Watson & Pelton,

MONTREAL.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and
all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED.

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor), TORONTO.

THE

MANUFACTURERS' LIFE INSURANCE COMPANY

AND THE

Manufacturers' Accident Insurance Company.

HEAD OFFICE : Yonge Street, Trader's Bank Chambers, Toronto.

Authorized Capital, \$2,000,000 and \$1,000,000 respectively.

Most Liberal and Varied Forms of Life or Accident Policies Issued. Life Policies
incontestable on any grounds whatever after three years.

PRESIDENT : ---Rt. Hon. Sir John A. Macdonald, P.C., G.C.B.

VICE-PRESIDENTS : { GEO. GOODERHAM, Esq., President Bank of Toronto.
WM. BELL, Esq., Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

JNO. F. ELLIS, Managing Director.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'

SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts.,

MONTREAL.



IMPROVED patent asbestos floor and par-
tition, thin, fire, Patent and Sole Manu-
facturers, Canada and United States.
Fairgrieve & Craig, 128 Richmond St., W.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL RAILS NEW OR SECOND HAND All Sections
Cast and Wrought SCRAP IRON in Car lots
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

HARDWARE.

Genuine Coppered Babbitt

PRICES.

Anchor	per lb. 8c.
(For Shafting, etc.)	
Star	per lb. 12c.
(General Purpose)	
Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

H. R. IVES & CO., Montreal.
MANUFACTURERS OF
Stoves, Hardware, Iron Railing, etc.

MONTREAL SMELTING WORKS

HAVING been large users of Antifriction Metals for many years, and suffered from being imposed upon by inferior compositions under various high sounding names, we are now offering under the above trade name a more reliable kind of Antifriction Metal, which by merit alone we expect will make its way in the market. It is put up in boxes of 50, 100 and 200 lbs. each. For large quantities in bulk or casks a reduction in price will be made. Prices subject to change without notice. Sample orders solicited. Terms: 60 days or 2 per cent. off for cash.

Canadian Ammunition.

CARTRIDGES--

Rim-fire, Centre-fire, "B.B." &c.

Guaranteed equal to any and better than most.

"TRAP" SHELLS--

Best paper shot-shell in the market.

BRASS SHELLS,

PRIMERS, Etc.

For sale by all leading hardware dealers.

Wholesale only by

**DOMINION CARTRIDGE CO., LTD.,
MONTREAL.**

Toronto File Co.'s Works,

99 NIAGARA ST.

BERTRAM & Co., - Proprietors.



MANUFACTURERS OF

HIGH CLASS FILES AND RASPS,

Guaranteed equal, if not superior, to those imported from England and the United States. Using only special steel, all files stamped Toronto File Co. are warranted to give satisfaction.

PROMPT ATTENTION will be given to letter orders, and SPECIAL DISCOUNT from list price on application.

ADDRESS,

BERTRAM & CO.,

76 Wellington St. W.,

TORONTO.

Dominion Wire Manufacturing Company, Ltd.

(LATE DOMINION BARB WIRE CO.)

MANUFACTURERS OF

LYMAN Fencing,
2 & 4 Barb,
Ribbon, Thorn,
Plain Twist.
FENCING TOOLS.



Plain Wire,
Bright Annealed,
Oiled, Coppered,
Galvanized
WIRE ROPE.

Steel Wire NAILS. SCREWS. Gimlet Point.

185 St. James Street, MONTREAL.

27 Front Street East, TORONTO.

JAN. 17, '9

\$2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

CHRISTMAS NOVELTIES

—FOR THE—

Hardware Trade

Scissor Cases.

Razor Cases.

Toilet Cases.

Piano Lamps.

Banquet Lamps.

Brass Kettles & Stands.

Brass Fenders.

Brass Screens.

Brass Fire Irons.

CARVERS in Sets and Cases.

RICE, LEWIS & SON, LTD.,

General Hardware Merchants,

32 KING ST. EAST,

TORONTO.

TAPER TOOTH.



Metallic Shingles,
Siding and Ceiling Plates,
Terra Cotta Tile,
Corrugated Iron, etc.

SEND FOR CATALOGUE.

METALLIC ROOFING CO., L'D.,

Rear 84 to 90 Yonge St.,

TORONTO.

Telephone No. 1457.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.
None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.

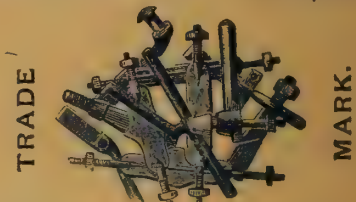
TRAVELLING MEN

WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.,)
68 Esplanade St.



Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

Mill Builders.



HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, JANUARY 17, 1891

No. 3

AN APPEAL FOR CONFIDENCE.

Business men have now had opportunity to review in general the outline of the old year's trade.

Many business houses who may not have had that amount of strength necessary for the "struggle for existence," have succumbed, owing to a variety of causes.

The tight money market, coupled with a sense of insecurity are probably the direct causes of a majority of the failures throughout the country. In view of these commercial disasters the Dominion has nobly stood the strain which has been so universal.

Considering how difficult it becomes under such circumstances to bring restraint to act, there will be no exception if we remark, this is the time for creditors to be lenient towards those under obligations to them. Mutual confidence in the ability and integrity of each other, is the only security against disaster to one or both, and on the approach of a financial crisis, no matter to what cause it may be interpreted, honorable business men and corporations should stand shoulder to shoulder to meet and overcome it.

The example of the Bank of England in the case of the Baring Bro's. failure, should be followed by institutions and merchants generally, upon any threatened disturbance of business prosperity. The example of the "Old Lady" of Threadneedle street is an admirable one, and saved the reputation of an honorable as well as the most extensive banking systems of the world. Money is not really scarce, but is made tight by capitalists, whose timidity outweighs their courage. Confidence would tend to unlock the tills, and start the stagnated circulation that so quickly impedes business.

We all trust that the present year will have in store an unbounded confidence for all concerned in the business welfare of Canada; knowing this confidence is the only direct course for the renewal of brighter prospects which our people so richly deserve.

CASH OR CREDIT.

A great fault in the common method of getting at correct views of anything these days, is the disposition to abstract the essence of the matter under inquiry from all the circumstances that give individual character to it. Lines of division between different shades of the same thing are obliterated, and nothing is taken note of except resemblances. Differences are neglected. The general principles that such an imperfect mode of investigating lead to are therefore of little use as finger-posts for the guidance of the individual. For example, we say, without making allowance for any peculiar conditions, that free trade is the only sound national policy for this country, or we say with equal dogmatism that protection is; we say unrestricted competition in trade is a fundamental law that must not be violated, or we say, with as little toleration for exceptions, that combination or co-operation is the only stable basis of a normal trade. There is too little tendency to see a part of the truth in each of two opposite propositions, to admit that the truth of either is a hypothetical matter, and to recognize that special conditions make special cases.

The question between Cash and Credit as a basis of trade, is one on which a good deal of positiveness has been heard from both sides. With some, Cash is all in all, and with others Credit is. The trouble is, that both assume a state of things that does not exist. Credit is all right wherever it is what it is primarily supposed to be, trust that rests upon security. Cash is all right where there is no basis of Credit, where pure Risk is all there is to name Credit. But whatever general views a trader begins business with, he will find he must modify them to suit his environment. If he believes firmly in Cash alone, he can do no business where the very operations of nature determine, as they do in agriculture, that a man must live on credit. If he believes firmly in Credit, his views will take another hue in a commu-

nity where income and outlay are concurrent. In such a community he must get money while it is moving.

All this shows that there can be no machine-made business policy prescribed for any trade. This is a good thing perhaps. If there were any stereotyped formula, everybody could do business, but since there is none, every man's sagacity is taxed to make a policy of trade suitable to the circumstances of his situation. If it were not thus, anybody could open a store, and it is well that everybody cannot. In the ability to adapt his business method to the necessities of his surroundings, resides a man's title to do business successfully, and it is well this principle of selection exists.

FROSTY SHOW WINDOWS.

Enterprising dealers have a genuine dislike for frosty windows, and are often found considering some plan whereby they can find some remedy for such an annoyance. Any merchant who takes great care in having his windows neatly arranged, feels to some extent annoyed when he finds all articles contained therein obscured from public gaze.

There may be many different plans by which the desired result may be acquired; but the principal of ventilation, that is of keeping the temperature inside the window the same as that of the outside must be the base of all calculations. This may be achieved in a variety of ways. The most effective method we have yet seen, is the admission of cold air, by means of a ventilator placed in the bottom of the window, with a connecting pipe leading from a ventilator at the top to an opening in the wall; thus causing a continual circulation of cold air. It must not be forgotten that in all cases a rear sash is indispensable for the results looked for.

Another plan is the putting in of an extra sash about 1½ inches from the window itself, and having holes bored for the admission of cold air to circulate between the two sashes. These holes should be three-quarters of an inch in diameter, placed six inches apart, and bored through the bottom panel as near the glass as possible. The same operation should be repeated at the top. By this

means the windows can be kept perfectly clear of frost, but the presence of an additional sash, which is generally composed of glazed glass, is not as nice in appearance as the original plate itself.

We would recommend the first method we mention, which will bring good results if properly tried. In all cases a lamp used in the window will cause a revival of the trouble, and nothing else than an electric light can be used with satisfaction.

Knowing the extent that merchants will allow the contents of their windows to be obscured from attention by frost, we think a great improvement can be made in this direction. It presents a bad appearance to a store, and when means can be adopted to remove the nuisance, and are not resorted to, it speaks ill of the enterprise of any dealer.

"GOING ON THE ROAD."

Now is the time of year many young men are preparing to make their first attempt at canvassing the trade throughout the country, and if there be any who are at all ambitious, especially in choosing a commercial calling, sooner or later they are destined to "go on the road."

Every one who has had even the least experience knows, that to achieve success as a commercial traveller, requires special qualities. Those young men who may be on the eve of embarking on their maiden trip, may do well to consider this, and to remember, that to make a trip profitable to the house that employs them, means a display of indomitable perseverance on their part, with a "stick and hang" till their object is attained. This is indispensable in any walk in life, but no more so than in the commercial field, where defeat is so apparent to those who do not labor incessantly. To make a trip pay means hard work, and even to experienced men, innumerable perplexities confront them.

The first trip a young man may have made is a memorable one. If after an absence of six weeks he returns, only to be dispatched over the same field without giving him time to vent his feelings or give the members of the firm a history of his sojourn; no doubt he would feel like renouncing the good work and consider his lot an unbearable one. First impressions for a time are pleasing, but somewhat troublesome to the novice, meeting as he does new faces; treated, to be sure, as a gentleman, but with a coldness always evident in new acquaintances.

Again, though this young man has qualities which may ensure his ultimate success, the fact that he is meeting those to whom in the future he is to sell goods makes it indispensable that he create favorable impressions of himself. He must keep his mental faculties working vigorously, expanding his powers, at the same time laying the foundation of a second trip. Commercial travellers may be classified as follows:—First, the high salaried men of experience,

these, of course are experts in their lines, receiving orders regulated largely by demand. Second, the class known as the "boys" which constitute the lively element, "good fellows," never lacking friends. This class naturally need pushing occasionally, which aids in holding trade. This and an aggressive competition are attributes which keep them wide awake. Third, the so-called striplings, or the young men we allude to. Many a sermon has been well directed to these aspiring youths, who need about as much energy to avoid temptation, as they do to sell goods.

Beware therefore young man in imitating the commercial traveller who does not adhere strictly to all commandments essential to an upright life. The ambitious young man, who keeps in mind a few simple requirements to be known as a gentleman, will never "lose his grip," and eventually will become one of our representative merchants.

CAUSES OF FAILURE.

A large proportion of failures occur because the business and living expenses exceed the profits made on the goods, and it is the exception rather than the rule for the average country merchant to realize his true financial position before the crisis is upon him. A great many do not know how to make up a proper statement of their affairs at the end of each year, and others who could if they would, do not try to be accurate in the matter, but continue on in a haphazard sort of way, trusting that some unexpected turn of the wheel of fortune will enable them to meet the pressing demands of unfortunate creditors.

It is quite a common practice for merchants in this country when taking stock at the end of the year, to deceive themselves as to the market value of their assets. They take everything down in their stock book at original cost price, sometimes adding a percentage for freight, but making no allowance for shopworn or unfashionable goods, and very few indeed ever think of taking off the usual cash discount to bring their stock down to net cash value. Nor do they take a reasonable amount off their book accounts to provide for bad debts, but figure the whole into their annual statement without any abatement whatever, and flatter themselves that they have made considerable headway, when in reality they have been getting behind financially.

The average profit on the sales of an ordinary country merchant does not exceed 20 per cent. The average business expenses are at least 12 1-2 per cent., and living expenses 5 per cent., making his total expenses 17 1-2 per cent., so that there is only a margin of 2 1-2 per cent. to cover bad debts, and other unforeseen losses. This small margin is not sufficient. There may be many business men who will dispute the accuracy of these figures, but nevertheless they can

be found correct. Insurance experts in settling losses by fire contend that 20 per cent. is the maximum profit.

In order to get an average profit of 20 per cent. on the sales, which is 25 per cent. advance on cost, some goods have to be marked 40, 50, and some 60 per cent. advance on cost, for a considerable proportion of staples, as sugar, factory cotton, nails, etc., are sold as low as 10 to 15 per cent. Again, the percentage all round is considerably reduced by the loss in weighing and measuring, the reduced prices at which old goods have to be sold, the perquisites that are frequently given to good customers, the losses on farm produce, and numerous other leakages that are going on from day to day in every retail business.

It is a well known fact the majority of country merchants are afraid of their customers, afraid to ask from them a remunerative profit, afraid to give less than the full market price, for a tub of butter or any other kind of produce that is not up to the proper standard of quality, afraid to refuse credit to the unworthy, and afraid to collect their accounts promptly each season.

In order to make money out of any business the owner must have a pretty stiff back, and although it is necessary to be courteous to all classes of customers, the man who tries to please everybody will get left himself. The public will respect a man who deals fairly but firmly with them; therefore, no one should be afraid to ask a reasonable profit on his goods, and a reasonable profit for a country merchant is certainly not less than 25 per cent. on his whole turn over, and we believe one important cause of so many failures is because the average is not over 20 per cent.

[TO BE CONTINUED NEXT WEEK.]

WHO CAN BEST BE SPARED ?

Young men, this is the first question your employers ask themselves when business becomes slack and when it is thought necessary to economize in the matter of salaries. "Who can best be spared?" The barnacles, the shirks, the makeshifts, somebody's proteges, somebody's nephews, and especially somebody's good-for-nothing. Young men, please remember that these are not the ones who are called for when responsible positions are to be filled. Would you like to gauge your own future for a position of prominence? Would you like to know the probabilities of your getting such a position? Inquire within! What are you doing to make yourself valuable in the position you now occupy? If you are doing with your might what your hands find to do, the chances are, ten to one, that you will soon become so valuable in that position that you cannot be spared from it; and then, singular to relate, will be the very time when you will be sought out for promotion to a better place.—Printing Times and Lithographer.

CAVERHILL, LEARMONT & CO'Y,

-: SKATES :-

Our stock is large and fully assorted, including :

“SKELETON” Halifax Pattern. “GENUINE ACME”
and Forbes’ New Patent “ACHIEVED.”

✍ Write for Prices, as we
are Headquarters.

MONTREAL.

THE MARCH OF IMPROVEMENT.

The ever-restless inventive genius is constantly adding to the already long list of specialties that adorn the shelves of the dealer, in the minutest labor-saving article as well as the improved machine or implement. The dealer as well as the jobber must be constantly on the alert for the new devices that will sell on sight owing to their superiority over the old. The manufacturer is kept keenly alive to all that is being done by the rapid increase of competition and when an article has merit, be it ever so small, it is not long until it has been added to the list.

There has been wonderful improvement and advancement in the hardware line during the past decade, though of course it is not as noticeable off-hand as is the addition to labor-saving machinery and implements. One improvement in recent years has been the introduction of new material in the manufacture of standard goods. And then a world of novelties have been added to the culinary lines, and the labor in that branch of the household has been materially decreased, while at the same time the results have been more than satisfactory to the epicure. The manufacturer, jobber, and dealer

are no longer content with what is, but are constantly looking out for what should be. This has virtually become an imperative duty, and all three, to be successful, must keep abreast of the times and along in the front rank of the march of improvement.

ALUMINUM.

J. Berger Spence, of London, writes to the Iron and Steel Trades’ Journal concerning aluminum, from which we take the following : “To the layman a few statistics may be instructive relating to this metal. The atomic weight is 27.4 With iron 3 or 4 pounds of aluminum to the ton reduces the melting point to such a liquid state that it can be run into the finest interstices of the mould and produce the finest castings and considerably improve the quality of the iron. Aluminum very easily amalgamates with copper, improving the quality, appearance, and strength, and resembles gold. Useful results are obtained with about five per cent. Aluminum also amalgamates with many other metals, and this is a boundless track for experiments. Aluminum is sonorous, and doubtless when alloyed with other metals would produce as good an effect as now can be produced from the finest bell metal. Its lightness in this respect would be of advan-

tage for high elevations. The specific gravity of the metal is 2.55. It is about one-seventh the weight of gold, about one-fifth the weight of lead, and, roughly speaking, about one-third the weight of copper, zinc or iron. The melting point of aluminum is about 1,500 degrees Fahrenheit, while that of iron is almost double this temperature. The electrical conductivity is stated to be eight times that of iron. It is non-soluble in sulphuric acid, which acid, produced from coal combustion, is so destructible to iron, zinc and marble. It can be beaten into plates as thin as tissue paper and drawn out into wire as attenuated as the finest silk. It does not oxidize like iron, consequently does not rust, and requires no paints or protection from the influence of the atmosphere.”

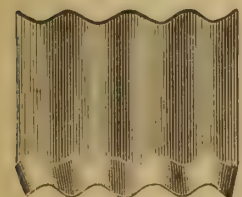
A serious accident happened on board the British battle ship *Inflexible*, by which one of her large boilers was rendered useless. By some means at present unexplained the water in the boiler was allowed to run low, with the result that the steam pipes got red hot, burning the “lagging” off as far as the upper deck. Some of the tubes were blown out, and Capt. Kane, who was passing at the time, was badly burned on both sides of the face and on the neck. The plates bulged in, and the boiler was rendered completely useless. It is stated that the gauge-glass must have been defective, as it showed plenty of water in the boiler at the moment of the accident. A court of inquiry has been ordered.

CORRUGATED STEEL FASTENERS.

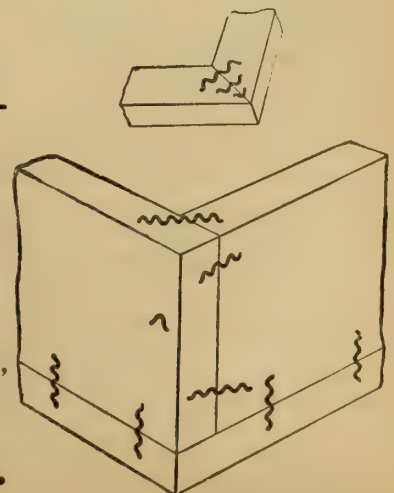
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

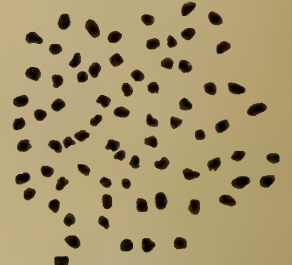
H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

STORE IMPROVEMENTS.

"A Padlock" writes:—We think a better way to keep loose screws is in drawers underneath the counter, each drawer containing as many round tin boxes as convenient, placed in loose. These boxes are of different sizes, each containing one gross screws, with the size and number written thereon. The boxes can be lifted out, and when necessary counted without mixing. This is a good plan also for brads, shoe nails, etc. The plan for retailing glass submitted by HARDWARE is good. We keep the boxes on end under the counter, all sizes from 8x10 to 15x30, 16 oz., and take out all packing, each box being replenished from stock when emptied. The size each box contains is tacked on the end. A good way to keep mill-saw files and rasps is to take about two shelves on the ledge, and divide them into compartments of say three, four, or five inches apart. The divisions could be made by driving a piece of ¼-inch round iron into the ledge, fastened to the top in the blind staples. Each compartment can then be labeled, as for instance, 6 to 12 in. mill-saw files. This may be repeated in case of flat and half-round bastard files and rasps. In case of horse rasps a place may be given each size. By this means you can always see how your stock is, and is convenient in selling.

For horse nails we have galvanized boxes made a little larger than the ordinary boxes used, with the front cut out about half. We find this plan saves our fingers as well as our temper, as any person who takes horse nails out of a box will find. Cut nails should be kept in bins underneath the counter, on the inside if you wish to keep your floor clean outside.

If a dealer retails white lead and colored paints, a piece of band iron, 2 ft. long by 1 ¾ in. wide, bent at one end for a handle, will answer for dipping out the paint; keep one

in each pot, and have a box large enough to cover the stock and high enough to clear the iron dippers. By this method dust is kept from the paint.

Horse-nail boxes, with green cardboard to cover the end, make good shelf boxes for shaft-shackles, padlocks, door-knobs, gate-hooks, etc. Each box should be sampled. Axes should be kept on the counter, always in sight—that is, a sample lot. Have two axe boxes nicely covered with green cardboard, then place on them a sample of each axe kept in stock, standing on edge. These boxes will hold about eighteen axes. A small book should be kept in a convenient place, say on the edge of the counter, and in it should be recorded whatever is noticed getting low or any article of stock required.

WASN'T GOING TO KICK HIMSELF OUT.

It is often very difficult for a salesman to tell just where he should cease to prevail upon the merchant to purchase. Some merchants must be coaxed and teased and borne with before they give an order for goods, others will have none of it. The commercial traveller who can tell when a merchant's "No," means "No," is a much favored individual. As a matter of course, the merchant never appears eager to make a purchase. Even though he is entirely out of certain lines of goods and very anxious to replenish his stocks he will say to the agent of the wholesale house: "No, I believe we are wanting nothing to-day. Trade is slow and we don't require many goods." In this way he endeavors to create the impression that nothing short of a cut in prices or some other extraordinary inducement would lead him to make a purchase. The experienced salesman knows how much of this to believe, and so he waits for the merchant to come around and do business. There is a time to stay and there is also a time to go. It re-

quires a fine perception to tell when you are losing an order by going or annoying a customer by staying. The story is told of a young man who was sent out after trade for the first time. He got over his territory very rapidly and soon returned. "Well, how much did you sell?" his employer asked. "I didn't sell anything," said he. "Why not?" "Well, the merchants all said they believed they didn't want anything and so I came home." He had taken them at their word.

Another story is told of a Hebrew salesman who was very persistent in his endeavor to effect sales. He would stay till a merchant failed in business, unless previous to that time he had sold a bill of goods or been thrown out. On one occasion a merchant, whose patience had been severely tried, said: "I have told you repeatedly that I do not wish to buy any goods of you. Why don't you go? What are you waiting for?" "Vell, py gracious! You're the most unreasonable veller I haff ever seen. Vat am I waiting for? Dou you expect me to kick myself out?"—Stoves and Hardware Reporter.

POINTERS FOR ADVERTISERS

Don't expect an advertisement to bear fruit in one night. You can't eat enough in a week to last you a year, and you can't advertise on that plan either.

People who advertise only once in three months forget that most folks cannot remember anything longer than about seven days.

If you can arouse curiosity by an advertisement, it is a great point gained. The fair sex don't hold all the curiosity in the world.

Quitting advertising in dull times is like tearing out a dam because the water is low. —Building Advocate

A feather duster disperses but does not remove the dust from the store.

Work can always be found in a store without double-million microscope.

GOLD AND SILVER MEDALS,
EDINBURGH, INTERNATIONAL EXHIBITION, 1887.

FIRST ORDER OF MERIT,
ADELAIDE, 1888, MELBOURNE, 1889, DUNEDIN, 1890.

A GOOD NEW YEAR TO YOU ?

DEAR SIR,

MONTREAL, NEW YEAR'S DAY, 1891.

We thank you for your support in the year just closed. You have assisted us in doing a LARGER BUSINESS than ever before, and yet you have found us equal to doing it punctually and well.

We begin 1891 with increased facilities and more extended organization, in view of meeting with increased demand for our goods. Our GENUINE ELEPHANT LEAD—which is guaranteed 100 per cent. pure—will maintain its position in the foreground.

We have been specially occupied for some time back with CARRIAGE COLORS IN JAPAN, and have laid down some more machines to help us keep pace with the demand for these fine goods.

Our READY MIXED PAINT arrangements are as near perfection as we can think of.

FLOOR PAINTS have been further hardened. For beauty and hard gloss we never hope to produce finer goods.

"MISTLETOE" and "ROYAL PERMANENT" GREENS are, this season, brighter than ever.

In VARNISHES we have prepared a supply of beautiful stock.

ALL our departments are well equipped and able to deal promptly with all requirements.

Assuring you of our best services throughout the year,

We are, dear Sir, yours truly,

FERGUSSON, ALEXANDER & CO.



M. & L. Samuel, Benjamin & Co. are doing an increasing business in their gas lamp and globe department.

Many merchants are now busy at stock taking, and no doubt find it a good opportunity, as trade is quiet generally.

Nickel deposits are known to exist near Georgian Bay, on Lake Superior, in what is known as the Spanish River region.

The Toronto Plate Glass Importing Company resumed business shortly after the fire which damaged its premises a week ago.

Mr. H. D. Collins of this city is selling out his stock of house furnishing goods, and intends to embark in the manufacture of hotel furnishings and ranges.

Rice, Lewis & Son are handling a line of forges that are in wide demand, comprising as it does forges for every purpose for which machinists and smiths in all departments of metal-working require them.

We understand there are several American firms who manufacture hand-made files taking orders from consumers in Canada. Their prices, we understand, are slightly below those given here by jobbers who handle Jowitt's well-known hand-cut files.

The Russian Government have ordered from Vickers, Sons & Co., Sheffield, solid-steel armour-plates for two gunboats, which are being constructed at the Admiralty Dockyard, called the Gremyastchy and Otvajny. This order is due to the excellent behaviour of Vicker's steel plate at the trials of November 11 last.

A new factory is being erected in St. Henri, Que. A local firm have commenced to put up a building for the manufacture of

wire cables near the barb wire factory. The contract has been given to Mr. Joseph Jacob. The building itself is to be 200 by 50 feet and three storeys high.

Messrs. Wm. McNally & Co., of Montreal, have been fortunate in securing the contract for supplying the City of Toronto during 1891 with inverts and scratch drain pipes.

Mr. John P. Conklin, of Sanderson, Percy & Co., Toronto, favored his friends with very handsome, not to say novel and attractive, Christmas and New Year's cards. They were among the best we have seen this year. Each four-page card bore a small photograph of that energetic gentleman.

One of our subscribers wishes to know from what firms in Canada he can purchase large water works pipes. The following names have been given him, St. Lawrence Foundry Co., Toronto, and James Morrison, Toronto, and Alex. Gartshore, Hamilton. If there are any others we will be please to send their names.

The business failures throughout the United States during 1890, as reported to R. G. Dun & Co., number 10,907, or only 25 more than in 1889. The liabilities, however, were \$139,000,000, an increase of \$41,000,000 on those for the preceding year, and the largest since 1884, when they were \$225,000,000. In Canada the failures for the year were 1,847, against 1,777 during 1889, and the liabilities were \$18,000,000, an increase of \$4,000,000.

The Transcontinental Association have now issued a west bound tariff which went into effect Thursday of this week. The classification appears to be quite equitable, and the rates not by any means excessive, considering the great distance of haulage from Ontario and Quebec points to the Pacific Coast.

Said Mr. Edison recently: "I never try to discover anything—because I am an inventor. There is a big difference between a

discovery and an invention. Discovery is an accident and an invention is a creation. Mr. Bell discovered the telephone, but did not invent it. I invented the talking part." Whichever way it is understood the telephone is a purely Canadian production, as both the above men of genius are of Canadian birth.

Mr. J. D. Ledyard of this city, has written a very plain letter to the editor of the Iron Trade Review, of Cleveland, Ohio, a local paper printed in that State has been condemning Canadian iron ores, because a large shipment laid on the docks at Cleveland comparatively was worthless, on account of the great amount of sulphur it contained. Mr. Ledyard declares that because a lot of ore taken from one mine contains sulphur, that is no reason why all Canadian ores are the same. Mr. Ledyard assures the American trade journal that there are other mines in Canada entirely free from impurities whatever.

An American trade journal says we are "little" and "malicious." **HARDWARE** had occasion to pass a few remarks regarding the tin plate industry of that country, and in so doing roused the ire of our worthy contemporary. We do not wish any evil to the infant American tin plate industry; but with all due respect we are of the opinion this industry will be in its infancy for a hundred years to come. Possibly we are too prone to make such prognostications, but all the tin plate that will ever be made in that country will easily render the English monopolists quite eligible to still "truckle" to their old customers.

M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.



FROM ITALY.

We have, from time to time, called attention to the sanitary code of Italy, and the improvements and reforms being made recently in that country. A complete sanitary system was organized in that country about two years ago, and the results are important in demonstrating the value of sanitation. In 1888, it appears from a statement recently published, there were 442,112 cases of the seven principal diseases—small-pox, measles, scarlet fever, diphtheria, typhoid fever, typhus fever and puerperal fever; while in 1889, from the same diseases, there were only 293,107 cases, or nearly 150,000 less than in 1888. This means, with the usual or average mortality from these diseases, a saving of about 12,000 lives, besides the enormous amount of sickness indicated—a pretty good showing for the first year. The following is a tabulated statement of the number of cases of each of the two years:

	1888.	1889.
Small-pox.....	63,632 cases.	39,004 cases.
Measles.....	220,953 "	130,961 "
Scarlet fever..	44,419 "	30,192 "
Diphtheria....	41,742 "	28,399 "
Typhoid fever..	59,526 "	54,865 "
Typhus fever..	2,831 "	2,206 "
Puerperal fever	9,019 "	7,480 "
Total.....	442,122	293,107

All those who are not convinced of the great value of sanitation should study these figures.—Sanitary News.

DURABILITY OF METAL PIPES AND OTHER GOODS.

The durability, elasticity, and general powers of resistance of metal goods of all kinds, especially piping, can be greatly increased by subjecting them to intense pressure, which is distributed equally over the interior and exterior surfaces. In order to convey strong pressure, water is chosen as a suitable agent, because, as a liquid, it transmits pressure equally in all directions. The articles to be treated are placed in a very strong reservoir of suitable dimensions. The reservoir is filled with water. Pressure is now applied by means of a hydraulic pump, capable of producing a pressure equivalent to that of 8,000 atmospheres, or 8 000 by 15 pounds per square inch of surface. This enormous pressure does no damage, because it is transmitted by means of water, which fills and surrounds on all sides the articles which are being dealt with. The effect of this treatment is to compress the metal slightly but effectively; its action is molecular and beneficial to a high degree. Articles that are thus treated are stronger in

every respect, and the expense is comparatively trifling, the greatest item being, of course, the initial plant.—Plumber and Gas Fitter's Review (London).

The American Plumbing Company of Winnipeg, Man., has been sold to J. M. Wells, of that city.

Messrs. Danforth & Clark, plumbers, etc., Buffalo, N. Y., have made an assignment to Mr. E. L. Cook, with preferences of \$6,840.

The weather of late which has been somewhat changeable, has produced considerable work for the plumbers. Such work always comes suddenly and in a heap.

In 11 years the revenue of the London, Ont., water works has increased by about \$40,000, in 1880 the revenue was \$19,342.40, and in 1890 it had increased to \$59,080.55. There are now 5,436 services.

Mr. Rousseau, who was awarded the contract for the Kingston water works suction pipe, has sent a letter saying he has made a mistake of \$1,000. His tender should have been that much higher. He had made his calculations after returning from his sister's funeral, and his mind was so upset that he made an error. He begged permission to add \$1,000 to his tender, and then he would furnish the proper securities. The committee considered the case, and concluded that he must be held to his original contract or forfeit his cheque for \$500.

Dr. William A. Hammond warns against overheated apartments. He says: "an overheated apartment always enervates its occupants. It is no uncommon thing to find rooms heated in winter by an underground furnace up to 90 deg. Fights and murders are more numerous in hot weather than cold weather, and the artificially heated air that rushes into our rooms, deprived as it is of its natural moisture by the baking it has undergone, is even more productive of vicious passions. It is no surprising circumstance, therefore, to find a woman who swelters all day in such a temperature, and adds to it at night by superfluous bed clothing. cross and disagreeable from very little everyday troubles that would scarcely ruffle her temper if she kept her rooms at 65 deg., and open her windows now and then."

Mr. J. F. Stewart, of Messrs. Jas. Stewart & Co., Hamilton, Ont., was in the city on Thursday.

The American Artisan says, the manufacturers of barbed wire, who met in secret conclave in Chicago the other day, failed to agree to adopt a system of associate or "trust" management. There was a hitch somewhere and the wire men, after close consultation, came to the decision that the time was not ripe for consolidation after the style of the harvest-makers, the wheel men and others.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

THERE IS STILL ROOM FOR THE DEALER.

Hardware has been included in the plans of the farmers who, through their "Alliance," are trying to become merchants also. The great numerical strength of this organization and the great importance of the demand for hardware upon the farms of the United States, may have had the effect of frightening to some extent the retailers in hardware in those sections where the Farmers' Alliance has flourished to the fullest extent, but already there are evidences of the beginning of the end of this impracticable move to drive the merchant out of business. Not only does the plan of the farmers carry upon its face every element of weakness, but history is full of failures of attempts in the same line, the most notable, perhaps, being that of the co-operative buying and selling feature of the Order of Patrons of Husbandry, which suddenly sprang into popularity in the agricultural regions about twenty years ago. The Farmers' Alliance of to-day has not the numerical strength nor the systematic organization of the "Grangers," nor does it extend so fully over the country as did that organization. If the former effort failed so signally, therefore, there is little reason to suppose



When writing to our advertisers please inclose the above.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Window Glass.

We are now booking orders for Window Glass for

SPRING DELIVERY.

Write for Prices.

WALTER H COTTINGHAM & CO.,

56 St. Peter St, MONTREAL,

that the Alliance will be more successful, especially as no improvement in plans has been developed.

This co-operative plan of the farmers is based, to begin with, upon the mistaken idea that every man who has anything to sell other than farm products is making exorbitant profits, and that this is the cause of the low prices of corn and beef. The farmer, figuring upon incomplete data, deceives himself in regard to the amount of money to be made by the merchant and, with his figures as his only guide, not unnaturally concludes that hardware and implements might be sold at a great reduction from ruling prices and still leave a comfortable margin for the dealers. The farmers are to be commended for any efforts to better their condition, and it is a hopeful sign for their class that a constant agitation with a view to improvement exists among them. There is no reason for any attack upon their motives. It is only necessary to point out their mistake, both to lessen their dissatisfaction and to relieve the merchant from any fear that his occupation is about to be lost.

There being no such thing in existence, and no such thing possible, as a hardware "trust," the retail dealers are every one working for himself, and, under such circumstances, selling goods at the lowest living profits in order to make as many sales as possible. The prices of corn may not be as high as the farmer would like, but this alone is not a sufficient reason for supposing that corn-planters are unreasonably high-priced. This is an era of low prices in every department of industry, with perhaps this difference in results: that when corn declines in price the farmer goes on, producing more corn than ever, while the manufacturer stops his production whenever he is convinced that the supply of goods in stock is becoming too large to be disposed of at a profit.

The mistake made by the farmer in regard to the business of the merchant is due to his lack of familiarity with trade. If the wholesale price of an article is one dollar, it may seem to him that \$1.10 is a good rate at retail, which would be true if the dealer did nothing from day to day but to buy goods at a dollar and sell them all promptly at ten cents profit, with nothing to pay for rent, fuel, light, insurance, taxes, clerk hire, account books, express charges, postage, telegrams and expenses of collecting bills. But in addition to all these expenses must be taken into account the dealers' losses in the way of bad debts, and from being left with unsold goods on hand which have cost money. As soon as the farmer plays at being merchant for a while, all these details come to light, and he speedily returns to his crops. The certainty that this must always be the case, should encourage the legitimate dealer in hardware and other goods which the farmers want, not to fear any permanent loss of business from spasmodic attempts of the alliance and similar concerns.—N. Y. Hardware.



Keith & Fitzsimons

MANUFACTURERS

GAS FIXTURES, ELECTROLIERS, BRASS GOODS.

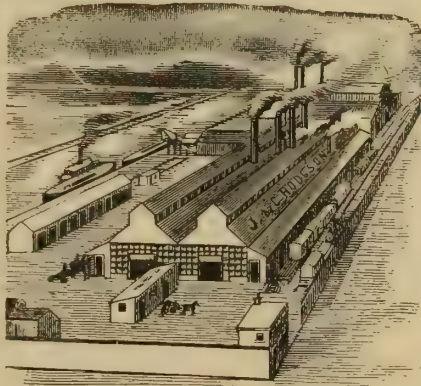
111 KING ST., TORONTO.



BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.

DOMINION CARTRIDGE COMPANY.

Canadians are watching with much interest the establishment and growth in this country of industries which give promise of making it one of the first commercial nations of the world. Among such institutions the Dominion Cartridge Company, of Montreal, is deserving of special mention, both on account of the place their manufactures hold in the trade of Canada and of the importance, from a military point of view, in making us independent of other countries in respect to munitions of war. Our Government are now securing their ammunition here whereas formerly it was secured from United States firms.

The Company's extensive works are situated at Brownsburg, Que., forty miles from Montreal, and comprise, besides the factory for making cartridges and shot shells, a large and complete machine shop, detonator factory and fulminate works. In addition to these are numerous magazines, storehouses, carpenter shops, and houses for the hands, of which a large number are employed. Of special interest is the testing house, in which are electrical appliances, which show to a foot the velocity per second with which a bullet travels, targets for testing the accuracy of pistol cartridges, and an array of rifles and pistols that makes the place look like an arsenal. The factory is lit throughout by electric light, heated by steam and most thoroughly equipped in every way.

It is very fascinating to watch the different processes which the manufacture of cartridge calls for. The machinery is intricate, but at the same time very powerful, and works with a surprising accuracy, picking up and feeding the shells as if possessing human in-

telligence. A cartridge is made thus: The brass or copper is rolled in sheets and then cut into strips, from which shallow cups are punched. These are drawn out by powerful presses to the proper size for the body of the shell, the larger sizes requiring many drawings and annealings. The tubes are gauged to one thousandth of an inch, that they may fit the chamber of the rifle correctly. The tubes are then taken to the headers, where ponderous machinery at one blow forces the solid end into the required shape. The heads and ends are then trimmed to the proper size, the cartridges, which are bottlenecked, being first reduced by presses somewhat similar to the drawing presses. They next pass through the priming machinery, where the centre-fire shells are punched and capped, and fulminate of mercury spun into the rim of the rim-fire, the fulminate being kept wet to diminish the danger of explosion. Meanwhile the bullets have been made, the lead being melted in immense kettles, and run into moulds, which cast rough slugs. These are swaged by machinery so accurate that bullets weighing 500 grains will not vary a single grain. The bullets are then cannellured and greased, and taken to the loading room, where they are seated into the shells charged with powder, which, after crimping and tumbling, are ready for packing. When the great variety of cartridges is considered, and the exactness essential, the complexity and accuracy of the manufacture can be appreciated.

The Dominion Cartridge Company's goods are becoming very popular in Canada and abroad. They export largely to all parts of the world—Australia, China and Japan, Africa, South America, Mexico, the West Indies, etc., and are probably more widely known than any firm in Canada.—Empire.



NEW IDEAS IN CONNECTION WITH STOVES.

Carved ceiling ventilators with valves seem to be a recent introduction. These have an opening in the centre for gas pipe, and are made 24, 30, and 36 inches in circumference. A chain on either side is suspended to close and open the valves.

Some manufacturers are making stoves with a knife-sharpener in connection. This will no doubt be a boon to the cook, who is always on the lookout for improvements which will expedite the duties of the kitchen.

There is an improved hot-water stove on the market. They are used principally for heating greenhouses, conservatories, laundries, carving-tables, bathstries, in fact anywhere there is a large quantity of hot water needed. It is claimed they are a saving in coal, and will heat 500 to 1,000 gallons of water with a comparatively small amount of fuel.

Wrought iron ranges are not yet manufactured in Canada. They are being adopted to a greater extent in the United States than formerly. No doubt they possess points which would favor their use; but the extra cost over the ordinary cooking range is the chief obstacle against their adoption. It is not improbable some of our energetic stove manufacturers will venture on wrought iron ranges at some time in the future.

A PLAIN CASE.

The following, which we appropriate from the New York Sun, is full of pathetic interest, and carries an obvious moral:—

They had lifted the body out of the canal, and a dozen of us stood around it when the coroner came. He glanced at the face, asked who first saw the body, and then said:

"I have expected this for a year or more. Poor fellow! No inquest will be necessary."

"But isn't it a case of suicide?" asked one of the crowd.

"Certainly."

"And shouldn't you investigate the cause which drove him to the rash act?"

"I know them already. He was a clerk in a hardware store next to my office. Last summer he got charge of the stove department. A hundred times did I hear him repeat:

"A base burner? Certainly, ma'am—right this way. Presume you saw our advertisement last Sunday. The climax in base burners has at last been reached. Here it is, ma'am—our 'Acme.' Isn't it a beauty? Everything, outside of the grates and windows, made of solid nickel and warranted

not to turn black. It's as handsome as a painting, and lots of people who can't afford a piano, are buying these stoves simply as a parlor ornament. What would our grandfathers and grandmothers say if they could step from their graves and behold a picture like this! We have ladies come in here and ask permission to sit down and criticise the stove as a work of art, the same as they would a piece of statuary or a painting.

"And now for the interior. This is the firepot, as you will see. As soon as combustion takes place the hot air is drawn down through these flues, passes twice around the top, passes over the live fire to be reheated, and finally escapes by the flue when it has no further value as a heating power. Economical? That's our strong point, ma'am. We claim that this stove will heat four times the surface with 1 ton of coal that any other stove will with three. It feeds and regulates itself. Any child can run it. No gas can escape when the stove is closed. All its parts are handy to be got at, and by no possibility can any accident occur. It lights a room so that no lamp is needed, saves enough in coal to buy all your meat and potatoes, and when not in use as a stove we have a music-box to go inside of it."

"Poor fellow!" sighed the coroner, as he bent over him in pity. "This was the song he was compelled to sing to earn his daily bread, and we who were near him new that the end must finally come. It has come. He did not want to live any longer, and none of us can blame him. I will turn the body over to the undertaker. The jury could only find that he died of a broken heart."

WHY DO OVENS BAKE UNEVENLY.

We print below some reasons assigned to the trouble of the baking capacity of stoves which we have endeavoured to bring before the trade:

To secure good operation in cook stoves and ranges, see:

1. That the flue stopper is in its place.
2. That the chimney is clear and has a

good draught at pipe hole. Many chimnies are made too low and draw better when a smoke stack is put on them.

3. That the pipe fits closely on the stove and in the chimney. No air should go in outside of the pipe.

4. That the pipe does not go too far in the chimney.

5. That no ashes from chimney get into the end of the pipe.

6. Avoid having the pipe telescope at the elbow. If you have all these parts properly adjusted and well arranged, open the direct draft damper and see if you can get a good fire in the stove, together with a strong draft. If the stove will not burn well, then the trouble is not in the stove but above it.

If the fire burns well on the above direct draft, close the oven damper; then if it will not heat the oven and bake well, please examine the flues and damper, and see:

1. That all the flues are open and clear, so that smoke can freely pass through them. In cleaning flues, many do not clean all the flues, and frequently push soot and ashes into back corners, and in that way stop them up.

2. Examine all the dampers in the flues and see that they open and close tightly and do not get out of place.

3. Be sure that you know how they operate, so they may not be open when you think they are closed.

If you are trying a stove without a hot-water reservoir and have everything in good order as heretofore described, it cannot possibly fail in operation if you close the direct-draft damper and throw all the heat around the oven. Time should be given to get the oven hot before trying to bake.

If you have a stove with a reservoir, be sure that the damper (if one is in the stove) to force the heat under the reservoir is closed so that all the heat must go around the oven. Many reservoir stoves have two dampers, and in that case both should be closed.

We have known many persons who have tried to use such stoves with that damper under reservoir open when they thought it was closed. On that account the oven heated too slow, but worked fast enough when they closed the damper.—Ex.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere.

R. CARRIE,
27 Front St. E. Toronto.
eow

STORAGE

Coppered Steel Spring Wire.

QUALITY GUARANTEED.

Made specially for Spring Makers.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION — APPLY TO — THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Now is the time to book your orders for following goods for spring shipments, so that you will have them in due season: Harvest Tools, Spades and Shovels, Lawn Mowers, Churns, Milk Can Fixtures, Green Wire Cloth.

Headquarters for General Hardware. Tinsmith's and Plumber's, Nickel Platers Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



MONTREAL MARKETS.

MONTREAL, Jan. 15, 1891.

There has been no pronounced change in any line since our last letter, the position remaining essentially the same. While business has not increased yet to any appreciable extent, the present movement in all lines of heavy material being a purely jobbing one in small lots, ex store. Chemicals have attracted some attention in this respect, but iron and other lines remain dull as a general thing. Values remain about the same, and the tone of the whole is firm, whatever changes we note being in the way of advance.

IRON AND HARDWARE.

There is but little to add in connection with this market aside from what was said a week ago. Business is principally made up of jobbing sales ex store, but we cannot cite any during the past week, in fact, we do not come across a single instance where there has been any trading in pig iron. The feeling, locally, is unchanged, while advices from Great Britain do not speak of anything strikingly new in the position. Matters in brief are yet in statu quo, and the feeling will remain unsettled until a move one way or the other has been taken. At present there is nothing to be said except that the market, locally, remains in quiet tone. Pig is quoted steady at \$23 to \$23.50 ex store, and in other lines there is little or no change. Tin plates remain unsettled as regards values, and nothing is doing in them here, prices being more or less nominal, but it would certainly take an outside figure to move any stock ex store here, say \$4.50 for ccke, and the supply is as we have stated several times previously, very light. It is natural, therefore, that holders are firm, with the position at the source of supply as it is. In shelf goods there is nothing particular to note, the houses being still more or less engaged in averaging up.

NAILS.

The nail market is essentially the same—that is to say, there is nothing doing but the merest hand-to-mouth trade on the old basis. As we said, however, makers are considering an advance, and we may have something to add in the course of a week or so.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	2 50	
8 dy to 9 dy, " "	2 75	
6 dy to 7 dy, " "	3 00	
4 dy to 5 dy, Am. pat	3 25	
3 dy, hot cut, per keg, Am. pat	4 00	
3 dy fine hot cut, " "	5 50	
4 dy to 5 dy, cold cut, Can pat.	3 00	
3 dy, cold cut, " "	3 50	
2 dy, hot cut, nails " "	5 70	
		Steel Wire.
10 dy to 60 dy, per keg	\$2 60	Cut Nails Nails.
9 dy " "	2 85	3 45
8 dy " "	2 85	3 70
7 dy " "	3 10	4 00
6 dy " "	3 10	4 30
5 dy " "	3 35	4 30
4 dy " "	3 35	4 60
3 dy " "	4 10	5 50
3 dy fine " "	5 60	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 50
4 dy @ 5 dy, per keg	3 07
6 dy @ 7 dy, " "	3 57
8 dy @ 9 dy, " "	3 25
10 dy @ 30 dy, " "	3 00
Cut spikes, " "	2 55

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$4 80
1 " " "	4 20
1 ½ " " "	4 50

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

The week has witnessed a fair movement in a jobbing way ex store, but nothing of special importance has transpired. The tone remains firm and there is no change in prices except in an upward direction, bleaching powder being 10 to 15c. higher, at \$2 to \$2.25, while soda ash, yellow pruss. of potash, and other heavy chemicals are firm at the advances mentioned previously. Advices from Great Britain do not reveal any change within the past week except in sulphur, which is somewhat higher both for roll and flours, but no change is noted locally as yet.

GLASS.

This article moves along quietly in a jobbing way on the old basis—viz., \$1.50 to \$1.60 for first and second breaks.

PAINTS AND OILS.

This market shows no change, and no business of importance has transpired during the past week, the tone being maintained unchanged. Oils generally rule steady, Newfoundland cod jobbing out at 45c, and refined seal 57½c. Linseed oil is unchanged; 65 to 67c. for raw and 68 to 70c. for boiled. Cod liver encounters a jobbing demand at 90c. to \$1.10 for Norway and 60 to 70c. for Newfoundland. Leads rule firm and unchanged as follows:—White, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6½c.; do. red, 4½ to 5c.

NAVAL STORES.

There is no change in this market and business continues practically net. Prices are unchanged. Turpentine, 60@61c.; rosins, \$2@4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7@10c. for white; oakum, 5½@7½c.; and cotton oakum, 10@12c.

CEMENT AND FIRE BRICK.

There is no change to note in the condition of the cement trade, there being absolutely nothing doing, so that the position of values is purely nominal, but the tone on English brands is decidedly firm and we quote \$2.45 to \$2.60 for Belgian and English brands respectively. Firebricks are moving out a little more freely, while prices are very firm at \$24 to \$30. per 1000.

PETROLEUM.

During the week further cutting has been indulged in on refined stock, and 12c is now regular, as the price at Petrolia is a ¼c. lower, or 14¼c. laid down here. Dealers, however, contend that this is rock bottom, and no lower prices will be seen. We quote Canadian 12c. at Petrolia; 14¼c. Montreal,

in car lots; 15¼ to 15¾c for smaller quantities. American 23c. in car lots; and 23¾c. to 24¾c. in smaller quantities. American benzine is steady at 23½c. to 25c., and Canadian 14¼ to 15c.

TORONTO MARKETS.

TORONTO, Jan. 16, 1891.

Trade has been somewhat more buoyant this week both here and abroad. Stocks are light and as prices are comparatively low the improvement will have a tendency to stiffen values. Recent cable advices indicate that the market is considerably firmer than for sometime past. This may however be attributed to the severe weather in England and the considerable increase in the price of coal and the strikes. Still apart from these important factors the colonial consumption is expected to keep all manufacturers busy up to late in the shipping season. The only change in local values has been the advance in tin plates in sympathy with the rise abroad.

IRON AND STEEL.

Demand for all kinds of iron and steel has been quiet all week, and prices remain steady at last weeks figures. Bar is held at \$2.25 to \$2.30. Pig is quoted at \$23 to \$24 for Carnbroe; \$22 for Middleboro; \$22.50 for Southern, and Niagara Forge with No. 1 Soft Foundry at \$23.

COPPER.

The market has been in a somewhat unsatisfactory state and prices favor buyers. There has not been so far any satisfactory solution as to the causes which have operated to weaken the market. The impression seems to prevail that it is not owing to any check in the consumption, but more to want of unity on the part of producers, who maintain that present figures are not paying them. English best selected has been selling at 15½ to 16c. but round lots can be bought at less. Foreign markets show a slight improvement. London cables merchant bars at £52 5s. to £52 7s. 6d. for spot and £52 15s. to £53 for futures.

INGOT TIN.

The market is if anything a shade easier, although New York private reports, under date of the 13th inst., state that there was a little more life in the article on that day. Prices are unchanged, at 24½ to 25c., but 1-ton lots might be shaded ¼c. Cables report an advance of about £1 per ton, spot being quoted at £91 10s. and future £92.

LEAD.

Demand is nominal at the moment. Consumers seem to be fairly well stocked, and the market is not very closely watched. Quotations remain at 4 to 4½c. for pig and 5 to 5½c. for bar. The general situation, however, is improving. Cables make the London market firm at £12 15s., which is considerably higher than spot quotations here.

ZINC AND SPELTER.

Demand is light and local prices are unchanged. Outside markets are rather easier.

ANTIMONY.

There is very little if any demand, and prices are unchanged, at 21 to 22c. for Cookson's and 19 to 20c. for other brands.

CANADA PLATES

Little or no enquiry. Consumers appear to have sufficient to last the whole of the season. Stocks are very limited both here and in Montreal, and any special inquiry would have a tendency to stiffen the figures, as they are being sold to-day at less than

MARKETS—Continued.

they could be imported for. There is only one brand on the market, Blainia, which is held at \$3.20 to \$3.25 per box.

TIN PLATES.

The tin plate market is the strongest on the list. Cables are higher, an advance of about 1s. per box now being established. Here jobbers are firm, at \$5.25 to \$5.50 for charcoals and \$4.75 to \$5 for coke. Special sizes are 25c. extra. The increased price of ordinary brands may induce consumers to go in for the higher grades, which have not advanced in proportion.

GALVANIZED IRON

Principal makers and brands that are favored in Canada remain without alteration. Good ordinary makes appear to have taken the place in almost every instance of the higher grades, which are practically unsaleable at prices that they cost to import.

GLASS.

Window glass remains without alteration, and for immediate requirements the trade appears to be well stocked.

OLD MATERIAL.

During the past no fluctuations in prices have taken place. Many of the foundries are still engaged in taking stock, and other things incidental to the closing of the old years' business. Dealers paying prices are as follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND OILS.

The feature in this market this week has been a big jump in turpentine of 4c. per gallon to 62 to 63c. owing to the easier money market. Linseed oil is lower abroad and Canadian manufacturers have reduced their prices 1c. to 65c. for raw and 68c. for boiled. Castor oil is steady at 10½ to 12c.

Paints are held as before, but the demand is slightly more active.

PETROLEUM.

The local market is without features to change the stereotype form which it has worn for weeks past. There is no change in prices, and business is very quiet.

HIDES, ETC.

HIDES—Have improved. No. 1 green are 5c., and cured are 5 1-2 to 5¾c. Stock is scarce, as slaughtering has not re-commenced largely.

SKINS—Sheep are unchanged and in low supply, at \$1 to \$1.30.

TALLOW—Rough is unchanged at 2c., but rendered has advanced to 5½ and 6c., being rather scarce at present.

WOOL—Is weak, at 20c. Buyers are not anxious for business at present upon this basis, as they claim 21c. is the utmost they can get.

RAW FURS.

The prices for raw furs are unchanged. The following are the quotations:—Beaver per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, Jan. 15, 1891.

In the pig iron market affairs have not changed for the better. Despite the shutting down of furnaces in the Shenango and Mahoning Valleys and the restriction upon furnace work in the South, consequent upon labor difficulties, it would appear that there is an ample supply of iron suitable for the wants of Eastern consumers on offer, and evidence is wanting of any anxiety on the part of consumers regarding future supplies or prices. In point of fact, the pig iron market in this section is rather weak, as well as quiet. Standard Pennsylvania brands of foundry pig iron are selling at \$17.50 for No. 1 and \$16.50 for No. 2. Inferior brands are difficult to place at 50c. under those prices. Some few popular Southern brands are selling in small lots at about the same figures, but orders for good-sized parcels have been taken by at least one prominent producer at prices on the basis of \$16.25 at tide-water for No. 1 foundry, and it is rumored that nearly, if not quite as low rates, have been accepted by competing concerns. In the absence of improvement in the status of affairs in the steel trade, there has been no change for the better on Bessemer pig iron or other crude materials employed in the manufacture of steel. Bessemer pig is still selling at \$16 to \$16.50 at furnace, and

slowly, whilst \$29 would appear to be full value for 20 per cent. speigleisen, and \$60 to \$62 the best rates obtainable for 80 per cent. ferro-manganese. Small parcels of old iron rails, it is stated, have been sold or offered by railroad companies at prices equivalent to \$22.50 here without leading to business, and that quotation evidently represents full values at the present time, there being very little demand from any quarter. Wrought scrap iron does not appear to be offered at less than \$21, but the demand is very slow, and best bids are not better than within \$1 of the prices asked.

TIN.

The advance in London has served to stiffen prices for pig tin in this market to some extent the past few days, but speculation has been very tame at the advance, and no improvement is noticed in purchases by jobbers or consumers. On the Metal Exchange 10 tons have been sold for this month's delivery at 20.20c. and 10 tons for March at 20.30c. net cash. Spot stock at the close was valued at about 20¼c. for 5 to 10 ton lots, and 20¾ to 21¼c. for smaller quantities.

COPPER.

The position of the copper market is unchanged. On the part of the Lake Superior companies the closest secrecy is observed as to what may be going on, but, whilst efforts are still made to cause it to appear that 15c. is market value, parcels of Lake product are secured in some quarter or other at 14¾c., if, indeed, not at less. On Arizona ingot 13c. is now a common quotation, and 12 to 12¼c. seems to fairly reflect market value of common casting copper.

LEAD.

Under the stimulus of rather freer purchases by consumers the market for pig lead has further improved and is looking quite strong at the present time. During the past week probably 1000 tons have changed hands at from 4.45c. up to 4.55c. and holders now ask 4.60@4.65c. In the West the position is strong, with 4.30c. quoted from St. Louis.

SPELTER.

Spelter for shipment from the West is more freely offered and at rather lower prices, without stimulating action on the part of buyers. Prime Western may now be had at 5.75c. for this month and 5.60 to 5.65c. for later shipment.

TIN PLATES

Tin plate of all descriptions is held very firmly at the recent advance, and future deliveries still cost more by 5c. per box than spot goods. The dealings



Broad Hoop Can Trimmings.
Ironclad Pattern Can Trimmings.
Creamery Pail Trimmings with NEW GAUGES.

Samples new gauges at our Toronto Office or on application.

Large assortment of Tinnery's sundries.

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.

474 St. Paul St., Montreal.

WORKS: St. Cuneconde, Que.

MARKETS—Continued.

latterly have been on a smaller scale, however, and the demand at present is moderate. We quote as follows: I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.75; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.87 1/2 to ...; M. F., 20x28, \$15.50; Worcester, 14x20, \$5.50 to; Worcester, 20x28, \$10.80; Dean grade, 14x20, \$5.25 to; Dean grade, 20x28, \$10.25 to; D. R. D. grade, 14x20, \$4.85 to; D. R. D. grade, 20x28, \$9.80 to; I. C. Coke—Penlan grade (iron), \$5.35 to; J. B. grade, 14x20, \$5.45 to; I. C. Bessemer steel, 14x20, coke finish, \$5.35 to; I. C. Bessemer steel, squares, \$5.50 to \$5.55 basis; I. C. Slemens steel, squares, \$5.65 basis.

HE WANTED A CORN KNIFE.

"Got any corn knives?" inquired the new clerk of the city salesman, both employed at the same wholesale hardware store.

"Corn knives? Corn knives? Why, certainly, the latest brands, guaranteed to give satisfaction, never turn at the edge," replied the salesman, rapidly thumbing over the leaves of an eight hundred page catalogue. "Corn knives—ah, yes, here we are; which kind do you want?"

"Give it up. I want something that will cut cleaner than a whistle. Let me see what you have in stock."

"All right, step this way."

"Not so fast, young man. You may not know what it is to have a gosh danged corn pulling the roots of your hair clean down to the soles of your boots. Not so fast."

The salesman stopped at the fifth story, while his customer, the new clerk, who had shouted from the foot of the stairway, hobbled after him. He apologised for his hurry, and expressed sympathy for the sufferings of the corn-afflicted customer.

"But one of these corn knives will do the trick for you better than any corn doctor. These patent medicines and quack nostrums are all fudge. Of course a corn must be cut. 'Mr. Dash'—to the manager of the fifth floor—'Will you please show this gentleman a few corn knives?'"

Mr. Dash led the sufferer to a room filled with agricultural implements.

"These are our perfected corn knives," pointing to a short-handled affair with an eighteen-inch blade, "the finest in the market."

But the suffering customer had turned on his heel and was looking for the city salesman who had tramped him up five flights. But the salesman was nowhere to be seen, nor did he venture on the floor until he had seen the seeker for corn knives seize his pen and scatter ink frantically over a bill head, after bestowing a malediction on the door-keeper for having turned him over to such a greenhorn.

"How was I to know there were two sorts of corn knives," the salesman explain-

ed. "I always found the penknife good enough for me, but I thought he wanted something better."

Although the above happened fifteen years ago, a week scarcely passes by without some one reminding the former verdant youth of his attempt to purchase a corn knife.—Ex.

TAXING COMMERCIAL TRAVELLERS.

We are pleased to hear that the Board of Trade of Victoria, B. C., is about to repeal the tax imposed on commercial travellers who visit that city to sell goods. While the jobbing trade of that city is no doubt placed in a disadvantageous position, we must compliment the Victoria business men on doing away with so antiquated a custom. The Winnipeg Commercial thus refers to the matter:—"On the score of protection to local wholesale houses, it is very doubtful if the Victoria trade gains anything from this tax. The travellers may stay away from Victoria, but they still have all the rest of the province to work in. Besides retail dealers in Victoria who wish to buy from outside houses will not be restrained therefrom on this account. As has been seen in the case of Victoria, these local retailers cross over to Vancouver or some other place, where they meet the travellers and make their purchases. Thus Victoria loses the trade of these commercial men, and besides secures their ill will. We think it will be decidedly better for Victoria dealers to work in open competition with eastern houses. This commercial tax is an antiquated notion, which has been banished from progressive communities. It is not worthy of a thrifty and enterprising city like Victoria. The knowledge spread abroad that such a tax is imposed, will do the city more harm many times over than any slight gain which may be derived locally therefrom. The board of trade has therefore shown its good sense in asking for the repeal of the law, and no doubt the request will soon be acted upon."

CONSOLIDATION IN THE STEEL TRADES.

The latest movement in the direction of consolidating the steel manufacturing interests in the United States Company by the Lackawanna Company, the consummation of which took place a few days ago. Between the consolidation last year of the Illinois mills, the subsequent absorption of the Alleghany Company by the Carnegie interest and this acquisition by the Lackawanna Company, conflicting interests have been reduced considerably, and it now remains to be seen whether the new order of things will bring about the results sought for. Outside of the three interests cited, all of which appear harmonious in the matter of forming an effective combination, there is practically nothing to contend against ex-

cept the Pennsylvania Steel Company and the Bethlehem Company. The latter concern is in a position that enables the management to look elsewhere than to the railroad companies for patronage, and would likely harmonize with the several consolidated interests for the purpose of regulating production and prices. The Pennsylvania Steel Company has underway an extensive plant of the most modern type in the vicinity of Baltimore and enjoys several advantages therefrom in the matter of securing raw material at low cost and delivering its productions in a considerable Eastern territory at rates that other Pennsylvania mills would probably find it difficult to meet. In other words, it would appear that this Company holds the key to the situation and, pending the outcome of a conference to be held this week, the future of the market for rails and heavy soft steel products is still shrouded in uncertainty.

Soap and water are cheap, but soil on goods is expensive.

GRIFFITH & CO.,

(J. MCARTHUR GRIFFITH)
Auditor to the Institute of Chartered Accountants of Ontario, 1886 to 1890.

ASSIGNEE FOR CREDITORS.

Auditing and Business Investigation a Specialty.
London-Canadian Chambers, Bay St., Toronto.
Telephone 1549—Cable "Griffith, Toronto."

GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,

24 West Front St., Toronto.

A Second-hand Safe for Sale Cheap.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,

MARINE AND STATIONERY.

GREAT ECONOMY

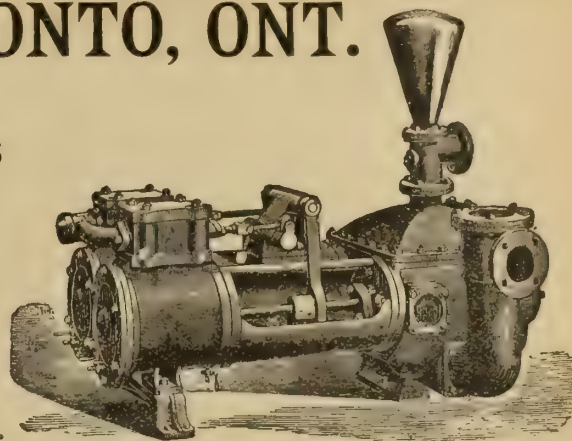
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



THE CANT BROS. CO. (LTD.)

The firm formerly known as Cant Bros. & Co., manufacturers of woodworking machinery, Galt, Ont., beg to inform the trade and users of their goods that they have formed a stock company with an increased capital, and will in the future be known as the Cant Bros. Co., of Galt, Ltd.

The firm hitherto have possessed a large trade, and now are enabled to increase their plant and produce not only a larger number of their well-known machines, but to construct new ones to meet the growing demands of the trade. In connection with the manufacturing department the Company are in a position to undertake more extensive repairs of all kinds.

A new illustrated and descriptive catalogue will be issued in a short time, and will be forwarded, along with a price-list, to any one on application.

BOOM IN RUBBER.

Since our last issue rubber has jumped up 12 to 13c. per pound, owing to active speculation in Brazil. From March to September the advance on raw rubber was steady, from 67c. for new fine Lara to 96c., the highest point reached. Since then the decline has been rapid. On October 1 it was 90c., by November 1 it had declined to 84c., on December 1 it reached 70c., and December 24 it touched the lowest point at 65c. Then on the morning of that day the speculators at Para began to buy all the rubber in sight, and prices were advanced at once. The London market has advanced as rapidly as the American, and new fine is quoted at 39d., with a strong upward tendency. Manufacturers were expecting rubber to decline to 60c. and under. Although they were but lightly provided with stocks, they have been waiting for the market to touch bottom before obtaining a year's supply. During the last four months their supply has not been more than a week ahead of their needs, and

they have not turned out the quantity of goods this year that they have in previous years. The consequence has been that the demands now made upon them are more pressing than ever before, and they are compelled to pay whatever prices dealers may ask.—Bradstreet's.

Rivalry, open, fair, good natured and enterprising, is the life of business.

A reputation for truthfulness is indispensable to permanent and satisfying success.

:-: SAPOLIO :-:

SEND FOR

1891

PRICE LIST.

JUST OUT.

EMIL POLIWKA & CO.,

36 Front Street, Toronto, Ont.

DOMINION AGENTS.

TULLOCH & CO.,

Manufacturers' Agents

and

Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

eeow

You can lose more than we do by not subscribing for this paper.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner.

Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

ECLECTIC

TUBULAR

H. D. SIMMONS,

Manufacturers Agent, 74 York St., Toronto.

REPRESENTING

Peck, Benny & Co., Montreal;

J. & C. Hodgson,

Miller Bros. & Toms, "

Gilmour & Co.,

R. H. Smith Co., Ltd., St. Catharines;

Shepard Hardware Co., Buffalo, N. Y.;

The John C. Jewett Man'g Co., Buffalo, N. Y.;

American Bit-Brace Co., Buffalo, N. Y.;

The Kilbourne & Jacobs Man'g Co., Columbus, O

Aspinall's Enamel Works, London, Eng., etc., etc.

Orders and all Correspondence promptly attended to.

Portland Cements,

Fire Clay Goods,

Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

Atlantic Glue Works, Berlin,

Manufacturers of HIGH CLASS GLUE,

OPAQUE, EMERY, WHITE AND TRANSPARENT

Address J. T. HUBER & Co, Berlin, Ont.

THE ADVANCE IN SCREWS

We print below, the latest revised list of screws, adopted by the manufacturers in Canada. It will be noticed that the advance in the list price is considerable; but even with the more liberal discount given, the price of screws will be higher.

BRIGHT IRON SCREWS.

Flat and Round Heads.

PRICE PER GROSS.

1-4 INCH.	1 \$0.40	2 0.40	3 0.40	4 0.40									
3-8 INCH.	1 \$0.40	2 0.40	3 0.40	4 0.40	5 0.41	6 0.48	7 0.55	8 0.62					
1-2 INCH.	2 \$0.40	3 0.40	4 0.40	5 0.41	6 0.45	7 0.52	8 0.59	9 0.66	10 0.73	11 0.80	12 0.87		
5-8 INCH.	4 \$0.40	5 0.43	6 0.49	7 0.56	8 0.63	9 0.70	10 0.77	11 0.84	12 0.91	13 0.98	14 1.10		
3-4 INCH.	4 \$0.41	5 0.46	6 0.53	7 0.60	8 0.67	9 0.74	10 0.81	11 0.88	12 0.95	13 1.05	14 1.20	15 1.35	16 1.51
7-8 INCH.	4 0.48	5 0.52	6 0.59	7 0.66	8 0.73	9 0.80	10 0.87	11 0.94	12 1.00	13 1.15	14 1.30	15 1.50	16 1.70
1 INCH.	4 \$0.55	5 0.59	6 0.66	7 0.73	8 0.80	9 0.87	10 0.94	11 1.00	12 1.10	13 1.25	14 1.40	15 1.60	16 1.80
1 1/4 INCH.	6 \$0.74	7 0.80	8 0.87	9 0.94	10 1.00	11 1.10	12 1.20	13 1.35	14 1.55	15 1.75	16 1.95	18 2.35	20 2.85
1 1/2 INCH.	7 \$0.88	8 0.94	9 1.00	10 1.10	11 1.20	12 1.30	13 1.50	14 1.70	15 1.90	16 2.10	17 2.30	18 2.50	20 3.00
1 3/4 INCH.	8 \$1.05	9 1.10	10 1.20	11 1.30	12 1.45	13 1.65	14 1.85	15 2.05	16 2.25	17 2.45	18 2.70	20 3.20	22 3.75
2 INCH.	8 \$1.20	9 1.25	10 1.30	11 1.40	12 1.55	13 1.80	14 2.00	15 2.20	16 2.40	18 2.90	20 3.40	22 4.00	24 4.55
2 1/4 INCH.	9 \$1.35	10 1.45	11 1.50	12 1.70	13 1.90	14 2.10	15 2.35	16 2.60	17 2.80	18 3.05	20 3.60	22 4.20	24 4.80
2 1/2 INCH.	9 \$1.60	10 1.70	11 1.75	12 1.85	13 2.05	14 2.25	15 2.55	16 2.75	17 3.00	18 3.30	20 3.85	22 4.50	24 5.10
2 3/4 INCH.	10 \$2.05	11 2.10	12 2.15	13 2.25	14 2.45	15 2.70	16 2.95	17 3.25	18 3.60	20 4.25	22 5.00	24 5.60	
3 INCH.	10 \$2.35	11 2.40	12 2.45	13 2.55	14 2.65	15 2.95	16 3.30	17 3.65	18 4.05	20 4.80	22 5.55	24 6.40	26 7.50
3 1/2 INCH.	10 \$3.30	11 3.40	12 3.50	13 3.60	14 3.70	15 3.80	16 3.90	17 4.30	18 4.75	20 5.55	22 6.35	24 7.30	26 8.50
4 INCH.	12 \$4.50	14 4.60	16 4.75	18 5.60	20 6.40	22 7.30	24 8.40	26 9.70					
4 1/2 INCH.	16 \$6.40	18 6.60	20 7.40	22 8.45	24 9.70	26 11.05							
5 INCH.	18 \$8.20	20 8.60	22 9.75	24 11.05	26 12.60	28 14.25	6 INCH.	22 \$12.50	24 13.50	26 16.00	28 18.05	30 20.10	

BRASS SCREWS.

Flat and Round Heads.

PRICE PER GROSS

1-4	1	2	3	4												
INCH.	\$0.80	0.84	0.87	0.91												
3-8	1	2	3	4	5	6	7									
INCH.	\$0.82	0.86	0.89	0.95	1.03	1.10	1.20									
1-2	1	2	3	4	5	6	7	8	9	10						
INCH.	\$0.86	0.89	0.93	1.03	1.10	1.20	1.30	1.50	1.70	1.90						
5-8	2	3	4	5	6	7	8	9	10	11	12					
INCH.	\$0.91	0.99	1.06	1.20	1.30	1.50	1.70	1.90	2.15	2.40	2.65					
3-4	4	5	6	7	8	9	10	11	12	13	14	15	16			
INCH.	\$1.15	1.30	1.45	1.60	1.90	2.15	2.40	2.65	3.00	3.35	3.70	4.10	4.50			
7-8	4	5	6	7	8	9	10	11	12	13	14	15	16			
INCH.	\$1.45	1.50	1.55	1.80	2.05	2.35	2.65	2.95	3.35	3.70	4.10	4.55	5.05			
1	5	6	7	8	9	10	11	12	13	14	15	16	17			
INCH.	\$1.65	1.70	1.95	2.30	2.60	2.95	3.30	3.65	4.10	4.55	5.00	5.55	6.65			
1 1/4	6	7	8	9	10	11	12	13	14	15	16	18	20			
INCH.	\$2.20	2.25	2.65	3.00	3.25	3.85	4.35	4.85	5.35	5.95	6.55	7.85	9.35			
1 1/2	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	20
INCH.	\$2.85	2.90	2.95	3.00	3.05	3.45	3.95	4.45	5.00	5.60	6.25	6.90	7.60	8.35	9.15	10.85
1 3/4	6	7	8	9	10	11	12	13	14	15	16	17	18	20	22	24
INCH.	\$3.75	3.80	3.85	3.90	4.45	5.05	5.70	6.35	7.10	7.90	8.65	9.50	10.45	12.40	14.50	16.85
2	8	9	10	11	12	13	14	15	16	18	20	22	24			
INCH.	\$4.90	4.95	5.00	5.65	6.40	7.15	7.95	8.80	9.75	11.70	13.90	16.30	18.90			
2 1/4	8	9	10	11	12	13	14	15	16	17	18	20	22			
INCH.	\$6.85	6.90	6.95	7.00	7.05	7.90	8.80	9.80	10.75	11.90	13.00	15.40	18.05			
2 1/2	10	11	12	13	14	15	16	17	18	20	22	24				
INCH.	\$9.50	9.55	9.60	9.65	9.70	10.75	11.85	13.00	14.30	16.95	19.85	23.00				
3	10	11	12	13	14	15	16	18	20	22	24	26				
INCH.	\$13.70	13.75	13.80	13.85	13.90	13.95	14.00	16.80	19.95	23.40	27.10	31.15				

WIRE SPARK GUARDS!

Japanned and Brass Wire. Superior manufacture. A trial order solicited. Send for best prices to the trade.

R. DENNIS,
London, Ont.

BOILER INSPECTION.

Self preservation is among the first of the laws of human life. It seems a part of our instinct to look after self first, and then after those closely related to us either by the ties of kin or friendship. The philanthropist devotes himself to the care of the oppressed and ignorant. It is through his efforts that we legislate for the welfare of the home, the community, and the state. The vast interests of the nation demand protection, and to this end we fortify ourselves against the inroads of an enemy. As we make the nation strong so we protect and benefit the individual, who is one of its recognized factors. But why spend too much of our time on the great things, and let others suffer for lack of attention? Some may argue "that there is no use in making laws for they will not be enforced." Give us the law first, and then there is a possibility of enforcing it. Public sentiment sooner or later will demand at least an attempt to enforcement. No law, no chance, but with a law on the statute books, an opportunity will speedily present itself for testing its merits.

It has been the study of the mechanic to construct steam boilers so that there will be the least danger possible. Steam gauges and safety valves are provided, but by neglect they are allowed to get out of order and their purpose is not served. The inexperienced and incompetent often try to take charge of a boiler and endanger their own and the



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

Our new gauge for Creamery Cans is just what the trade have long asked for. Sample order will prove this.

All sizes body stock to suit trimmings. Milk and Delivery Cans made up. Sap Buckets and Spiles.

We make and supply everything used by the Stove and Tinware Trade.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

lives of others about them. Stationary engines and boilers, also those afloat on inland waters, are generally insured and inspected by some insurance company, so that the chance of explosion is not great, but the portable steam engines where there is no state law are under no one's supervision, and there is no one to assume any responsibility. Steam engines used by threshers throughout the agricultural districts, are sometimes neglected from one season to the other, and allowed to become rusty, and when brought into use and handled by incompetent engineers, they too often produce disastrous results.

A few states have realized the importance of the situation and have demanded state inspection.

In the states where the law has been tried it has met with great favor. In one district in North Dakota, in which are 650 steam boilers, during the year there have been no explosions. Last year in the same district there was no inspection, and there are recorded four explosions in which nine persons were killed and eight injured. If we may take this as any criterion, surely an inspection law seems to go far toward solving the problem. The expense of carrying out the provisions of the law need not to be considered, for in all probability the fees would go far toward bearing the expenses of the office.

It is admitted in all lines of business that there are certain risks that must be run. In some the risk is greater than in others.

Where the risk is great there is usually some pecuniary compensation. For money, men will take all the odds against themselves and endanger their lives. The ignorant few are those who are ever ready to take the extra hazardous risks. The cautious, be they ever so thoughtful, must suffer at the expense of the foolhardy. It devolves upon the conservative to reduce the opportunities of recklessness to a minimum, and in order to do so they must call upon the state for protective laws.

Politics are ever ready to creep in, and sometimes a man may secure his position, not because he is fitted, but accepts it as a reward for services rendered in securing the election of the one who has the appointment at his disposal. Eliminate politics and let the man be chosen for an inspector who is thoroughly competent and faithful to his trust and willing to do his duty, and a state law cannot fail to be beneficial. Every engineer should welcome such a law, and consider it a great protector to all who set any value on human life. Let the time hasten when every man may feel that he receives the fullest protection that the law of his state can give him.—Bar in the Northwestern Mechanic.

A customer secured is a promise of greater salary in time.

Master the whole business and the way to fortune has been mapped out.

Restore goods to their proper places as soon after using as possible.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE." }

GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

MILD OR SOFT STEEL.

The technical reader, says the Iron Age, does not need to be informed upon this subject. With him it is by this time an old story. But there is a large class of iron consumers now beginning to use steel for ordinary purposes who are not sufficiently familiar with technical terms to have clearly comprehended what has been written and printed concerning new steel processes. It is surprising how many otherwise well-informed persons still retain the old idea that steel is a metal which will always harden and temper, will not easily weld, and cannot be worked in the same way as wrought iron. To them "soft steel" is a queer term, and naturally calls out an inquiry as to what it means and how it is made. To meet the desires of this class of consumers the following explanation is given, this description being pronounced by steel experts to be the most compact and plainly worded which they have seen regarding the Bessemer process.

As this article has been chosen in many places as a substitute for iron of high grade, it may be interesting to know just what is meant by the term "mild steel." When made in large quantities it is produced to best advantage by the pneumatic or Bessemer process, and to be of best quality the ores from which the pig iron is made should be of the highest grade of Bessemer, free from phosphorus and other impurities. The pig iron is melted in cupolas, built with reference to their special work, and then drawn off in quantities of 6 to 7 tons at a time, and transferred to a converter, a pear shaped vessel located within easy reach of the cupolas. The converter is built of heavy iron plates, lined on the inside with refractory material, and the bottom is provided with air passages called tuyeres, 10 or 12 in number, made of refractory material, similar to the lining. Air is forced at high pressure, by blowing engines, through the trunnions, by which the converter is suspended, to the bottom and through the tuyeres. When receiving its charge the converter is turned on its side and the molten metal is poured into the small end or nose; the converter is then turned to an upright position and the melted iron is violently agitated by the air passing through it at high pressure. Silicon is first burned out, and the carbon contained in the pig iron is consumed, the length of time required being about 20 minutes to each charge. Experience and skill of the operators are here shown in watching the color of the flame and determining the instant at which the pressure of air shall cease. This is when the carbon has been entirely consumed, at which time the melted iron is ready for conversion to steel. The converter is turned down on its side and recarbonizing material, ferromanganese, is put into the converter, sometimes in lumps, sometimes in a molten state, the exact

quantity being carefully weighed in order that the steel may be of such quality as the purpose for which it is to be used requires. After this the molten metal is poured into a ladle, and the ladle transferred by cranes over ingot molds into which it is poured, and from these transferred to the blooming mills for rough shaping into such forms as are required for drawing bars, plates, sheets, etc. The result has been to change cast iron to a material as soft as the best quality of wrought iron, capable of being forged to shapes, bent cold, punched or drilled and welded, having an ultimate tensile strength of 60,000 to 65,000 pounds per square inch.

THE DEALERS AND THE FARMERS.

"I am advising all my farmer customers to hold on to their wheat even though I need the money they owe me," said one Dakota merchant to the Northwest Trade's representative during the recent depression in the grain market. "Our farmers must get every cent there is in their crop or they cannot pay their old bills. Our interests as merchants are so closely allied with those of the farmer as to make it imperative for us to help them get their just dues. I feel as if I must fight for the farmers, although our jobbers will have to extend the time on our bills."

"I do not ask any of my customers to sell their wheat at present prices, but I tell you what I do want you to do for me," said another Dakota merchant to one of his many applicants for an extension of time. "I want you to put enough wheat in store to fully cover your indebtedness to me, and turn the tickets over to me so that I may be able to raise money on them in the bank to pay my bills with. Then you may sell your wheat whenever the price suits you, and any surplus that may arise will be turned over to you. I have to have money now, no matter what wheat brings."—Northwest Trade.

The Standard Oil Company have now control, it is reported, of nearly every tank steamer carrying petroleum from the United States to Europe. With their recent purchases the company's fleet now includes 21 steamers of this class, having a total capacity of 24,435,000 gallons, or enough, it is claimed, to carry in 20 trips the entire year's export.—Iron Age.

The total exports of iron ore from Canada in 1890 amounted to 17,443 tons, valued at \$30,887. Of this quantity Ontario produced 9,116 tons, and British Columbia 4,545 tons. The total output last year was 84,181 tons, valued at \$151,640, and of this quantity Nova Scotia produced 54,161 tons. The Londonderry mines in Nova Scotia had an output of 41,619 tons, or about half the total Canadian product.—Iron Trade Review.

Goods conveniently located save time, money and temper in showing.

HARDWARE IN CONTINENTAL EUROPE.

A report from Milan on the prospect for German goods in Italy mentions that for machine-tools buyers can be found in the northern parts of the country. For metal working appliances England and Switzerland are sharp competitors, but England leads with respect to wood working machinery. Small cast iron wares are difficult to sell. Enamelled household utensils of German make are liked, but, for the bulk of the would-be buyers, are too high in price. The most likely districts for the sale of agricultural implements are Southern Lombardy, Emilia and Apulia, in which parts of the country large areas are devoted to corn growing.

In France a fair volume of business is to hand in most of the hardware manufacturers, and the prospects for the winter are generally accepted as favorable. This is not the case in wire drawing and wire nail industry, however, in which the severity of German competition is reported to be leading to a general decline of export trade. The axle makers state that business is up to the average of this, the quiet season of the year. In the iron mongery branches there is a good trade doing, and some of the iron-founders report an improvement in demand. In the nut and bolt trade there has been a considerable arrival of new orders lately, both as regards engineering and coach building sorts. The winter inquiries for movable stoves are coming to hand more rapidly. Prices in most of the branches are firm, and in some cases are moving upwards.—Hardware N. Y.

THE USE OF MONEY.

Young people of both sexes should early be taught the use of money, and to rightly know its value they should be given ways of earning it, to spend, within reasonable limits, as they choose. Much of the work which even little children do in the shape of chores around the house ought to be paid for, as perhaps a better way of getting money into a child's hand than any other. It is very demoralizing to beg, and the child that is encouraged or even allowed to get its spending money in this way is surely laying up a poor foundation for after life. On the farm the means for earning money should as much as possible be based on farm operations. When the boys see in their own pockets some of the money made by farming, they will take more interest in their daily work. Unless parents who are farmers desire to discourage their sons from following this business, they should be allowed to do something each year on their own account, and have the money they thus make. The little thus earned early by themselves will be worth a hundred times as much as if left to them after the death of their parents, who had previously kept them ignorant of any practical knowledge of the value of money and its uses.—Manufacturers' Gazette.



ONTARIO.

Brockville—Chase, A., fancy goods, etc., assigned.

Blytheswood—Dunbar, Geo., & Son, general store, assigned to Geo. E. Forsyth.

Caledonia—Leach, Joshua G., boots and shoes, assigned to Daniel McLean, Toronto.

Campbellford—McDonald, Thos., grocery, burnt out, partially insured.

Cobourg—Hagermann & Co., confectioner etc., assigned to W. R. Riddell, Cobourg.

Dutton—Burgess, Mary, (Mrs. Wm. B.) general store, assigned to Daniel C. Davies.

Fergus—Black, John, produce, etc., elevator, etc., burnt.

Georgetown—Glass J. A. merchant tailor, assigned to Robt. Jenkins. Toronto.

London—Angus, G. P., gents' furnishings, assigned to C. B. Armstrong, London, and stock, etc., adv. to be sold by auction on 14th inst: Reves, J. C., boots and shoes, assigned to C. B. Armstrong, London: Somerville & Fredericks, grocer and liquors, assigned to Peter, Birtwistle, London.

McIntyre—McFarland, S. J., (Mrs. D. C.) general store, assigned to C. McD. Williams, Maxwell.

Midland—Jeffrey & McDonald, general store, burnt out, insured.

Ottawa—Laporte, Jos., grocer, assigned to L. P. Casgrain.

Port Colborne—Smith, R., general store, called meeting of creditors for 9th inst.

Paris—Simpson, Geo. T., (estate of) grocery, etc., stock, etc., advertised to be sold by auction on 14th inst.

Parry Sound—Oldfield, Samuel E., agricultural implements, assigned to H. Armstrong, Parry Sound.

Sault Ste Marie—Quibell W. A., dry goods, obtained an extension.

Toronto—Davidson, J. E., planing mill, assigned to W. H. Essery, Toronto: Framp-ton, R. J., baker and confectioner, assigned to John Reed, Toronto: Brownlee, Chas., Furniture, meeting of creditors: Hunter, Wm. Henry, fruit and fish, assigned to G. M. Gardner, Toronto: Lovell Bros., manufacturing stationers offering to compromise: Switzer, Albert, builder, assigned to G. M. Gardner Toronto.

Windsor—Mead, A. R., Jeweler, assigned to J. C. Iler, Sandwich.

Yarker—Barton, W. W., general store, sold out to Euart & Vanlusen.

MANITOBA AND NORTH-WEST TERRITORIES.

Brandon—Chaney, A. M., grocery, assigned in trust.

Manitou—Huston & Betts, general store, granted an extension.

Winnipeg—Henderson & Bull, W. com. and grocery, style now W. F. Henderson & Co.; Kee, Robt., grocery, offering to compromise.

QUEBEC.

Coaticooke—Quevillion, J. B., grocer com-promised.

Farnham—Gendron, Jos. A., general store stock, etc., advertised to be sold by auction on 14th inst.

Hull—Marion, Louis & Co. tailors, as-signed.

Lachute Mills—Banford, Robt., general store, offering to compromise; Bradford, John E., general store, sold out; Manly, R. T., general store, stock sold to Jas. Fish.

Montreal—Stuart, Walter E., butcher, of-fering to compromise; Watson & Cox., man-ufacturers varnishes, etc., stock damaged by fire and water, fully insured; Bertrand, F. X. & Fils, grocery, assigned; Conroy, J. M., clothier, assigned; Moore, T. F. & Co., coal and wood, assigned.

Newport—Jessop, Jas., general store, stock, etc., advertised for sale by tender.

St. Bazile Le Grand—Lariviere, Amadee, hotel, assigned.

St. Cunegonde—Gareau, Jos., merchant tailor, demand of assignment.

Tadousac—Maher, John, W., general store, demand of assignment.

Thedford Mines—Labranche, F. X., gen-eral store, assigned.

Victoriaville—Trottier, Alfred, saw mill, assigned.

Windsor Mills—Roux, T., general store, demand of assignment.

NOVA SCOTIA.

Amherst—McSwaine, R., Tailor assigned.

Antigonish—Marcou, L. N., jeweler as-signed.

Baddeck—McLeod, Margaret. Hotel and liquors, assigned.

Halifax—Anderson, C. & W., wholesale and retail grocers advertising retiring from business: Godfrey, F. W., produce, assigned: Major, Thos., grocer, admitted C. S. Major partner, under style T. Major & Sons: Outhit C. W., produce and commission, stock dam-aged by removal, insured: Smith, A. & W. & Co., wholesale grocers, etc., stock damaged by smoke and water: Walsh, Thos. & Co. painters, assigned.

Kentville—Arnold, John M., grocery, etc., assigned.

Pugwash—Copp, F. E., general store, burnt out: Elliot, J. A., & Son, general store, burnt out.

Sydney—Ingraham, Caroline L., general store, assigned.

Westville—Brown & Sangster, general store, assigned.

Windsor—Graham, Jas, E., wholesale and retail grocer assigned: Shand & Burns gro-cer and flour dissolved.

NEW BRUNSWICK.

Moncton—Babin, E., grocery, partially burnt out, insured.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

TAKING CARE OF ROPES.

An article in a recent issue of the Journal of Commerce gives some interesting and valuable information regarding ropes, from which the following extracts are made. It is stated that the reason why it is necessary to take out the "turns" in a new rope, and that it is untwisted when first put to work, is that in making ropes, the fibres are first spun into yarn, this yarn being twisted in a direc-tion called right hand. From twenty to one hundred of these yarns are then put together and twisted in an opposite direction, or left handed.

This forms a single strand of rope; from three to four of these strands are again twisted together and it will be noticed that as this twisting is again in the right hand direc-tion, it untwists the strands and again twists up the yarn. When a weight is placed upon one end of the rope, its tendency is to un-twist and become longer, and the untwist-ing will continue until the strain of the un-twisted strand just equals the strain of the yarn being twisted together.

If it were possible, in making a rope, to put in just enough twist so that these strains should balance each other, then there would be no necessity for taking out the turns when a new rope is put to work. The greater the twist, the harder the rope, and a rope with little twist is much softer and stronger. The reason for this is easily seen, as in a tightly twisted rope the strain does not come as near in the direction of the length of the rope, and weight upon the rope forms a breaking instead of a stretch-ing strain.

Ropes sometimes wear out internally while apparently sound outside. This is caused by bending the rope over a sheave. In doing this the fibres slide a small distance upon each other and eventually wear out. In the best ropes this wearing out is pre-vented by lubricating the strand with plum-bago, mixed with a small quantity of tallo-w, just sufficient to hold it in place.

In designing pulleys, they should not be made less than forty diameters of the rope; this is the limit of economical wear and they may be made as much larger as practicable. The speed of ropes may vary from 2,500 to 5,000 ft. per minute. If five feet be taken as a minimum diameter of a pulley for a rope one and a half inches in diameter and run-ning 2,500 feet per minute, the pulley should increase one foot in diameter for each 1,000 added revolutions per minute.

The Patrons of Industry are talking of building a store at Newbury, Ont.

The E. B. Eddy Manufacturing Company, limited, will apply to Parliament for an Act empowering the company to reduce its capital stock to \$300,000.

Secretary Wills, of the Toronto Board of Trade, has opened a visitors' book in the new building. The first entries were made by W. A. C. Baldwin, Quebec; Walter Gibbs, London, and David Plewes, Brantford.



The above Brand of Lead
Requires no Association Guarantee.
It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East,
TORONTO.

How to Sell Goods

Ssmd Ten Cents to the HARDWARE PUB-
LISHING CO. for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb ingots, per lb	23½ 24½
Straits 100 lb ingots.....	23½ 24½
Strip	26½ 28½
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S. Per box	
I.C., usual sizes	\$6 25 \$6 50
I.X., " "	7 50 7 75
I.X.X., " "	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	5 25 5 50
I.X., " "	6 25 6 50
I.X.X., " "	7 25 7 50
L.XXX., " "	8 25 8 50
D.C., 12½ x 17	4 75
D.X., usual sizes	5 75
D.X.X., " "	8 10 6 65
Note.—Other brands might be shaded by 25c. per box.	
Coke Plates—Bright.	
Bessemer Steel—	
I.C., usual sizes	4 25 5 00
I.C., special sizes	4 00 5 00
B.V. Grade, I.C., usual sizes	4 60 4 75
Note.—Round lots of 14x20 might be purchased of 10c. per box less.	
Charcoal Plates—Terne.	
Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 50 8 75
Charcoal Tin Boiler Plates.	
Cookley Grade— Per lb.	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
14x60, " "	
14x65, " "	
Iron and Steel.	
Common Iron, per 100 lb	Base Price. \$2 30 2 40
Refined " "	2 55 2 65
Horse Shoe " "	2 60 2 65
Band " "	2 75 3 00
Hoop " "	2 75 3 00
Swedish " "	4 00 4 25
Nova Scotia Bar Iron.....	2 50 2 75
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 25 3 40
Best Cast Steel, per lb.	0 13½ 0 14
Russian Sheet " "	0 10½ 0 12
Tank Plates	2 25 2 50
Boiler Rivets.....	4 50 5 00
Boiler Tubes.	
2-inch	12c
3-inch	17

Boiler Plate.	
½ inch.....	\$2 75
5-16 " and thicker	2 60
Sheet Iron,	
1 to 20 gauge	3, 3½
22 to 24 " "	2½, 3
26 " "	3, 3½
28 " "	3½, 3¾
Canada Plates.	
Blaina.....	½ bright 3 20 3 25
Boars Head.....	" None
Maple Leaf.....	" None
All Bright.....	" None
Iron Pipe.	
Wrought, 55 to 57½ p.c. dis.	
Galvanized, 25 to 27½ p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Galvanized Iron.	
Queen's Head—	
16 to 24 gauge, per lb	5½, 5¾
26 gauge, " "	5½, 6
28 " "	5½, 6½
Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, " "	5½, 6½
28 " "	5½, 6½
Note.—Cheaper grades about ½ cent per lb less.	
Chain.	
Proof Coil, 3-16 inch, per lb.....	7½ 7¾
" " " " " "	6 6½
" " " " " "	5½ 6
" " " " " "	5½ 5½
" " " " " "	5 5½
" " " " " "	4½ 4½
" " " " " "	3½ 3½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10
Copper—Ingot.	
Lake Superior, per lb	0 00 0 00
Baltimore " "	"
English B.S. " "	0 15½ 0 16
Bolt or Bar.	
Cut lengths, round, ½ to 1 in. \$0 28 \$0 31	
round & square	
1 to 2 in	0 26 0 28
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.	

Sheet.	
Untinned, 14 oz. and light,	
16 oz, 14x48 and 14x60	\$0 20 0 21
Untinned, 14 oz. and light,	
16 oz, irregular sizes	0 21 0 22
Note.—Extra for tinning, 2½ cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14x	
48 and 14x60	0 30 0 32
Brass.	
Brass. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb.	0 22 0 26
" 35 to 45 " "	0 21 0 22
" 50 lb and above per lb	0 20 0 21
Boiler & T. K. Pitts.	
Plain Tinned, per lb.	0 26
Spun " "	0 30
Wire.	
Pure, in coils—	
From 1 to 20 gauge.....	0 25 0 27
From 20 gauge, up	0 28 0 30
Brass.	
Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" " 27 to 30 " "	0 23 0 29
" " 30 and up.....	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 25
Zinc Spelter.	
Foreign, per lb.	0 06½ 0 06¾
Domestic " "	0 05½ 0 05¾
Zinc Sheet.	
5 cwt casks.....	0 06½ 0 07
Part casks.....	0 07 0 07½
Lead.	
Imported Pig, per lb.	0 04 0 04½
Domestic " "	0 04 0 04½
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
by roll	4 75 5 00
Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.	
Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.	
Solder.	
Half-and-half (guar.) per lb	0 20 0 22
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.	

Antimony.	
Cookson's, per lb.	\$0 21 \$0 22
Other makes " "	0 19 0 20
Pure White Lead, ground in oil,	
Associat'n guarantee, per lb.	5½
No. 1 Do.....	0 5½
No. 2 Do.....	0 4½
No. 3 Do.....	0 4½
Prepared Paints.	
(In ½ and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities " "	0 85 0 90
Colors in Oil.	
(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow " "	0 09
Golden Ochre " "	0 06
French " "	0 05
Marine Black " "	0 09
" Green " "	0 09
Chrome " "	0 08
French Imperial Green	0 14
Colors, Dry.	
Yellow Ochre (J.C.) in bbls, per cwt	1 40
" " (J.F.L.S.) " per lb	0 01½
Venetian Red (R.C.2) " "	0 01½
Ven. Red, Cookson's " "	0 02
English Oxides " "	0 03½
American " "	0 02½
Paris Green, per lb	0 15½ 0 16
Burnt Sienna " "	0 08½
Burnt Umber " "	0 06
Drop Black " "	0 09
Chrome Yellows " "	0 12
" Greens " "	0 12
Golden Ochre	0 03½
Varnishes (in bbls).	
No. 1 Furniture, per gal	0 70
Extra " "	1 00
Brown Japan " "	0 70
No. 1 Carriage " "	1 50
Gold Size Japan " "	1 40
Pure Orange Shellac " "	2 20
Hard Oil Finish " "	1 50
Linseed Oil (in bbls).	
Raw, per gal	0 65
Boiled " "	0 68
Turpentine (in bbls)	
Selected Packages, per gal	0 62 0 63
Castor Oil.	
Best, per lb.	0 10½ 0 12
Glue (in bbls)	
Common, broken	0 10 0 12
French medal	0 12 0 13
Cabinet makers	0 17 0 18
White.....	0 16 0 17

White Lead, pure, 25-lb irons, per lb	0 06 1/2
" No. 1	0 05 1/2
" No. 2	0 04 1/2
" No. 3	0 04 1/2

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12 1/2
Anvil and Vice combined each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	0 65 1 59
Pegging, "	0 65 1 25
Brad, "	0 85 1 60
" handled	3 60 7 30
Saddlers', "	0 45 1 60

Awl Hafts.

Patent Peg, per gross	7 50 9 00
" Sewing, "	7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross. 8 00 15 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 25 p.c. off Revised list.

Bells—Hand.

Brass, 60 to 66 1/2.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro 4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 percent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37 1/2, 40 percent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings, discount 60 per cent.
Jennings' Imitation, list 45, 47 1/2 per cent.
Jenning's Gen, net list to 5 p. cent. dis.

Car.

Gilmour's, 47 1/2 to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis, 60 and 5 per cent. to 65 per cent.
Tire, dis. 50 to 60 and 10 per cent.
Stove, dis. 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 60 to 60 and 5 p. c.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs	0 50 3 40
Berlin Bronze Cana'n	0 85 3 20

Broilers.

Light, dis. 35 to 40 per cent.
Reversible, dis., 65 to 70 per cent.
Vegetable, per doz. 1 12 2 35
Henis, No. 8 " 6 00
" No. 9 " 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.

Wrought Steel.

Fast Joint, dis. 60 to 60 & 10pc.
Loose Pins, " 60 to 60 & 10pc.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz. 0 70 0 95

Carpet Stretchers.

American, per doz.	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz.	22 50
World	21 75
Daisy,	24 00
Star,	18 00
Crown Jewel, per doz	29 00
Grand Rapids,	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.

Plate

No 31 and 32, per gross 8 50 11 25

Cattle Leaders.**Cement.**

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 50 0 85
White, lump, per lb.	0 01 1/2 0 01 1/2
Red	0 05 0 06
Crayon, per gross	0 10 0 15

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.	
Canadian, dis 35 per cent.	
Tanged Firmer per doz	0 85 4 00

Clamps.

Judd's, dis. 20 p.c. 3 00 10 00
Stearns, per doz.

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
" No. 2	2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and 1/2 p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz.	0 88 1 60
English, "	2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz.	16 00 51 50
P. S. & W., dis. 40 per cent.	

Twist.

Morse, dis. 30 to 33 1/2 per cent.
Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

Dis. 20 to 33 1/2 p. c.

Fawcets.

Cork Lined, per doz.	0 30 0 60
Wine, per doz.	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p.doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.
Horse Rasps, Spencer's, dis. Can. list, 33 1/2 p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Peerless, discount 45 p. c.

Gem, dis. 50, 50 & 10 p. c.

Fruit Presses.

Henis' per doz. 4 00
Enterprise, discount 10p.c.

Fry Pans.

Acme, discount 55 to 60 per cent.

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

4th quality Star, 1st break	1 50
" 2nd "	1 60
" 3rd "	3 50
" 4th "	3 90
" 5th "	4 20

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary.	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list.
Can. discount 25 to 27 1/2 p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12 1/2 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37 1/2

Handles.

Axe per doz.	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p.c.

Hoe.

C. & B., discount 30 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian, per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37 1/2, 40 p.c.

Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.

Light T and strap, dis 60, 62 1/2 percent

Heavy, per lb. 0 5 0 05 1/2

Screw and Strap, per lb. 0 03 1/2 0 04 1/2

Per doz. sets

Screw, Eureka 1 13 1 80

Gate, Clark's 1 50 2 20

" Shepherd's 1 00 1 50

Spring 1 50 3 50

Hoes.

Garden, Mortar, etc., discount 40 per cent.

Planter's per doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10

Clothes Line, " 0 27 0 63

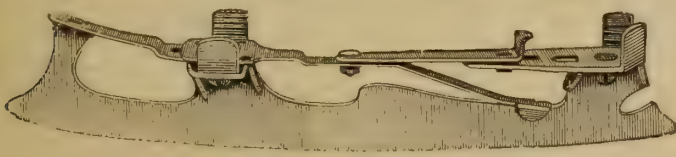
Harness, " 0 72 0 88

Hat and Coat, per gross. 1 00 3 00

Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 17 1/2, 20 p.c.



HEADQUARTERS FOR

Bowman, Kennedy & Co.,
LONDON, ONT.,

Acme Club Skates, Sleigh Bells, Cow Ties. Snow Shovels X Cut Saws,
Buck Saws, Axes, Ammunition, Sporting Goods, all kinds,
Cutlery, Silverware, &c.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.	Planes.	Screens.	Tape Lines.
Wire.	Wood, bench, Canadian, or American dis. 50.	Window, patent, per doz. 6 00 7 50	English, ass skin per doz. \$2 75 \$5 50
Hat and Coat, dis. 35, 40 p.c.	Wood, fancy Canadian, or American dis. 35, 37½ per cent.	Screw Drivers.	English Pat. Leather 5 50 9 75
Belt, per 1,000. 0 60 2 70	Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.	Sargent's, per doz. 65 4 00	Chesterman's, each 0 90 2 85
Screw, bright, Eng., dis. 40, 5, 45 per cent.	Miscellaneous, dis. 10 to 12½ per cent.	Screws.	" steel, each. 0 80 8 00
Canadian, dis. 50 to 60 and 5 per cent.	Bailey's Victor, dis. 10 to 12½ per cent.	Wood, F. H. Iron, 77½ per cent. dis.	Thermometers.
Horse Nails.	Plane Irons.	" R. H. 72½ " "	Tin case & dairy, dis. 75 p.c.
Horse Shoes,	English, per doz. 2 00 5 00	" F. H. Brass 75 " "	Thimbles.
Per keg 3 75	Pliers and Nippers.	" R. H. 70 " "	Asbestos, filled, per doz., dis 25 off.
Ice Picks.	Button's Genuine, per doz. prs. dis	Bench, wood, per doz. 3 25 4 00	Ties.
Star, per doz. 3 00 3 25	37½, 40 p.c.	Bench iron per doz. 4 25 5 75	Cow, per doz. 1 25 2 50
Kettles.	Button's Imitation, per	Scythes.	Tinner's Shears and Snips
Brass spun per lb. 0 25 0 30	doz. 7 40 10 25	Discount 40 per cent.	P.S. & W., 10 p.c. advance on American list.
Copper, " 0 40 0 45	German, per doz. 60 2 60	Scythe Snaths.	Tinware.
Enamelled Can. 50 p.c.	Plumbs and Levels	Canadian, dis. 33½ to 35 p.c.	Stamped, dis. Assn list, 70, and 12½ per cent.
American, 50 and 10, 60.	S. R. & L. Co., dis. 65 p.c.	Shears.	Japanned, dis. Prices on application
Keys.	Poppers.	B. & W., japanned, dis. 75 per cent.	Pieced, dis. " " "
Lock, Can, dis. 50 p.c.	Corn, square, per doz. 1 35 2 00	B. & W. N. P., dis. 65 p.c.	Transom Lifters
Cabinet, Trunk, and Pad- lock, Am. per gross. 1 60 4 75	Pruning Shears.	Seymour's dis. 60 p.c.	Payson's, dis. 25 per cent.
Knobs.	Per doz. 4 00 5 50	Ætna, dis. 75 @ to 75 and 10 per cent.	Traps.
Door, japanned, and N.P., Can. list dis. 50 p.c.	Pulleys.	Heinrich 60 per cent.	Game, Newhouse, dis. 17½, 20 per cent
Bronze, Berlin, per doz. 2 75 3 25	Hothouse, per doz. 55 1 00	Sliding Door, per set 77 1 40	Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.
Bronze, Gem, " 6 00 9 00	Axle, 22 33	Steel Shingles.	Mouse, per doz. 0 35 1 50
Lava " 8 75 10 00	Screw 27 1 00	The Metallic Roofing Co. of Canada. per square.	Rat " 2 00 4 50
Shutter, porcelain, F. &	Awning. 35 2 50	Heavy Eastlake Galvanized 5 75	Trowels.
L screw, per gross. \$1 30 4 00	Rumsey or Canadian Cistern & Pitcher Spout, 60 and 60 and 10 p.c.	Light " 5 25	Disston's, discount 10 p.c.
Ladles.	Punches.	Heavy Eastlake Painted 4 00	German, per doz. 4 75 9 00
Melting, per doz. 1 70 4 50	Saddler's, per doz. 1 00 1 85	Light " 3 75	Brade's " 00 10 50
Lemon Squeezers.	Conductors, " 9 00 15 00	Tower or Mansard Galvanized. 6 25	S. & D., discount 35 p.c.
Porcelain lined, per doz. 2 20 5 60	Tinner's solid, per set. 72	Tower or Mansard Painted. 4 50	Triers.
Galvanized, " 1 87 3 85	hollow, per inch 1 00	Terra Cotta Painted Tile. 7 00	Butter, per doz. 6 25 9 00
King, wood, " 2 75 2 90	Putty.	Eastlake Painted Siding 3 50	Twines.
" glass, " 4 00 4 50	Bladder, per 100 lbs. 2 00 2 25	Manitoba Galvanized Siding 4 75	Bag, per lb. 0 12½ 0 20
All glass, " 1 20 1 30	Tins, lbs. 2 50 2 75	Heavy Man. Painted Siding. 3 50	Wrappg, mottl'd, pr. pack. 0 50 0 60
Lines.	Rail.	Light Manitoba Painted Siding. 3 50	cotton, per lb. 0 18 0 20
Fish, per gross. 1 05 2 50	Barn Door, per foot. 3 3½	Heavy Sheet Pressed Brick. 3 50	Mattress, per lb. 0 33 0 45
Chalk, " 1 90 7 40	Sliding Door, " 3½ 3½	Light Sheet Pressed Brick. 3 25	Staging " 0 27 0 35
Locks—Door.	Rakes.	Painted Crimped, Siding or Ceil. 3 50	Broom " 0 30 0 55
Canadian, dis. per cent. 50	Cast Steel and Malleable, Canadian	Shot.	Binding, flax, per lb.
Russell & Erwin, per doz	list dis. 40 per cent.	Canadian, dis. 7½ per c.	" jute "
Cabinet.	Razors.	Shovels and Spades.	Vises.
Eagle, dis. per cent, 30 per cent.	Boker's, per doz. 7 50 11 00	Canadian, dis. 37½ to 40 per cent.	Hand, per doz. 4 00 6 00
Fawcok.	Wade & Butcher's " 3 60 10 00	Sieves.	Bench, parallel, each 2 00 4 50
English and Am. per doz. 50 6 00	Currier's, per doz. 1 25 3 60	Wood Rim, black, p. doz. 1 15 1 35	Coach, each. 6 00 7 00
Scandinavian, " 1 00 2 40	Rivets and Burrs.	" tinned, " 1 35 1 60	Peter Wright's, per lb. 0 12 0 13½
Eagle, dis. per cent, 15 to 17½ per cent	Copper Rivets, dis. 40.	" black, " 1 80 2 25	Pipe, each. 5 50 9 00
Mallets.	Iron " 40 to 45 per cent.	Snaps.	Saw, per doz. 6 50 13 00
per doz. 1 25 1 50	Burrs, Iron, 30, 33½ per c.	Harness, German, p. gro. 2 00 5 50	Washer Cutters.
Carp'trs, hickory " 1 25 3 75	Rivet Sets.	Acme, " 3 00 5 00	Per doz. 4 00 8 50
Lignum Vitæ, " 3 85 5 00	Canadian, dis. 30, 35 per c.	Lock, Andrew's " 4 50 11 50	Well Wheels.
Caulking, each. 1 60 2 00	Rope.	Soap	Amer., per doz. 8, 10 & 12 in. 3 38 6 00
Mattocks.	Sisal, per lb. 11½ 12	Sapolia ½ gross boxes. 3 25	Wire.
Canadian, per doz. 8 50 10 00	Manilla, " 15 16	¼ and ½ gross boxes per	Market, bright and annealed, oiled
Meat Cutter.	New Zealand. 11 11½	gross net cash. 12 00	and annealed, Nos. 1 to 16, net list
Enterprise, dis. per cent. 20 25	Cotton, " 22 25	Soldering Irons.	from stock p.c. dis. from factory.
Dixon's, each. 1 60 2 00	Russia Deep Sea, per lb. 15 16	Per lb. 0 32	Market, coppered, net list from fac-
Woodruff's " 1 10 1 70	Jute " 09½ 10	Wrought Spikes.	tory.
Hale's, " 1 05 1 50	Rules.	Discount, net list to 10 per cent.	Market, tinned per lb. 0 04½ 0 08
Hume, " 13 00 16 00	Boxwood, dis. 75 & 10 & 5 to 80 per c.	Spoke Shaves.	Galvanized Fence, net list from stock;
Mining Knives.	Ivory, dis. 40, 40 & 5 per cent.	Wood, English 1 80 5 00	5 p.c. dis. from factory.
American, per doz. 42 2 35	Sad Irons.	Iron, American 1 35 2 35	Tinned Broom, from 19 to
Molasses Gates.	Mrs. Potts, per set 0 95	Spoons and Forks.	22 gauge, per lb. 0 07 0 07½
Stebbin's Patent, dis. per cent, 65 to	N. P. " 1 25	Tea Spoons, " per gross 7 50 12 00	Malin's Wire on spools, dis. 30 to 35
70 per cent	Sand and Emery Paper.	Dessert, " 21 00 0 06	per cent
Nails.	Emery, per quire. 55 90	Table " 30 00 30 00	Clothes Line, galv., p. 100ft. 0 25 0 55
Cut, 3 in. and upwards, 2 60	Sash Cord.	Dessert Forks. 24 00 0 06	Barbed Wire.
Brads & Moulding Nails, discount 60	Per lb. 22 50	Medium " 27 00 0 06	Galv. steel barb fencing
per cent.	Sash Locks.	Table " 36 00 0 06	"Lock Barb," 4 point. 0 ½ 0 05½
Wire Nails, 65 per cent.	Triumph and Morris, dis 37½, 40 per	Squares.	Ditto Glidden 2 point. 0 05½ 0 06
Nail Pullers.	cent.	Iron, per doz. 1 65 2 90	Galv. Steel, plain twist. 0 05
German & American. 1 85 3 50	Kempshell's dis. 40, 62½ per cent.	Steel, dis. 75 p.c.	Galvanized Barb, "Ly-
Nail Sets.	Canadian, dis. 45, 50 p.c.	Try and bevel, dis. 50 to 52½ per cent	man," 2 to 4 points. 0 05 0 05½
per gross	Sash Weights.	Staples.	Terms, 60 days or 2 per cent off for
Square, round and octa-	Sectional, per lb. 2½ 3 00	Fence, galvanized, per lb. 5 5½	cash—10 days.
gon. 3 38 4 00	Sausage Stuffers.	Wrought Iron, dis. 75, 75 and 10 per	Wire Cloth.
Diamond. 12 00 15 00	Each 1 00 3 00	cent.	Ordinary, discount 25 p.c.
Oil.	Saws.	Stocks and Dies, Amer. dis. 25 per	Painted Screen, p. 100 sq ft. 2 25 2 5
Canada Refined Oil (Toronto) 0 16	Hand, Disston's, dis. 10 p.c.	cent.	Wrenches.
Carbon Safety " 0 18 0 18	S. & D., dis. 35 to 40 per cent.	Stone.	Agricultural, 65 p.c.
Canada W.W. " 0 20	Cross-Cut, Disston's, per ft. 35 to 55.	Washita, per lb. 0 15 50	Standard, dis. 60, 60 & 10 p.c.
American W.W. " 0 25	S. & D. dis. 25 to 35 per cent.	Hindustan, per lb. 0 06	Coe's Gen'l, dis. 32½ p.c.
S. R. Seal. per gal. 0 63 0 65	Hack, complete, each. 1 75 2 75	Slips, per lb. 9	Diamond, dis. 33½, 35 p.c.
Oilers.	" frames only 75	Labrador, per lb. 0 13	Tower's Engineer, each. 2 00 3 00
McClary's Galvan. Iron	Saw Sets.	Axe, " 0 15	S., per doz. 5 80 7 50
Oil Can, with Pump,	Per doz. 1 65 9 00	Turkey " 0 50	G. & K.'s Pipe " 6 00
per doz. 19 50	Scales.	Arkansas " 1 50	Burrell's " each 3 40
Zinc and Tin, dis. 50, 50 and 10.	Canadian List, dis. 40 p.c.	Water-of-Ayr " 0 10	Pocket, per doz. 1 25 2 00
Copper, per doz. 1 25 3 50	Scale Beams.	Scythe, per gross. 3 50 5 00	Skates.
Brass, " 1 50 3 50	Canadian, B. S. & M. dis. 40 per cent,	Grind, per ton 15 00 18 00	Skeleton, dis. 10 p.c.
Malleable, dis. 25 per ct.	Scrapers.	Tacks, Brads, etc.	Whelpley's Pat. Club, Ladies',
Galvanized, per doz. 2 00 3 50	Box, per doz. 2 10 4 50	Cut, Carpet, gimp, blued, dis. 35 p.c	Brass Tops, 7½ to 9 in. 1 75
Pails.	Foot, " 40 3 50	" tinned, dis. 45 p.c.	Whelpley's Pat. Club, Gentle-
per doz. 6 00 9 00	Pencils.	Swedes iron, blued or tinned, dis. 12½ p.c	men's, Brass tops, 9½ to 12 in. 1 90
Picture Nails.	Dixon's, per gross. 1 00 4 25	Upholsterers' dis. 42½ p.c.	"Star" Mfg. Co's wrought steel
Porcelain Head, p. gross 1 65 3 00	" Carpenter. 2 25 3 60	Copper Tacks and Nails, dis. 35 p.c.	top, dis. 30 p.c., 8 to 12 in.
Brass Head, " 40 1 00	Picks.	Trunk and Clout Nails, " 40 p.c	Halifax Pattern, dis. 10 p.c.
	per doz. 6 00 9 00	atent Brads, dis. 40 p.c.	No. 0, Whelpley's, 8 to 12 in. 0 63
		Finishing Nails, dis. 35 p.c.	Forbes' New Patent.
		Cigar Box Nails, dis. 35 p.c.	Half-Patent, "Achieved" action
		Shoe Finders' Tacks & Nails, dis. 25 p.c	with finest tempered blades .. 4 00
			Full-Patent, "Achieved" action,
			with new patent blades 4 50

HARDWARE

CINCINNATI BELL FOUNDRY CO.
 SUCCESSORS IN 'BLYMYER' BELLS TO THE
BLYMYER MANUFACTURING CO.
 CATALOGUE WITH 2200 TESTIMONIALS
BELL CHURCH SCHOOL FIRE ALARM
 No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
 ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

NEEDHAM VEALL & TYZACK'S

CELEBRATED



WITNESS

CUTLERY

MANUFACTURERS OF

Table Knives, Carvers and Steels,
 Butcher, Palette and Artists' Knives

Fine Pocket Cutlery.

SCISSORS, RAZORS, ETC.

Agents for Canada

Watson & Pelton,

MONTREAL.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED.

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor),

TORONTO.

SUBSCRIBED CAPITAL, \$100,100. FULL GOVERNMENT DEPOSIT.

THE **BOILER INSPECTION**
 and **Insurance Company** of Canada.

SIR ALEX. CAMPBELL, K.C.M.G. PRES.
 (Lieut. Govr. of Ontario)

JOHN L. BLAIKIE ESQ. VICE PRES.



CONSULTING ENGINEERS.

G.C. ROBB, Chief Engineer A. FRASER, Secy. Treas.

HEAD OFFICE.

TORONTO.

The prevention of Accident and attainment of Economy in use of Steam, our chief aims.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
 & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
 FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'
 SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts.,

MONTREAL.



IMPROVED patent asbestos floor and partition thimble. Patentee and Sole Manufacturers, Canada and United States. Fairgrieve & Craig, 138 Richmond St., W.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL RAILS NEW OR SECOND HAND All Sections

Cast and Wrought SCRAP IRON in Car lots

Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

Genuine Coppered Babbitt

PRICES.

Anchor	per lb.	8c.
(For Shafting, etc.)		
Star	per lb.	12c.
(General Purpose)		
Star and Crescent	per lb.	16c.
(Heavy Machinery.)		
Diamond	per lb.	25c.
(Extra High Speed.)		

H. R. IVES & CO., Montreal.

MANUFACTURERS OF

Stoves, Hardware, Iron Railing, etc.

MONTREAL SMELTING WORKS

HAVING been large users of Antifriction Metals for many years, and suffered from being imposed upon by inferior compositions under various high sounding names, we are now offering under the above trade name a more reliable kind of Antifriction Metal, which by merit alone we expect will make its way in the market. It is put up in boxes of 50, 100 and 200 lbs. each. For large quantities in bulk or casks a reduction in price will be made. Prices subject to change without notice. Sample orders solicited. Terms: 60 days or 2 per cent. off for cash.

**A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF**

Canadian Cartridges

SHOT SHELLS-(“TRAP”)

PRIMERS B B CAPS,

Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen not using these goods to try them, and let them speak for themselves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,

MONTREAL.

A. E. CARPENTER,
Pres.

J. H. NEW,
Vice-Pres.

HENRY NEW,
Sec.-Treas.

The Hamilton and Toronto

SEWER PIPE CO'Y

(LIMITED.)

HAMILTON, CANADA,

SUCCESSORS TO

THE CAMPBELL SEWER PIPE CO., AND THE HAMILTON SEWER PIPE CO.

—MANUFACTURERS OF—

Steam-pressed, Salt-glazed

VITRIFIED SEWER PIPE.

Flue Pipes, Chimney Tops and
Smoke Preventives.

Established 1860.

Dominion Wire Manufacturing Company, Ltd.

(LATE DOMINION BARB WIRE CO.)

MANUFACTURERS OF

**LYMAN Fencing,
2 & 4 Barb,
Ribbon, Thorn,
Plain Twist.
FENCING TOOLS.**



**Plain Wire,
Bright Annealed,
Oiled, Coppered,
Galvanized
WIRE ROPE.**

Steel Wire **NAILS. SCREWS. Gimlet Point.**

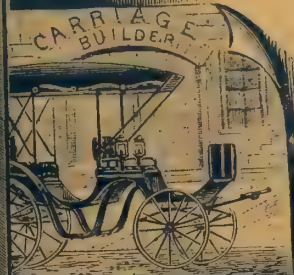
185 St. James Street, MONTREAL.

27 Front Street East, TORONTO.

JAN. 24, '91

\$2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

JOHN LEYS,
Vice-President.

Importers of
BAR IRON,
STEEL,
Shelf and Heavy

HARDWARE,

Builders' and
Mechanics'
TOOLS and
SUPPLIES.

32 KING ST. EAST,



Mantels,
Grates,
Tiles,

- CUTLERY -

E. P. WARE

Housefurnishings.

TORONTO.

TAPER TOOTH.

THE TORONTO BLADE
THIN BACK
EXTRA REFINED SILVER STEEL
TRADE MARK
BURNS & THOMAS, TORONTO, ONT.

Prices on Application. Telephone 5120.

Metallic Shingles,
Siding and Ceiling Plates,
Terra Cotta Tile,
Corrugated Iron, etc.

SEND FOR CATALOGUE.

METALLIC ROOFING CO., L'D.,

Rear 84 to 90 Yonge St.,

TORONTO.

Telephone No. 1457.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.
None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.

TRAVELLING MEN

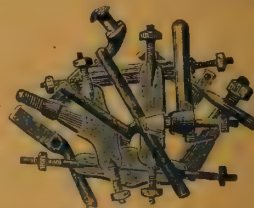
WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.,)
68 Esplanade St.

TRADE



MARK.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

Mill Builders.

SPoonER'S PATENT
COPPERINE
BOX-METAL
FOR MACHINERY
BEARINGS
ANY WEIGHT OR
MOTION
GUARANTEED
MADE BY
ALONZO W. SPOONER,
PORT HOPE, ONT.

HARDWARE STORES ALL SELL IT

NEVER FAILED

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, JANUARY 24, 1891

No. 4

A WORD AS TO CHEQUES.

In a recent issue of the London Ironmonger an article appeared which referred to the settlement of a bill by cheque. As this will interest almost every business man, we hope a few points of law will not be out of place. The case in question is in reference to a customer giving a cheque in payment of goods bought, which was subsequently dishonored in presentment.

A cheque, unless dishonored, is payment, but the giving of a cheque for the amount of a debt is not payment of that debt until the cheque is actually paid or honored by the banker; and if a creditor, in payment of a debt, take a cheque and the banker fail or the cheque be dishonored, the creditor's remedies remain entire, that is, he may resort to all the remedies he had under his original contract as if no cheque had been given. In one of the highest authorities on this subject, the law is laid down thus:

"The payment of goods may by the contract be agreed to take effect in a negotiable security, as in a promissory note or bill of exchange, and the agreement may be that the payment then made is absolute or conditional. In the absence of any agreement, express or implied to the contrary, a payment of this kind is always understood to be conditional, the vendor's right to the price reviving on non-payment of the security, but if a dispute arises as to the intention of the parties, the question is one of fact for the jury."

"But a man who prefers a cheque to payment in money is not considered as electing to take a security instead, for a cheque is accepted as a particular form of cash payment, and if dishonored, the vendor may resort to his original claim, on the ground that there has been a defeasance of the condition on which it was taken, and following this, Lord

Abinger, C. B., in an action brought upon a promissory note for £443, made by the defendant, who, at maturity of the note gave the plaintiff two cheques 'to take up the note and in lieu thereof,' gave judgment in favor of the plaintiff for the full amount of the note, although only one of the cheques was due and unpaid."

A case somewhat similar to that referred to in the "Ironmonger" of the 20th of December, 1890, was tried by Lord Ellenborough, the facts being as follows. The defendant offered money in payment of goods he had purchased, but the plaintiff asked for a cheque and the defendant gave a cheque, was dishonored and the plaintiff sued. Lord Ellenborough, in giving judgment, said "The bankers are to be considered the defendant's servants. Their cheque must be looked on as his cheque and there is no pretence for saying a debtor is discharged by giving a cheque which produces nothing."

In the case reported in the "Ironmonger" the cheque was that of the defendant's agents and following Lord Ellenborough's decision, which is considered good law, their cheque must be looked on as the cheque of their principals or employers, who were the purchasers of the goods in question.

If a creditor accepts a cheque or other negotiable instrument in payment of a debt, and afterwards transfers it to a third party and receives value therefore without making himself responsible in case of dishonour, it is doubtful whether in such case an action would lie on the original contract, as the vendor would be paid in full and therefore not entitled to bring an action.

If the bill or note given is not that of the buyer, but of some third person, on which the buyer has not put his name, the vendor must prove dishonour in an action against the buyer for the price. In all cases where cheques

are given in settlement of accounts, they should be promptly presented for payment, as long delay may debar the creditors of their rights on the original contract and this is shown by the decision in the following case—"The plaintiff took a note for a debt and afterwards took the maker's cheque and gave a receipt acknowledging to have received of the defendant the amount due" but she retained the note. The cheque was not presented for payment for over three weeks and on presentation was dishonored. An action was then commenced to enforce payment of the note and judgment was entered for the defendant because there had been such great delay in presenting the cheque.

Firms and individuals with large transactions may be well aware of these facts, but they may be commended to the consideration of many who are commonly very loose in their manner of dealing with cheques and bills of exchange.

GOODS FOR SPRING TRADE.

Dealers will soon be looking about for spring attractions to supply their trade. There are many lines of goods which they have not as yet thought of handling, and it may be well to keep in mind a few attractions which will be remunerative to the dealer. There are now manufactured in Canada a first-class line of refrigerators, such as cannot be surpassed anywhere. These are becoming year by year a necessity among people, and are made in varieties of styles, as well as under the most approved ideas. Such goods should be kept for sale by every hardwareman. Those who keep a full line of house-furnishing goods, should not forget that a refrigerator is among the most indispensable articles of a kitchen.

Bicycles and tricycles are now kept by hardware dealers more than formerly. These are also made largely in Canada, and much

reduced in price. Those merchants who have not as yet added these goods to their stock should do so, and they will find it a profitable venture.

Brass bird cages are becoming more common to the trade, as their appearance commends them greatly, and on this account are being found very saleable.

At this immediate season ice tools are found to be in demand. The season of 1890 was a peculiar one. Ice was somewhat scarce, and probably not as many tools were required as there otherwise would be. This season promises an abundant ice harvest, and there can scarcely be any doubt but that it will be a good one for the manufacturer of ice tools, as well as the retailer.

Scroll saws will be found to be a saleable line among carpenters, cabinet workers, and all wood workers. They bear a good profit, and can be procured from the jobbing houses.

Washing machines, wash boards, clothes pins and wringers, should be found in every hardware store. These are goods that are required by every one, and are never "out of style."

It is well now to consider the advisability of securing a good spring hinge. There are many on the market, and the dealer should be careful to purchase nothing but a reliable hinge, both single and double acting. Step ladders from two to six feet will soon be in demand and a good stock should be secured. Dealers will find the four, five and six foot step ladder ready sellers. These are now manufactured so as to be sold very reasonably. Among other articles that may be mentioned, though prematurely, are ice cream freezers. The market is full of first class goods and low prices can be obtained in the freezer line.

Dealers should be on the lookout for new articles on the market, and endeavor to place in their store a line of new and attractive goods such as will be sure to please the trade.

SECURING TRADE.

An exchange remarks:—"Customers are not secured off-hand and blindly, nowadays, and much depends upon the quality of the goods offered and the ability of the salesman in securing trade. The advertisement will do its work if properly placed, but it should not be expected to sell goods. It is but an invitation to the would-be purchaser to call and be convinced, or to send an order and give the advertiser a trial. The goods must be right in either instance, for an advertisement will not sell a poor article to a man more than once, and perhaps not that often. With the proper invitation in the shape of an attractive advertisement, however, and the goods to back it up, the results can not be otherwise than gratifying, and a customer is often thus secured, who can never be induced by competitors to desert the man who has carried out every promise made and has not resorted to misrepresentation."

CAUSES OF FAILURE.

Many men lose their heads when an opponent is selling cheaper goods than they are, in place of trying to meet the competition on business principles. If an opponent is selling cheaper, he is either buying cheaper or selling without a paying profit, and the merchant who is suffering from such competition should make it his business to find out which is the case. When goods are bought cheaper, he can meet the competition by getting at the bottom of the market; but when goods are sold without a profit, the best thing he can do is to reef his sails and wait until the storm blows over and his opponent is swamped, which assuredly will happen in a short time. Then he will have an opportunity of buying the bankrupt stock, or bidding it up at the sale to such a price that he need not fear the competition from an outside purchaser.

The man who keeps on the even tenor of his way, giving honest value for the money every time, and never deceiving a customer as to the true merits of any article, will hold his own against any of the mushroom establishments which advertise the cheapest goods in the country, and sell inferior stuff. The custom which yet prevails largely in sections of this country of giving presents at Christmas and other seasons to customers, makes a serious inroad on the profits, and every one who does this should keep an accurate account to ascertain if the business will afford it. It is not the custom for the honest farmer to throw in a bushel of potatoes or a pound or two of butter when he sells his produce at the store; on the contrary, he demands payment for the full quantity, doing his business when selling on more strict business principles than the merchant. Why, then, should the merchant, who is supposed to have more business ability than the farmer, let the latter get away with him in a matter of business? Then, again, the farmer demands the cash or its equivalent for everything he sells, and why should the merchant be afraid to collect his accounts in due season?

Being afraid to collect accounts when they are due is the cause of many a man's failure, for by want of pluck in collecting, his capital is locked up so that he gets terribly behind in his payments, and the renewals he has to ask from his creditors not only impair his credit, but pile interest on to him which often amounts to as much as he spends on himself and family.

The number of retail merchants in this country is far beyond what is required to distribute the goods among the consumers, and the consequence is that nearly everyone is trying to sell cheaper goods than his neighbor in order to attract custom. It is said that "competition is the life of trade," but when there is only sufficient trade to support two stores and three are catering for it, competition may prove the death of trade, be-

cause it is impossible for these three stores to secure a living profit. Anyone starting a new business should be fully satisfied that there is room for another store before embarking in the enterprise. It is a common fallacy for men opening a new business to think that they are smarter than those already in the field, and that by their superior ability they will be able to walk the course, and, without any difficulty, distance their apparently slow competitors. Time and experience are the only teachers for those who commence business with these ideas, who will probably find when it is too late that they have run their heads against a stone wall.

Some one has said, "The crying sin of the Anglo-Saxon race is the worship of Mammon," and it is a deplorable fact that the majority of people cannot look on another man making money without wishing to have a share of it; therefore, if a thriving business is being done in any locality, envious eyes are cast on it, and two or three rush in to divide the spoil which may not be more than enough for one.

[TO BE CONTINUED NEXT WEEK.]

TRADE ABROAD.

The London Statist of December 27 says:—"At the present time there are evidences of an approaching contraction in trade. The foreign trade of the country, judging by last month's Board of Trade returns, has already commenced to decline. The English railway traffic return, usually a good barometer, indicates that we are no more than maintaining last year's business, whereas a month or two ago the volume of trade was much larger than in 1889. And other indicators point in the same direction. The events of the last few months have materially contributed to arrest expansion and threaten to aggravate future dullness. Among the events are the financial difficulties in South Africa and North America, the imposition of almost prohibitive tariffs by the United States, the partial failure of the United States crops, the virtual bankruptcy of the Argentine Republic, labor troubles, and, lastly, the effect of the distrust caused by the embarrassment of so large a firm as Messrs. Baring Bros. Trade has been growing in volume continuously for five years, not only in this country, but all over the world. It has been evident from past experience that expansion and diminution come in cycles of longer or shorter duration. The foreign trade of the country is the best indication of this. * * Taking, therefore, the foreign trade of the country (and it should be remembered that our home trade is greatly affected by contraction or expansion in our foreign business) the prospect is that after the large expansion of the last four years, trade generally may be expected to contract for considerable time to come. We leave the details of import trade for future consideration."

CAVERHILL, LEARMONT & CO'Y,

-: SKATES :-

Our stock is large and fully assorted, including :

“SKELETON” Halifax Pattern. “GENUINE ACME”
and Forbes’ New Patent “ACHIEVED.”

✍ Write for Prices, as we
are Headquarters.

MONTREAL.

THE POSITION OF IRON IN GENERAL TRADE.

It is by no means flattering to the pride of those engaged in the iron industry that it should be so easily influenced by what seem to be external causes. In our day the manufacture of iron has grown to apparently commanding proportions, overshadowing other industries by the huge amount of capital invested, the enormous tonnage of the output and the great value of the finished product when followed through its innumerable manipulations until it reaches the point of final consumption. An enthusiastic individual, overcome by the fact that in 1890 the United States turned out more pig iron than any other country in the world had ever produced in a year, may declare in his excitement that “iron is king.” An industry of such magnificent proportions would seem to be entitled to the position of honor in trade affairs. The universal use of iron also tends to such an impression. No other metal fills such a variety of purposes and meets such a demand from every other industry. It is needed everywhere. And yet at the first breath of business troubles or financial disturbances, the price of iron weakens, then droops, and afterward continues to slide downward in a disheart-

ening way until it sells below cost. The price of iron is the first thing to be affected in a financial crisis, and it is too often the last to recover.

If iron really occupied a commanding position in trade this would not be the case. It would have an intrinsic value that could not be so easily affected. It would govern values and preserve at least some appearance of stability. But it is only a dependent product. The magnificence of its growth, shown in recent statistics, is but a reflection of the enormous requirements of other lines of trade. The more they grow and the better they prosper, the more rapidly grows the iron trade. New furnaces and new mills find their product readily absorbed when the country is prosperous, and a fictitious feeling of strength is imparted to iron manufacturers. With a brief opportunity to control prices they can easily deceive themselves with the thought that the balmy days of prosperity are more or less permanent. But iron is neither food nor clothing, and when activity ceases in the building of new railroads, or the equipment of countless factories with new machinery, or the building of hundreds of new towns, or the supply of farmers with new implements, down goes the demand for iron, and the price suffers. It is a valu-

able adjunct to civilized man, but it is not indispensable to his existence, and it is, therefore, in every sense a dependent product, and not a commanding one.

If iron were anything but a dependent product how easy would be the recovery from dull times in general trade. All that would be necessary would be the starting up of more furnaces and mills and the employment of more and more men in the production and manufacture of iron. This is a point on which projectors of new iron works in sparsely-settled districts, far from centres of industrial activity, are apt to go astray. They can easily figure up the possible cost of the production of iron on the spot, and they can also calculate just how much the works when in operation will benefit the locality, but the disposal of the product made is a subject left open for the exigencies of trade to settle. “Iron is iron, always needed by some one, and it can always be sold,” is the argument of the projector of a new blast furnace in the woods which is to make iron at marvelously low cost. But iron will not always sell itself, and there are times when it “goes begging” in centres of greatest consumption. Probably no other commodity fluctuates as readily as iron in sympathy with the condition of general trade. Gro-

CORRUGATED STEEL FASTENERS.

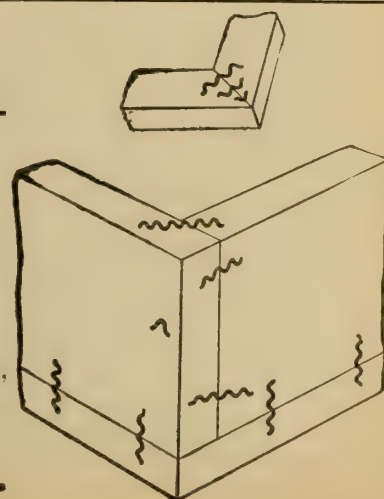
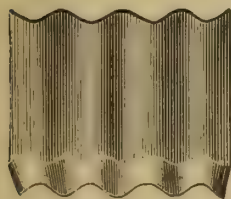
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

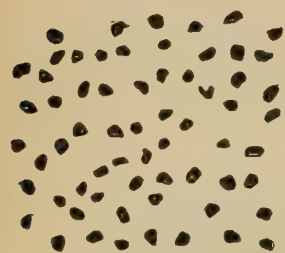
THE ONTARIO TACK CO., Hamilton, Ont.



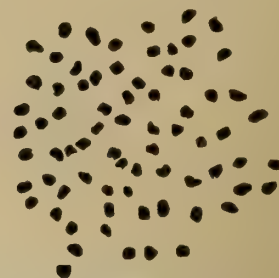
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

ceries and dry goods, farm products and textiles generally are governed by wholly different influences, and may be dear in bad times and cheap in good times, but iron moves along with general business, cheapening when it droops and advancing when it revives, out governing nothing as a rule. It is for this reason that the iron trade is such a good indicator of the condition of general business. It has all the qualifications of a barometer, being sensitive to every variation in the atmospheric or business pressure, and quickly responding to the changes made by a difference in the direction of the wind.—The Metal Worker.

SYSTEM AND ATTRACTIVENESS.

Attractiveness of display in any branch of trade is of vast importance to the dealer and without system attractiveness cannot be attained, therefore the two go hand in hand. The dealer of to-day has an advantage over his predecessor, but there are many who fail to take advantage of it. With system comes regularity and the combination begets confidence on the part of patrons. The dealer whose store is opened every business day in the year at a stated hour in the morning, and closed at, but not before, the regular time at night, never dissappoints those who purchase his goods, while the man who throws open his doors at seven o'clock one day and eight o'clock the next, will soon lose trade if he has a competitor who is addicted to system and regularity. It is not the loss of a single sale that injures the erratic dealer, but the loss of confidence on the part of the customer who will not risk a second disappointment if he can possibly avoid it. With the exercise of system in the arrangement of goods comes the attractiveness that delights the eye of the patron, and the advantage of knowing just where to turn for any article that may be called for, is also a big card. If a customer calls for a hatchet he

does not enjoy waiting until several kegs of nails and half a ton or so of heavy hardware is removed from around the receptacle in which the hatchets are kept. There is no reason why hardware should not be as attractively and systematically arranged in a retail store as any other line of staple goods, and it will pay the dealer who tries it.—Stoves and Hardware Reporter.

THE AMERICAN HARVESTER COMBINATION DISSOLVED.

Some time ago we gave a few particulars concerning the formation of a combination among manufacturers of harvesters in the United States. It was known as the American Harvester Company, and had a capital of \$35,000,000. We now have to chronicle the collapse of this extensive affair, and quote a few lines from The Farm Implement News, respecting its demise:

"Of course it must be mortifying to the leaders in this movement to get so far along and then find it impossible to go further, but fortunately no great amount of time has been lost and no irreparable damage has been done. Each concern will go to work again as before, the several armies of travelling men and experts will prepare for a somewhat shorter and perhaps more vigorous campaign, but we do not believe that competition will run riot again, because manufacturers must have gained prudence as well as wisdom from their many recent conferences."

HE COULDN'T BE BLUFFED.

The average traveling man is a practical joker. It is as much a part of his business, says the Business Chronicle, as the actual selling of dry goods or cutlery, or whatever line he handles. In fact, nature demands relaxation, and the drummer gets his in the shape of practical joking.

When a good one is played on the traveler, therefore, it seems as if it had double weight, for he is constantly on the lookout, not only

for chances to perpetuate his jokes, but is carefully watching to prevent any one putting up a job on him.

A friend of the Chronicle, who for brevity's sake we will call "Harry," traveled for a special department of a jobbing hardware concern. His sales were confined exclusively to that one department, but he was obliged to jot down an occasional item here and there of hardware when a customer wanted a few things which would not make a shipment by themselves. "Harry" insisted that he knew nothing whatever of hardware, so that when such items were given him he would neither quote the price or guarantee the quality of the goods, but explained that he could merely write down what they told him to.

One day last winter he was booked for that thriving little city, Galesburg, Ill., and after landing several fine orders, he struck a customer who wanted a few hardware items in addition to goods from "Harry's" particular department. Everything moved along smoothly until the customer called out, "2 doz. 1 1/2 inch japanned cock-eyes." Instantly suspecting something wrong, "Harry" refused to comply with the request, saying:—"No you don't; you evidently take me for a sucker, but it will be a pretty cold day when I send an order in for 'cock-eyes.' Why the boys would call me 'cock-eyed Harry' the balance of my life."

In vain the customer explained that cock-eyes were almost as common in hardware parlance as hinges; "Harry" would have none of it, and absolutely refused to enter the item on his order. As a last resort, the merchant sent a separate order to the house by mail for the cock-eyes, and instructed that they be sent with goods ordered from "Harry." He also explained the circumstances in his letter, and soon the story was out. It was too good to keep, and quickly became the property of every traveling salesman in the West, and was soon known to the trade. For a long time afterward merchants made it a point to ask "Harry" if his house sold cock-eyes.—Ex.

GOLD AND SILVER MEDALS,
EDINBURGH, INTERNATIONAL EXHIBITION, 1887.

FIRST ORDER OF MERIT,
ADELAIDE, 1888, MELBOURNE, 1889, DUNEDIN, 1890.

A GOOD NEW YEAR TO YOU ?

DEAR SIR,

MONTREAL, NEW YEAR'S DAY, 1891.

We thank you for your support in the year just closed. You have assisted us in doing a LARGER BUSINESS than ever before, and yet you have found us equal to doing it punctually and well.

We begin 1891 with increased facilities and more extended organization, in view of meeting with increased demand for our goods.

Our GENUINE ELEPHANT LEAD—which is guaranteed 100 per cent. pure—will maintain its position in the foreground.

We have been specially occupied for some time back with CARRIAGE COLORS IN JAPAN, and have laid down some more machines to help us keep pace with the demand for these fine goods.

Our READY MIXED PAINT arrangements are as near perfection as we can think of.

FLOOR PAINTS have been further hardened. For beauty and hard gloss we never hope to produce finer goods.

"MISTLETOE" and "ROYAL PERMANENT" GREENS are, this season, brighter than ever.

In VARNISHES we have prepared a supply of beautiful stock.

ALL our departments are well equipped and able to deal promptly with all requirements.

Assuring you of our best services throughout the year,

We are, dear Sir, yours truly,

FERGUSON, ALEXANDER & CO.



Robert Archer has been declared elected President of the Montreal Board of Trade, as there was no opposition.

HARDWARE is indebted for the concisely arranged price list of screws published in last week's issue to Mr. T. B. Lee, of Rice Lewis & Sons.

Messrs. R. J. Marshall & Co., are now successors to Mr. J. Loughhead, who up to the new year, carried on a hardware business at Hepworth, Ont.

W. A. Gunn, secretary of the McClary Manufacturing Company, left on Thursday afternoon, the 15th, for Florida, and will subsequently visit Jamaica and the exhibition there.

A specimen of Brazilian hardware has found its way to Europe. It is in the commercial museum in the Bourse de Commerce, Paris, and is a lock, said to be very nicely finished.

The Secretary of the U. S. Treasury has issued regulations, authorized by Congress, for the admission, free of duty, of articles imported for exhibition at the World's Fair, to be held at Chicago.

Mr. Ferguson, of the Toronto Plate Glass Company, who has been laid up with typhoid fever for the last three or four weeks, is, we are glad to hear, able to be up. He intends to take a trip to Florida for his health.

A meeting of the principal plough manufacturers of Ontario, was held on the 15th inst., at the Walker house, in this city, for the purpose of organization. An association called the Canadian Plough Manufacturers Association was formed, with Mr. Harry Cockshutt, president; Mr. W. J. Copp, vice-

president; Mr. W. H. Perrain, secretary-treasurer. The meeting was a large and influential one, all branches of the business being fully represented and considered.

Secretary Windom is represented as expressing himself as much dissatisfied with the system of introducing merchandise from Canada into the United States in sealed cars without inspection at the frontier and is contemplating radical changes.

It is estimated that sales of Nova Scotia coal in 1890 will reach 1,750,000 or 1,800,000 tons, as against 1,555,106 tons in 1889, and 693,511 tons in 1878. The total coal production will probably not be far short of 2,000,000 tons. It is just ten years since the 1,000,000 ton mark in coal production was reached.

A. S. Pulford, of Leamington, has sold his hardware business at Harrow, to R. Porter, late of Rodney. Mr. Pulford has also sold his hardware business at Leamington, to J. S. Greenhill, formerly of Kincardine, and late of Hamilton. Mr. Greenhill is well known to the hardware trade, being in the business for some years.

The wholesale establishment of Messrs. Walbridge & Co., Buffalo, N.Y., was burned to the ground on Sunday morning last. The firm had a large trade in western New York, Pennsylvania and Ohio, and at one time did some business in Canada. The stock of goods, amounting to \$200,000, is a total loss, the building and contents having succumbed to the flames in the short space of twenty minutes.

An interesting discovery has been made on the Harnhalli gold mine in the Mysore, says the Indian Engineer. While sinking the main shaft the workmen broke into an old shaft, dug perhaps a thousand years or more ago. There were found mining implements of various kinds used by the ancient workers. It is supposed the workings were made by the Chinese, of whose presence in Mysore there is unmistakable evidence. The

tools found are said to be very like those used by the Chinese and unlike anything known to be used by the Hindus.

By great presence of mind and extraordinary activity, Mr. Chas. Boech, of the firm of Chas. Boech & Sons, York street, escaped from what might of been a serious accident. While sitting in his office, on Saturday morning, a span of horses broke loose and made a clean jump right into his private office. Fortunately Mr. Boech escaped with a few scratches. The animals were not seriously damaged.

A company has been formed in England with a capital of \$100,000, for the purpose of enabling the retail hardware merchant to buy his goods at the lowest wholesale price, regardless of the quantity purchased. The shareholders of the company are retail dealers, who pay cash for all purchases. The goods will then be disposed of, among the shareholders, at 5 per cent. advance on the invoice price. No doubt, a saving can be effected by this co-operative plan, over the ordinary way of purchasing.

When a line of goods is placed in a prominent position, with the prices plainly attached to them, they often become their own salesmen.

The English iron trade starts off in the new year in a very unsatisfactory condition. While the dullness, which is a natural characteristic of the season, is the only discouraging feature of our own iron and steel industries at this time, the market upon the other side seems to have reached the bottom of a steady decline, with no immediate prospect of recovery. The year has opened with a reduction in prices for finished iron and steel and with the pig iron market in a very unsettled condition.—American Artisan.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.



WHAT THE PLUMBER HAS DONE FOR THE PRO- PERTY OWNER.

The apartment house has revolutionized methods of living in the great cities. There are more people living in flats and apartment houses in New York to-day, than in any other styles of dwellings, and every well built apartment house or flat put up is speedily tenanted, the various suites of rooms being frequently rented long before the structure is ready for occupation. Owners of such houses realize a fair return on their investments, and they are becoming more and more popular in the large towns throughout the country.

The plumber has revolutionized the apartment house. A glance through the structures formerly known by this name will amply explain our statement and confirm its truth. By the improvements he has introduced in plumbing methods, the thought and care he has bestowed on the interior sanitary arrangements of such buildings and the readiness with which he has met every want, every suggestion of their occupants, the plumber has practically made the modern apartment house or flat possible. Without his skill and science this class of buildings would long since have followed the old style tenement houses into condemnation.

And yet, the property owner is one of the last to give the plumber credit for what he has done, and thoughtlessly joins the class of imbeciles who find satisfaction in heaping scurrilous abuse on the craft.

What we have said of apartment houses applies, perhaps in a lesser degree, to down-town business property. It is a notorious fact that men are far less careful of the condition of the places in which they spend so large a portion of their daily lives than they should be, and the man who will disburse hundreds of dollars to insure a perfect system of plumbing at home will complacently sit all day in the pestilence-laden atmosphere of a down-town "office"

If he displayed a proper regard for his own welfare, the property owner—in place of making a fight for the future reduction of the lowest bid on every job of plumbing he has done—would encourage the man on whom he depends to render his buildings healthful, comfortable, desirable dwellings, to spare no pains to make his work perfect as to every detail. It is the best that is always the cheapest in plumbing work, and the saving of a few dollars at the expense of employing poor material or workmanship, or entrusting the contract to incompetent hands is the sorriest of economy.—Sanitary Plumber,

HEAT TRANSMISSION.

The following from The Engineering Record is abstracted from a paper by Prof. R. C. Carpenter, of Ithaca, N. Y., read at the recent meeting of the American Society of Mechanical Engineers, in Richmond, Va., described some experiments made to ascertain the relative heat transmission through cast-iron plates in the condition left by the foundry, as compared with the same plates treated with dilute nitric acid, for periods of nine, eighteen and forty days. The nitric acid, by dissolving the free iron and not attacking the carbon, forms a protecting coating to the iron, which is largely composed of carbon.

In making the experiments a series of cast-iron plates was obtained, each cast at the same heat and from the same pattern, each measuring 8.4x5.4 inches by 0.45 inches thick. A bottle of concentrated nitric acid was obtained, and two solutions in rain water were made—The first containing 1 per cent. of nitric acid by measurement, the second 5 per cent. of nitric acid. In each of these solutions three of the cast-iron plates were placed. The plates were immersed in a horizontal position, and separated from each other by small blocks at the corners, so as to permit a free action of the acid. The solution was shaken and left for some time in an inclined position, to permit any air beneath the plates to escape.

The following method of testing the relative conducting power of the plates was adopted, after several trials, and proved quite satisfactory. A box was made of boards 1 inch thick, with internal dimensions 8.5 by 5.5 inches and 6.5 inches deep. Near the center of the box, and extending completely around on the inside, a strip of wood $\frac{3}{8}$ by $\frac{1}{2}$ inch was rabbeted in place. The top of this strip was made accurately parallel to the top of the box and neatly fitted in place. A gasket of rubber packing was fitted to the projecting top of this strip. Two frames made of hard wood, with a horizontal piece about 1 inch square, were securely fastened to the box. From the horizontal piece of each frame two braces were set, with the lower ends resting on the plates to be tested. These braces were cut of such a length that by forcing them into nearly a vertical position a strong pressure was made to act on the corners of the plate to be tested, and no difficulty was found in producing a steam-tight joint. The plate to be tested was introduced in the box so as to form a horizontal partition. Into the portion of the box below the plate a $\frac{1}{4}$ -inch pipe was introduced, terminating near the center of the box. This pipe was connected by a rubber hose to a steam supply. On the opposite side and near the bottom of the box was inserted a $\frac{1}{2}$ -inch nipple for the discharge of the condensed steam. A thermometer was inserted in the steam chamber and maintained in the same position during all the tests. Water

was put in the box above the plate and the heat transmitted through the plate was measured by the increase in temperature of the water.

In making a test the plate was first put in position, the box leveled, and steam turned on in the pipe, with the outlet for water of condensation closed, until it was ascertained that there were no steam leaks around the edge of the plate. Steam was then turned off, outlet pipe opened, the water was added in the chamber above the plate until it passed off in an overflow pipe. Steam was then again admitted through the supply pipe, and

SITUATION WANTED.

SITUATION WANTED AS HARDWARE
Traveller or Salesman. Thoroughly posted
in retail trade. Address, Iron, this office. 12



When writing to our advertisers please inclose the above.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.
PETROLIA, - ONTARIO.

E. R. C. CLARKSON
TRUSTEE AND RECEIVER
In affiliation with **TORONTO,**
JNO. B. CLARKSON
Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Window Glass.

We are now booking orders for
Window Glass for

SPRING DELIVERY.

Write for Prices.

WALTER H COTTINGHAM & CO.,

56 St. Peter St, MONTREAL,

as soon as the water above the plate reached a temperature of about 70 degrees, readings of both thermometers were taken, and continued each minute, until the water attained a temperature of about 150 degrees.

The temperature in the steam chamber could not be maintained quite uniform. There was also a slight variation in the degree of temperature at the beginning and ends of the different tests, but not enough to make any material difference in the results attained. The process used being exactly duplicated for each plate tested, gives the comparative transmission of heat for each plate, but does not give with exactness the number of thermal units transmitted, because of our ignorance of the currents existing in the water chamber. Assuming no horizontal currents to exist, the average number of thermal units transmitted per inch of surface is equal to the weight of the water, 3.125 pounds, divided by the exposed surface of the plate, 38.7 square inches multiplied by the rise in temperature, or 0.0807, multiplied by the rise in temperature of the water.

In the investigation made, by Professor Carpenter, the loss of conducting power of the plates immersed in the one per cent. solution of acid varied directly with the time of immersion up to the eighteen days, after which it remained nearly constant. Those plates immersed in the five per cent. solution showed a greater loss of conductivity for a short time of immersion, but at the end of forty days the result from either solution was substantially the same.

Plumbers in Chatanooga, Tenn., according to the new rules, must give bonds in the sum of \$2,500 when registering. The bond of sewer and drain contractors has been placed at \$25,000 by a recent vote of the common council.

Messrs. Kerr Bros., Walkerville, Ont., have been awarded the contract for furnishing the whole of the pumping plant to be erected at Niagara, Ont. With the close of the year, they closed out their business done under that name, beginning the year under the new name of the Kerr Engine Company.

A letter appears in the Toronto Mail of Monday last signed by Arthur H. Baldwin, in reference to the alarming condition of the city water and sewers. He contends the city water supply is not adequate to secure the flushing of the sewers, which is necessary to prevent the poisonous gas which is constantly escaping therefrom. The recent defeat of the attempt to secure additional supply of water, is not looked upon with favor by Mr. Baldwin. He thinks the majority of voters of this city think more of their taxes than of the public health. No doubt all this is true, but one thing is certain, that inferior plumbing and bad drainage are an important agent in the spreading of disease.



Keith & Fitzsimons

MANUFACTURERS

GAS FIXTURES, ELECTROLIERS, BRASS GOODS.

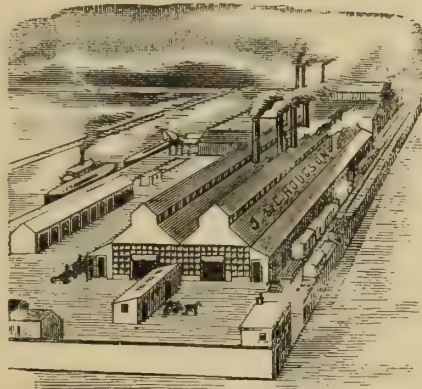
111 KING ST., TORONTO.



BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.

THE SHOT TOWER INVENTED IN SLEEP.

Before Watts had his dream, the making of shot was a slow, laborious and consequently costly process. Watts had to take great bars of lead and pound them out into sheets of a thickness nearly equal to the diameter of the shots he desired to make. He then had to cut these sheets into little cubes, place the cubes in a revolving barrel and roll the barrel around until by the constant friction the edges wore off from the little cubes and they became spheroids.

Watts had often racked his brain trying to discover some better and less costly scheme, but in vain. Finally, after spending an evening with some boon companions at the ale house, he went home and went to bed. He soon fell into a profound slumber, but the stimulants he had imbibed apparently disagreed with him, for his sleep was disturbed by unwelcome dreams. He imagined he was out again with the "boys," and that as they were stumbling homeward in the dark it began to rain shot. Beautiful globules of lead, polished and shining, fell in a torrent and compelled him and his bibulous companions to drag their heavy limbs to a place of shelter.

In the morning when Watts arose, he remembered his dream. He turned it over in his mind all day and wondered what shape molten lead would assume in falling through

the air. These thoughts tormented him so persistently that at last he set his mind at rest, he carried a ladleful of molten lead to the top of the steeple of the Church of St. Mary of Redcliffe and dropped it into the moat below. Descending he took from the bottom of the shallow pool several handfuls of the most perfect shot he had ever seen. Watts' fortune was made, for he had conceived the idea of the shot-tower, which ever since has been the only means employed in the manufacture of the little missiles so important in war and sport.—Stoves and Hardware Reporter.

Booth & Son's calendar for 1891 is in wide request among people who have seen it, but who were not lucky enough to have one sent to them. It is deserving of more than passing interest, on account of the humor in the ample picture upon it. This is a school scene evidently in the country. A severe, spectacled, elderly teacher sits with the taws in his hand ready for the palms of the unlucky pupil, who has been detained after hours to square accounts in his arithmetic exercises. The curly-headed youth is hardly ready for the final audit, and clearly escapes his fate, if one may judge from the non-plussed countenance of his teacher, by asking the following poser: "But, sir, if wanst nought be nothin', then twice nought must be somethin', for it's double what wanst nought is."



STOVE COAL NO MORE.

It is probable that housekeepers will not be pleased to hear that the coal operators have decided to cease supplying the size of coal known as "small stove." Of the various sizes which are in the market, says a Philadelphia paper, this is much the most convenient and the most general used. It is best adapted for consumption in the ordinary stove or range, and its discontinuance will confine the consumer to a choice between stove and chestnut. The former size will be found too large for general kitchen use, and so the housekeeper will be compelled to burn the "nut" variety, which, while it makes a quick fire, also burns out quickly, and is therefore the reverse of economical. The coal men give a very peculiar reason for their action. They say that the "small stove" coal is too popular that people insist upon having it in preference to anything else, and that as a result other sizes are left on their hands. This is extraordinary reasoning. When before have business men stopped supplying an article of trade because everybody wanted it? It will be a singular exception to the natural law of supply and demand if the preference of the public for "small stove" does not compel the coal dealers to continue supplying it in spite of themselves.—Metal Worker.

TRADE SECRETS.

An English technical exchange commenting upon the assertion frequently made in the press, that in the present day such a thing as a "trade secret" cannot exist, thus combats the idea:—

"We are inclined to think differently. And in this matter we must not leave out of consideration the English patent laws. For, let us consider a moment, the man who, to use a familiar expression, has got a good thing. He must either go to the patent office or he must not. If he does not go to the patent office he can only work it as what is known as a trade secret. If he goes to the patent office his invention by the very name and operation of his act is not a trade secret, and is embarked upon a sea full of squalls, of storms, and shoals, and hidden rocks. His invention may be argued out by lawyers, practically paid by the hour; he has to face the fact that the old law of the strongest of barbaric times finds its equivalent in the law of the longest purse to-day, all the acumen of the lawyer, aided by all the ingenuity of the scientific expert, may be arrayed against him, until, wearied in the con-

test, he fails to effect further security for his patent, which falls in as public property in a year or two from its inception, and is eagerly adopted even by people who have been loud in their assertion that it was of no use, was not new, would not pay, and many other objects too numerous to mention. It may be noticed in passing that all this is perfectly legal and legitimate. If those who have courted the protection of the patent office were counted and compared with those who have been defeated in the manner we have indicated, the percentage would be found to be by no means contemptible. Patent an invention, and tell everybody how you work it. This is the sum and substance of patenting.

What about the alternative! The trade secret which does not exist, for sooth! Strange to say, experience in working patented inventions proves that it can exist, for has it not often happened, especially in chemical patents, that the invention has been worked by other firms "on the quiet" without paying to the inventor that which was his due? Was this not secret? And was it not kept by the methods usually adopted by those who keep secrets—by dint of strict precautions and making it worth the while of those who are necessarily in the secret, to keep it to themselves?

What about compressed steel? Are the details of its production patented? If not they are a trade secret.

We remember a few years since we were shown through the works producing this material, but were carefully nursed past the

closed doors of the place where it was produced, and in other departments of steel production the same may be said. In the production of high class steel wire of great tenacity for wire ropes, in the production of the beautiful lustrous blue on steel goods in razors, in certain brands of steel for ordnance, armor and propeller shafts, in the browning of gun barrels, the trade secret has proved more lasting and more profitable than the patent. Go to the glass trade, and it is the same; the manufacturers of certain varieties of glass in the country have not shown any intention of going to the patent office with their processes. No, they relied on lock and key and secrecy. And now, turning to what are called chemical works, we could point to a goodly number who are, to our certain knowledge, steering in a course directly opposite to that of bankruptcy, who are working processes not generally known, not patented, and therefore trade secrets.

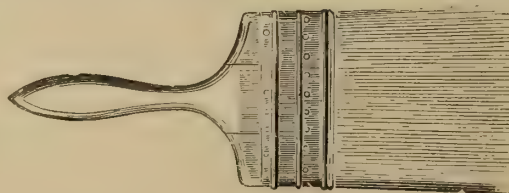
The working of a trade secret is profitable for both master and man. The master is freer from competition and gets better prices; the man is more relied upon and gets better wages, and stands head and shoulders above his fellows."

Mr. Jonh I. Davidson has been re-elected president of the Toronto Board of Trade.

The Bank of England reduced its rate of discount last week. It is evidently well prepared for gold shipments to New York, Berlin and Paris. This is a good sign. It bids farewell to the recent flurry.

THE LONDON BRUSH FACTORY, 61 and 65 Dundas Street, MANUFACTURERS OF

EVERY KIND
OF
BRUSHES
HANDLED BY
HARDWARE
TRADE



FULL STOCK
OF
CARPET
SWEEPERS.

Awarded Gold and Silver Medals, 1887 and 1888, Bronze A.D. 1889.

Send for Illustrated Price List
with Discount Sheet

THOS. BRYAN, London, Ont.

STEEL WIRE CHAIN. BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making four sizes, viz., 0000, 000, 00, 0. Send for samples and prices.

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Now is the time to book your orders for following goods for spring shipments, so that you will have them in due season: Harvest Tools, Spades and Shovels, Lawn Mowers, Churns, Milk Can Fixtures, Green Wire Cloth.

Headquarters for General Hardware. Tinsmith's and Plumber's, Nickel Platers Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



MONTREAL MARKETS.

MONTREAL, Jan. 22, 1891.

There is very little change to note business in all lines of heavy materials ruling quiet. Iron shows a firmer tendency at primary sources, but the position on spot is unchanged, the movement being restricted to a small hand to mouth business. Prices rule firm, however, and the same may be said of other allied lines, tin plates especially being in exceptionally light supply and stiff. Chemicals are on the quiet side locally, business being somewhat backward but the tone is firm when new supplies have to be considered. In oils business is picking up a little and it is probable that an advance in Linseed will have to be made shortly, advices quoting a rise, but no change has been made yet. The same remarks apply to turpentine, a stiffening tendency being noticeable on primary markets.

IRON AND HARDWARE.

There has been nothing to induce any change in this market during the past week for business, in a local sense, is practically nil, with very little movement in any line of stock. The tone, however, is firm on all leading ones, and advices from Great Britain would tend to create a strong feeling although warrants still exhibit an erratic course. Stocks of pig in public store, in Great Britain, are now put at 750,000 tons less than they were a year ago, while there are only three furnaces in blast, the weekly production averaging 20,000 tons less than it was last year. It is easily understood, therefore, that makers are very firm; in fact the most recent instructions to agents here were to the effect that all quotations on various brands of Scotch pig are withdrawn, with the exception of Eglington, which is quoted a shilling higher than formerly. A weak point, however, is the position of the American market, which keeps on the easy side, and will have to be seriously considered when any business is talked as if prices go above a certain level, say over \$23, it can be brought into Ontario. At present, however, there is positively nothing doing in pig, the only business that we have come across being the sale of a small lot of thirty tons at \$23.50 ex yard. Not another sale is heard of, for buyers will only take what they actually want at present as they are following a waiting policy, which may not be a wise one in the end. Tin plates are as firm and scarce as ever. Coke and charcoal being substituted for most of the jobbing business that is doing. No cokes can be had here under \$4.50, while charcoal, comparatively speaking, can be had almost as cheap, sales being made at \$4.75, for the reason that present supply on spot largely consists of it. Canada plates remain about the same, and 50 box lots can be had at \$3. Business in copper is unimportant, so that it is hard to quote, but if an order for a fair lot was had it could be obtained for 15c. for ingot. Ingot tin also is on the easy side, 23 to 23½c. Pig lead is nominally quoted at \$4, but could be had 25c. cheaper if a decent order were obtainable. Russian sheet iron

has been moved at 11c., and we quote 10½ to 11c., while galvanized iron runs from 5¼ to 7c.

NAILS.

The future of this market remains unsettled and predictions regarding it are conflicting. There are those who claim that prices will be reduced while there are others who undoubtedly are in the majority who say the contrary. Just at present however there is no change to note and a jobbing business on the old bases is transpiring. Makers hold a meeting on Friday, when some decision may be arrived at and with one exception they say that any change will be upwards.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " " "	....	2 75
6 dy to 7 dy, " " "	....	3 00
4 dy to 5 dy, " " " Am. pat	....	3 25
3 dy, hot cut, per keg, Am. pat	....	4 00
3 dy fine hot cut, " " "	....	5 50
4 dy to 5 dy, cold cut, Can. pat.	....	3 00
3 dy, cold cut, " " "	....	3 50
2 dy, hot cut, nails " " "	....	5 70

Steel Cut Nails. Wire Nails.

10 dy to 60 dy, per keg	.....	\$2 60	\$3 15
9 dy " " "	.....	2 85	3 45
8 dy " " "	.....	2 85	3 70
7 dy " " "	.....	3 10	4 00
6 dy " " "	.....	3 10	4 30
5 dy " " "	.....	3 35	4 30
4 dy " " "	.....	3 35	4 60
3 dy " " "	.....	4 10	5 50
3 dy fine " " "	.....	5 60	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 07
6 dy @ 7 dy, " " "	.....	3 57
8 dy @ 9 dy, " " "	.....	3 25
10 dy @ 30 dy, " " "	.....	3 00
Cut spikes, " " "	.....	2 55

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 80
1 " " "	.....	4 20
1 ½ " " "	.....	4 50

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

Although there is some jobbing business doing ex store, complaints are general that this trade has not opened out as briskly as was anticipated. Buyers seem to be pursuing a careful policy, taking only what they absolutely want. This is evidenced by the fact that very few contracts so far have been negotiated by agents with jobbers for some of next season's supply, whereas, last year quite a number had been made at this time. Briefly, business is slow in opening out. The tone remains as firm as ever as regards prices, and now that the union is an accomplished fact, no appreciable reduction is looked for. Recent private cable advices do not reveal any important change, all heavy chemicals being quoted steady to firm as a general thing. Locally, bleaching powder is stiff at the price given last week, \$2 to \$2.25.

Soda ash, yellow pruss of potash and other lines maintaining the position they have occupied all along. Sicellead sumac is as we have noted previously, on the easy side, and now we may quote spot prices lower at \$65 to \$70.

PAINTS AND OILS.

There has been a little more doing in oils in a jobbing way during the past week, but leads etc., remain quiet. Some demand is noted both for cod and cod liver oil, some fair lots were moving during the week. Newfoundland cod runs from 40 to 45c. and cod liver jobs firmly at 90c. to \$1.10 for Norway and 60 to 70c. for Newfoundland. Advices on Linseed are firmer an advance equivalent to 1c. per gallon here being quoted but no change in spot prices is noted as yet. They are tending upward however and a change is liable in a short time. Leads rule firm and unchanged and we quote:—White, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6½c.; do. red, 4½ to 5c.

GLASS.

There is no change in glass but some fair sized lots have been moved during the week. Prices rule steady and unchanged \$1.50 to \$1.60 for first and second breaks.

NAVAL STORES.

There is still an absence of business in this line, ship chandlers all complaining about a dull trade and there appears to be some ground for their grumbling. No change in prices is noted the tone being generally firm. Advices from primary centres quote an advance in turpentine equivalent to a rise of 1c. a gallon here, but no change is made as yet. We quote: Turpentine, 60 @ 61c.; rosins, \$2 @ \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7 @ 10c. for white; oakum, 5½ @ 7½c.; and cotton oakum, 10 @ 12c.

CEMENT AND FIRE BRICK.

There is not enough business doing in cement to be worthy of any note, but the position as far as English brands are concerned is firm as ever and prices may be quoted at \$2.45 to \$2.74 as to brand. Fire-bricks move in fair sized lots at firm prices, the range being \$24 to \$28 per 1000.

PETROLEUM.

The war in refined continues, and cutting in prices is still to be noted. While 12c. is quoted at Petrolia, sales have been made below this figure notwithstanding the fact that crude is firm and 3c. higher at \$1.31 per barrel. A fairly good demand is passing, and we quote: Canadian 12c. at Petrolia, and 14¼c. in Montreal in car lots, 15¼ to 15¾c. for smaller quantities, and American 23c. in car lots and 23½ to 24½c. in smaller quantities; American bensine, 23½ to 25c., and Canadian, 14½ to 15c.

You can lose more than we do by not subscribing for this paper.

-: SAPOLIO :-

SEND FOR

1891

PRICE LIST.

JUST OUT.

EMIL POI-WKA & CO.,

36 Front Street, Toronto, Ont.

DOMINION AGENTS.

TORONTO MARKETS.

TORONTO, Jan. 23, 1891.

PAINTS AND OILS.

This week has developed no new feature in this department of business. In paints, prices are unchanged, and travellers say they find things comparatively quiet in the country. Turpentine shows no change on this market. Prices are steady at last week's advance at 62 to 63c. There have been if anything rather more inquiries. Oils unchanged, linseed is very dull at 65c. for raw and 68c. for boiled. Castor oil is held at 10½ to 12c.

The new list for the Jones' spades and shovels is now in the hands of the trade, advancing prices as previously announced.

The manufacturers of carpenters chalk and crayons have settled their differences, and have agreed upon a new price list, which makes prices now about 50 per cent. higher than they have been.

English light edge tools have advanced about 10 per cent.

The binder cord people have not yet decided upon their new price list, but they give it out that it will be issued next week.

While the week has witnessed no special feature in the metal markets, several changes that have been under way for some time have been definitely announced.

Heavy T and strap hinges are now held at ½c. advance.

The Canadian lock manufacturers have come to an agreement, whereby, prices will be advanced to figures that will put their business on a profitable basis. The new list is not yet out, but may be expected in a few days, being now in the printer's hands.

IRON AND STEEL.

There has been no feature of interest in this department of trade since last report. The local demand has been very light for all kinds and prices are unchanged. Bar iron is steady at \$2.25 to \$2.30. In pig only small sales are being made. Prices remain at \$23 to \$24 for Cornbroe, \$22 for Middlesbro, \$23.50 for Southern, and \$23 for Niagara Forge and No. 1 soft foundry. Outside markets are weak. Scotch warrants are cabled from Glasgow at £47 4s.

COPPER.

The market still remains unsettled. Demand here is light. Dealers are getting 15½ to 16c. for English best selected in

small lots and 15c. for round lots. Foreign markets have been higher, then receded some, but latest cables show a gain as compared with a week ago. In London merchant bars are quoted at £53 5s. for spot and £53 10s. for future.

INGOT TIN.

The market shows a much firmer tone and there is every indication that present prices will be maintained if they will not go higher, judging from the condition of the market for the future. Small lots are selling here at 24½ to 25c., and in one ton quantities at 24 to 24½c. Cables are quiet on spot at £91 7s. 6d., but futures are firmer at £91 17s. 6d.

LEAD.

Quiet but the feeling is firmer. Prices are unchanged with Pig at 4 to 4½c. and bar 5 to 5½c. all for small lots on spot. Cables quote an advance of 2s. 6d. as compared with a week ago, soft Spanish being £12 17s. 6d. in London.

ZINC AND SPELTER.

Market is slightly firmer and there has been a rather better demand.

ANTIMONY.

Demand is light and prices are if anything a shade easier though the range remains at 21 to 22c. for Cooksons and 19 to 20c. for other brands.

CANADA PLATES

Demand continues dull and prices are unchanged at \$3.20 to \$3.25 per box.

TIN PLATES.

Last weeks prices are still firmly maintained and the trade are beginning to put more confidence in the figures which were so unexpectedly sprung upon them. The consumptive demand in the United States has been unusually large.

GALVANIZED IRON

Market is quiet and prices are unchanged.

GLASS.

Window glass is quoted as before but prices cannot be called specially firm.

OLD MATERIAL.

Business in this market the past week is reported dull, and values show no variation from those quoted a week ago. Prices are as follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap

rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Refined oils are unchanged here, but Petrolea prices are unsettled at 12½ to 13c. for carload lots. At these figures there is not much profit left for refiners, the cost of crude being too high. One of the refineries has closed down for the present on that account.

HIDES, ETC.

HIDES—Are going up, as the market opens rather ahead of the butchers' supplies. No. 1 is 5 to 5½c.

SKINS—Are steady and in slow receipt at \$1 to \$1.30.

TALLOW—Is yet 2c. for rough, and firm at 5½ to 6c. for refined.

WOOL—The market is practically at a standstill. The nominal price, 20c., is very weak.

RAW FURS.

The prices for raw furs are unchanged. The following are the quotations:—Beaver per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, Jan. 22, 1891.

For crude iron the demand continues moderate. One prominent Pennsylvania company has booked orders for about 10,000 tons of foundry pig iron at an open rate. Otherwise little has been done thus far outside of the ordinary sales for delivery two to three months ahead, however and there is yet more or less uncertainty regarding prices for both Northern and Southern brands. The range generally quoted is \$17 to 18 for No. 1, \$15.50 to 16.50 for No. 2, and \$14 to 15 for No. 3. Bessemer pig remains at about \$16 to 16.50 at furnace. There is no improvement in the demand for 20 per cent. spiegleisen, and \$28.50 to 29 is evidently full value. Eighty per cent. ferromanganese remains at \$60 to 63, with very little doing.

TEE RAILS.

Old iron tee rails were offered in small quantities at \$22.50 on cars at Jersey City without finding buyers, and wrought scrap



Broad Hoop Can Trimmings.
Ironclad Pattern Can Trimmings.
Creamery Pail Trimmings with NEW GAUGES.

Samples new gauges at our Toronto Office or on application.

Large assortment of Tinnery's sundries.

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.

474 St. Paul St., Montreal.

WORKS: St. Gunegonde, Que.

MARKETS—Continued.

at \$21 on cars also remains in practical neglect. A line of about 1,000 tons old car wheels has been sold at prices equivalent to about \$17 at Jersey City.

TIN.

The market for pig tin has remained very quiet, with little movement in prices in this or the foreign market, and speculative interest exceedingly tame. On the Metal Exchange 25 tons were sold at 20¼c. for Jan. and 10 tons at 20.35c. for March delivery. Spot stock was quoted yesterday at 20.20 to 20¼c net cash for ten-ton lots, and 20⅜ to 20½c. regular for smaller quantities,

COPPER.

In the copper market there has been no change. The mining companies are still quoting 15c. for Lake Superior product, and have sold some bars and cakes, but very little, if any, ingot at that price. Small lots of ingot may be had at 14¾c. from second hands. Arizona ingot has been sold at 13c. delivered, and casting copper at 12c. which figures seem to reflect present market value.

PIG LEAD.

Pig lead has been offered rather more freely by smelters, and the heavier offerings have weakened prices somewhat here and in the West. In the local market purchases could easily have been made at 4¼c., and from St. Louis a drop to 4.20c. was quoted.

SPELTER.

Spelter has ruled weak under pressure of stock for sale by one or two producers, who let about 300 tons prime Western go at 5¼c. for January shipment. Additional quantities were offered at the same price yesterday, and spot stock could have been secured at a round concession on the prices asked last week.

TIN PLATES

Prices for most varieties of tin plate are higher, and the market is strong at the advance. In futures the trading continues brisk, but little improvement is shown in the movement of spot stock. We quote: I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.75 to ...; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.65 to; Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.25 to; Dean grade, 20x28, \$10.50 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$10.00 to; I. C. Coke—Penlan grade (iron), \$5.40 to; J. B. grade, 14x20, \$5.55 to I. C. Bessemer steel, 14x20, coke finish, \$5.45 to; I. C. Bessemer steel, squares, \$5.55 to basis; I. C. Slemens steel, squares, \$5.65 basis.

Business with the Halifax Shovel Co. of Halifax, N. S., is reported to be good. They are enlarging their facilities, in order to keep up to the demands of the trade.

The Iron Age says: "Treasury officials at Washington are said to have received information that the Government has been defrauded by consular agents on the Canadian frontier, to a large amount, by exacting illegal fees and by undervaluations. It is stated that consular certificates in blank, signed by the consuls and the consular agents, have been sold for a nominal sum, for the use of exporters in making false returns of value on goods sent to the United States."

STORE IMPROVEMENTS.

In keeping a cutlery stock looking to advantage, uniformity in size of boxes is of great importance. These could be made to order sufficiently large to take in the original box. Each box to be sampled, the knife being fastened around the centre to the top cover.

The plan suggested by "A Padlock," in last issue, in reference to having nail bins placed in the counter on the inside, instead of the outside, is a good one. It saves the salesman the trouble of going out from behind the counter, and the floor is not strewn with nails, as is often the case.

Show cases to be made attractive should be lined with black velvet, or very often another color is used, which will make the goods show to advantage. Such goods as scissors and carvers can be placed in neat order with a sample of each size and style, all priced. The stock to be in a convenient place to sell from.

Bird cages should be placed in a prominent part of the store. They ought to be suspended from the ceiling, at such a height, as to be easily taken down, without ascending a step ladder. To make a satisfactory display one single length of brass jack chain, say No. 15, may be used. Attach an "S" hook, which will allow the cages to be easily taken off. Have each cage fully supplied with perches and cups, and if brass cages are kept in stock, always keep bright and clean.

Experience has taught that the most convenient way of having files placed in stock is in drawers. These should be so made as to pull out easily, drawer rollers being used. This will be found to suit the salesman in the file department on account of the weight of each drawer. They should be made about two feet in length, and of sufficient height and width to contain a full box of files. Every drawer could be divided into sections, each containing a size, and labelled on the outside with price.

It is reported that a number of moneyed men from York state have purchased some mineral lands in the township of Drury. These lands are in the vicinity of the famous nickel mines of Sudbury, and operations are to begin as soon as possible.

A Belgian gun manufacturer says it is a mystery to him what becomes of all the guns made. They are not perishable or easily destroyed, yet year after year the great manufacturers have increased their works until the number of guns and pistols that are made each year is something enormous, and the trade instead of decreasing is constantly growing.

Goods conveniently located save time, money and temper in showing.

Rivalry, open, fair, good natured and enterprising, is the life of business.

A reputation for truthfulness is indispensable to permanent and satisfying success.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Com'erce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can.
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth.
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

Your Attention

Is called to our Specialties,

Tooth-Picks, Berry Baskets,
Fruit-Tree Tags.
Tarbox Self-Wringing Mop.
Pinless Clothes Line.
Woodenware, etc., etc.

We are pushing for new goods all the time. Wait for our travellers—or write us for terms and circulars.

TARBOX BROS.,

73 Adelaide St. W.,

TORONTO.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

NORTHEY & CO., - TORONTO, ONT.

MANUFACTURERS OF
SINGLE AND DUPLEX

Steam and Water-Power Pumps

FOR ALL KINDS OF SERVICE.

INDEPENDENT AIR-PUMP
CONDENSERS

FOR ATTACHING TO

High Pressure Steam Engines,
MARINE AND STATIONERY.

GREAT ECONOMY

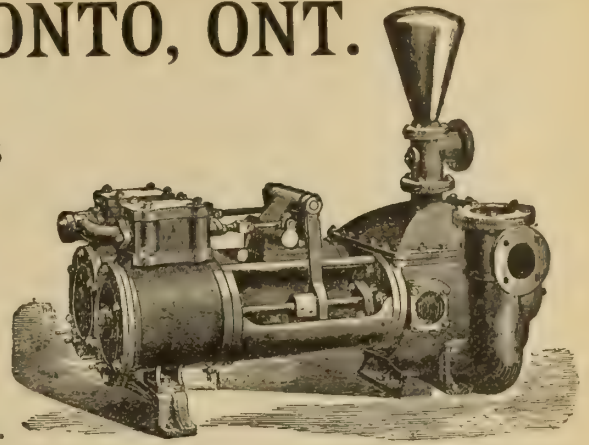
—IN—

FUEL AND POWER

GUARANTEED.

Prices and particulars on application.

OFFICE AND WORKS: Corner Front and Parliament Sts.



COST OF GOODS.

Three things are requisite to a systematic care of prices—a catalogue, a letter cabinet, and a memorandum book.

A catalogue of general hardware is indispensable in a hardware store. It should be the foundation stone of prices; the study of both buyer and seller. If the business will not justify the printing of one, procure it from a jobber with whom you deal. Cut out pages of superfluous matter, if there be any, and paste in pages of needed matter, so as to embrace lists and illustrations of everything you handle. A good catalogue may be made by binding in one volume the desirable parts of several catalogues, and inserting a quantity of blank pages for new goods.

Quotations come to the buyer in three ways—namely, mail or wire, verbal, and through commercial papers. For ready reference to circulars, letters and telegrams no device is superior to the Cabinet Letter File, where they are alphabetically arranged, Bolts under B, Locks under L, Nails under N, etc.

For keeping verbal quotations a buyer should have a memorandum book, say 5 inches by 8 inches, with a marginal alphabet. The pages should be ruled with a narrow left hand column for the date, and a wider right hand column for the name of the house making the quotation. The space between the two columns is for the article or articles quoted.

For staple goods' such as Nails, Iron, Wire, Rope, Solder, &c., in which changes are frequent and important, it will be found convenient to divide this space into two, three or four columns for different classes of the same article. For example, on page marked N write at the top "Nails," then divide the middle space in two columns. At top of first column write "Steel Cut," and at top of second write "Steel Wire."

Other pages may be divided to suit the articles, many being entered promiscuously

under the alphabetical heading, in each case giving date first, article second, and name last. Quotations and changes and other commercial papers may be noted in same way.

From quotations gathered by these methods and from invoices received, let a weekly change sheet be made in multiple copies sufficient to furnish each salesman with one. These should have both cost and selling price marked in characters. Thus salesmen are informed of changes in price, and at the same time of new goods constantly arriving. Now, from these change sheets let the catalogues be regularly and systematically marked. Use an erasable mark, and put down the date of the change to correspond with the date of the sheet. New lists may be pasted over old ones, or changes in lists may be made with red ink. There may not be a single new suggestion in this method, yet we claim for it the advantage of simplicity, accuracy and ease with which quotations may be referred to. It has the additional advantage that by it, quotations and prices may be traced to their source, just as a book account is traced from the ledger back to the original entry.—J. W. Stewart in Iron Age.

HOW SHOULD RETAILERS ADVERTISE ?

We have heard discussed many times what is the best method of dealers to advertise their business. It is obvious to any merchant that to let the people of his neighborhood know what he has in stock, and the inducements he holds out to them to purchase, he must do so through the local paper. It certainly is worth the while of any enterprising concern to look after this matter with systematic and careful attention. It is generally conceded that comparatively few hardware or other retail houses make the best use of the opportunities which are afforded them in these days, in which judicious and

enterprising advertising, often in new and striking ways, has so large a place in successful business management.

One merchant has said the best way he has found to advertise is to have a column in a local paper and change the contents every week. Very good; but we take the following from an exchange which is worthy of attention:—

"We have had several years' experience in advertising in our country papers and find the best method to be, is to select a space of about five inches at the head of one of the local columns and advertise seasonable goods, changing the reading matter every week. Then we have a space of 6 x 8 inches in a conspicuous place for a displayed ad. and put in a cut of some special article to attract attention and change it every month, and when we change it we call the attention of the reader to the fact in the local. As to circulars, we do them up nicely, and when there are many teams in town we put them in the wagons."

As concerning the use of circulars or leaflets in connection with newspaper advertising, we give the following opinion of a successful merchant:—

"We deem it advisable to keep a small advertisement in the daily papers so that the public may be kept familiar with our name, and when we have any particular article we want to push we have a small note printed on a slip of paper just large enough to fold inside our bills and statements when we send them out. We also mail circulars to the people in the surrounding towns, and this brings us directly to their notice. The people in these small towns pay more attention to circulars they receive by mail than the people in large cities."

The one fact that merchants do not make themselves and their business more prominent, is the cause, no doubt, to a great extent, of their not being as successful as they should be. Hardware men must note the fact. They should keep their business and its inducements before the people, and advertising is the way to do it.

Atlantic Glue Works, Berlin, Manufacturers of HIGH CLASS GLUE,
OPAQUE, EMERY, WHITE AND TRANSPARENT
Address J. T. HUBER & Co, Berlin, Ont.

HARDWARE MEN WHO ATE, DRANK, AND WERE MERRY.

The united staff of Messrs. Crathern & Caverhill, and Caverhill, Learmont & Co., held their annual banquet in Montreal, on Tuesday evening, Jan. 6th. The programme, which was an enjoyable one, and much of it contributed by members of the firms and their travellers, consisted of solos, duets, recitations, etc., and was interspersed by the following toasts: "The Queen," proposed by Col. Frank Caverhill; who officiated as chairman. "This Canada of Ours," by Mr. James Reid; "Our Employers," by Mr. Geo. Goulthorpe; "Our Guests," by Mr. R. J. H. Douglas; "The Ladies," Mr. Archie Macfarlane; responded to by Mr. Geo. A. Jordan. The evening's programme, including the menu, were thoroughly enjoyed by all, and will long be remembered as a sign of good will, and the interest taken by the large staff in the affairs of two such well known firms.

DEALERS SHOULD VISIT THE CITY.

Every merchant knows the results of visiting from time to time, the chief centre of trade from which he draws the great amount of his supplies. A dealer who makes periodical trips, to see what can be picked up among the jobbing houses, always profits by it. He sees articles there that he would possibly never have dreamt of otherwise. No doubt, if he should make an effort to adopt this plan, he would greatly increase his own knowledge of many lines of goods which he contemplates handling.

The variety of goods to select from is an extensive one, and he will find oftentimes many things in the line of specialties—of whose existence, possibly, he was never aware—that he could place in stock and sell to advantage. The local tradesman will also have an opportunity to secure an agency of certain lines in his own immediate neighborhood. Merchants should bear in mind that nothing is ever lost by having a personal acquaintance with those they buy from. No dealer can fail to see the truth of these remarks, and that the observing of them will benefit his trade, and make his knowledge of the general trade more extensive.

BRITISH TRADE.

The depressed condition of the British metal markets and of the machinery and ironmongery industries continues. To the evil consequences of the prolonged strikes and inaction of the furnaces in Scotland were added the recent financial crisis in London and the crash in South American securities. Reports from the great industrial centers are in general to the effect that no improvement has taken place during the past month, and none is immediately expected; in fact, some

of the English papers have asserted that the conditions render the probabilities for the current year uncertain or unpromising. Business is either quiet or stagnant; but little, comparatively, has been done in the lines mentioned, and prices have tended downward. On the whole, the year closed under depressing circumstances, with few, if any, reassuring features.—Ex.

HOW HIGH SHOULD A VISE BE?

Work at the vise is very often of a delicate character, requiring great exactness and nicety of touch. It is manifestly impossible for the workman to do his best under such circumstances if the natural play of the arms and the body is interfered with by a cramped or strained position. A skilled mechanic knows this intuitively and adjusts his vise experimentally until its height suits him. But there is a simple and reliable method of getting the proper height at once, which, we venture to say, few mechanics' know. When standing easily at the side of the vise the tips of the fingers should just touch the chin when the elbow is resting on the jaws of the vise. At that height body and arms have free play, the touch is most certain and assured, and work far less fatiguing.—Ironmongery.

THOUGHTS OF A MERCHANT.

"The man who can't always look upon the bright side of everything should keep out of mercantile pursuits," says a successful merchant. "It is generally the light-hearted, jovial fellows who appear to get along the best in this world in every branch of trade. People do not like to buy of a down-hearted merchant. They want to be greeted with a smile and a few words of cheer. It puts them in a good humor and they think that life is worth living after all. But if the merchant is glum and out of sorts the customer, somehow or other, gets blue himself, and don't care whether he buys or not. Now, I don't mean to imply that one can always be in good spirits. Such a thing is impossible in this 'vale of tears,' but one can always present a smiling countenance, no matter how gloomy the outlook may be. It is an indisputable fact that the general run of mankind prefers to trade with the prosperous merchant than with the one who is always talking about his trials and troubles."

A neatly furnished and well-arranged office greatly facilitates work. Somehow or other clerks and book-keepers always become more or less careless in their work when all their surroundings are untidy. They may appear to perform their duties thoroughly and faithfully, but their letters are not so carefully written and their books are not so neatly kept as when all the appointments of the office are handsome and orderly. It is a hopeful sign that business men generally are giving more attention to the furnishing of their counting rooms.—N. Y. Hardwars.

FRADULENT USE OF BUSINESS CARDS.

In a communication to the Ironmonger, Mr. J. W. Cunningham says: "Cannot something be done to prevent the fraudulent use of business cards? A gentleman called on us a few days back, and, after looking at some goods, and appearing satisfied with the price given, asked for one of our business cards, stating he would write us. The card was, of course, given him. We have since ascertained that he has purchased the article he required from a London maker, and, on showing the business card we gave him, was allowed the trade discount, they, of course, thinking he came from us. This fraud, I consider, could be prevented by writing across the business card (when given for such a purpose as above) the word 'customer,' or in some way which would be generally recognized by the trade, thus preventing people not entitled to discount from obtaining it. I think a notice in your paper might be the means of some good plan being adopted." This is something retailers in this country might do well to heed. The nineteenth century is full of all sorts of records, good and bad, and we look with some little surprise on any fraud which appears to have a savor of originality.

THE FOOL-KILLER WAS OUT OF TOWN.

I saw a man ask to look at some pocket knives the other day—he did not say he wished to buy any—in a first-class store where, if he had any sense, he would know that it was only necessary to ask for a good knife and he would get it, or a cheap one and he could have that, but, instead, he wanted to handle them all over. He commenced by opening the blades of each one in turn and, taking the bright polished blade of one between his moist thumb and finger and rubbing it back and forth caressingly for a moment—it was so smooth, you know—he then coolly raised it to his open mouth and exhaled upon it several times. The gentleman in attendance, who was first nervous at the manipulation by the hands, now paled at this last action and said: "My friend, do you not know that moisture will rust and injure fine cutlery? Why do you breathe upon the blade?" "O," replied the man, "didn't you know that was the best test for good stuff in a knife? If that is good steel, that breath o' mine 'll go off on a run, but if it's poor stuff, it goes off very slow." I instinctively looked around for the fool-killer, but, unfortunately, he was out of town.—Michigan Tradesman.

A feather duster disperses but does not remove the dust from the store.

Work can always be found in a store without double-million microscope.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done

WIRE SPARK GUARDS!

Japanned and Brass Wire. Superior manufacture. A trial order solicited. Send for best prices to the trade.

R. DENNIS,
London, Ont.



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

Our new gauge for Creamery Cans is just what the trade have long asked for. Sample order will prove this.

All sizes body stock to suit trimmings. Milk and Delivery Cans made up. Sap Buckets and Spiles.

We make and supply everything used by the Stove and Tin-ware Trade.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

CANADA'S NICKEL DEPOSITS.

So far as the deposits of nickel are concerned, the future of Canadian mining appears to have been assured by recent metallurgical discoveries. The value of the metal is shown in the fact that the United States Government has just voted \$1,000,000 with the intention of obtaining a sufficient supply of the metal for armour-plate construction; and the researches of Messrs. Riley, Hadfield and Schneider have been followed by results which undoubtedly give nickel a permanent place as an alloy of steel. The United States' contemplated purchase of the metal, under the impression that it could monopolize the entire available supply, does not take into account the enormous resources of Canada in this respect. It would be almost impossible to form an adequate conception of the illimitable supplies in that country. It is known that nickel exists in great abundance over an area of several hundred square miles, and it is safe to conclude from surface indications that the ranges continue for many thousands of square miles, some of them passing through long stretches of unbroken wilderness. It is believed in one district alone, north of Georgian Bay, there is sufficient nickel to be found to serve the world's requirements for a thousand years to come. This estimated supply, too, is made on the assumption that the metal will enter very largely in the future into the manufacture of armour-plates. The value of

nickel for toughening steel has become so generally recognized that at least one eminent firm of continental ordinance manufacturers has been personally enquiring into the resources of Canada in nickel, with a view of obtaining supplies of the metal, and only lately an offer was made on behalf of the Canadian Copper Co. to the authorities in Great Britain tendering them a free supply of nickel from Canada for the tests contemplated at Shoburness. The value of nickel as an aid to the perfection of metallurgical processes is so assured to the countries in which it is to be found in any abundance, and this will be particularly the case where the metal can be more economically treated than at present—for we firmly believe that the time is not far distant when nickel will be separated with the greatest facility and cheapness from its compounds. With such admirable possibilities for nickel in the future there is an obvious opening in Canada, which will without doubt lead to practical results in a very short period. This period will undoubtedly be shortened in proportion as the commercial relations between Canada and Great Britain are strengthened, since there is every probability of English capital being available to better purposes than that of other countries which still have their own internal resources to develop. Present financial conditions are not favorable to a new boom, but, when the next boom comes Canadian investments are not unlikely to be its object. This is the more probable because

it is evident that the opening afforded to new Canadian developments by the McKinley Tariff Bill is not likely to endure beyond the presidential election in 1892.—The Colliery Guardian.

A slight difference of opinion between the Pittsburgh and the Chicago interests on a trivial question of allotment operates to hold in check the final signatures necessary to the formation of the combination of steel rail manufacturers.

"The valuable employe," says an exchange, "is the man who exercises judgment in connection with the policy mapped out for him to pursue, by his employer. The salesman who will follow instructions to the letter regardless of the whims or wishes of the customer cannot possibly succeed. The automaton is not in demand by employers, while the man who will occasionally overstep the bounds by which he is limited can be forgiven on the plea of anxiety to make money for the man or company that pays his salary. The faithful conscientious and intelligent employe can readily be recognized even though he does at times err. It is the man who defies the expressed wishes of the employer and the one who follows orders like an automaton that is not wanted. To err is human; to ignore the wishes of those who have the right to express them is unpardonable. Give me the man who tries to do as he is instructed and at the same time has intelligence enough to know when to fall back upon his own resources."

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87

GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.



Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.

ADULTERATION OF WHITE LEAD.

If any one has a suspicion that white lead is adulterated, buy a pound or two of the substance and place it in a ladle and set it on fire. After it is completely burned there will be a quantity of metallic lead in the bottom of the ladle. After the ladle is washed and dried, it may be weighed; should it weigh exactly as much as the white lead before being burned, then the white lead is pure. Should a less weight of lead be found, there is an adulteration, the per cent. of which may be obtained by dividing the loss of weight by the weight of the white lead before being burned.—North Western Mechanic.

WHAT THE DEALER RISKS.

When a man purchases goods at your store and asks credit, says the Western Merchant, you either give it to him or you do not, according to the circumstances under which you may be doing business at the time.

If you are doing a credit business, and advance credit to him upon request, have you stopped to consider what are the risks you assume? We presume not. But to the extent to which you extend credit to a man you place your business interests in his power, without much redress. He offers you no security, save faith in his honor, which may be entirely untried. He engages to meet his obligations on no special day. He gives you no schedule of his affairs, as you are obliged to do when you ask credit. He simply presents a bold request for accommodation for goods. In other words, he uses your business as a means to live ahead of his income.

You assume, in the first place, that the man is honest. A comfortable assumption, but one often grievously disappointing. Then you assume that his affairs are prosperous, of which you can only make a valueless hazard. If he is honest and his affairs are in good condition, you must add the assumption that he will meet with no unexpected reverses, and that he and his family will remain living in good health. If this impossible condition could be continued, the misguided man who gets trusted might, in ages to come, succeed in getting enough together to pay his debts, but as it cannot be hoped for in this world of transition, he will—unless he reforms—die with unsettled obligations, which will be a source of trouble to his creditors and executors. The poor, defunct creditor—who, whatever his credentials, will probably not be able to secure credit in the next world—usually leaves no property to pay his debts with, and bequeaths only a heritage of misery and suffering for his wife and penniless children.

Such is the unhappy fate of the impecunious debtor. And what of the creditor? Unless he is a man of unusual discernment in

reading character, and with a very strong mind which permits him to refuse credit with suavity and decision, he will succeed in carrying on his business, perhaps, but only by yielding up the profits on his cash business—which should be added to his capital stock of investment fund—to make good the losses on his credit business. Is it worth while to do business with these men who get trusted, only to be obliged to pay for the privilege in the end? We think not.

A PRIZE FOR AN ESSAY ON WATER SUPPLY.

By decree dated December 14th, 1874, the King of Belgium instituted an annual prize of 25,000 francs with a view of encouraging intellectual works upon various subjects. The prize which is to be the object of the international competition for 1893, will be awarded for the best work on the means of procuring for large cities, and particularly the city of Brussels, an abundant supply of the purest drinkable water, provisions being made for the anticipated increase of population. Both manuscripts and printed works will be admitted for competition. The new edition of an existing work will only be receivable if it includes considerable modifications and developments published, as in the case of the other works, during the period to which the competition applies, namely, in the years 1889, 1890, 1891 or 1892. The works may be written in any of the following Languages: French, Flemish, English, German, Italian or Spanish. Foreigners desiring to compete will have to forward their works, either printed or in

manuscript, before Jan. 1, 1893, to the Minister of Agriculture, Industry and Public Works, in Brussels. Any manuscript work for which the prize may be awarded must be published during the course of the following year.—Fire and water.

The Port Arthur board of trade held its annual meeting on Tuesday the 20th inst. President George A. Graham's annual report was a very exhaustive document, and amongst other things touched on the progress of the Port Arthur, Duluth and Western railway for the year, the deepening of the St. Lawrence canals, Manitoba crop for 1890, lake Superior traffic, production of ore for the past season on the American side, with the prospect for shipments from Atikokan soon. The shipment of silver from Port Arthur mines for the year was \$400,000. The board elected George T. Marks president; W. Aaron Squier, vice-president; J. J. O'Connor, secretary, and discussed the necessity of a department of mines for Ontario.

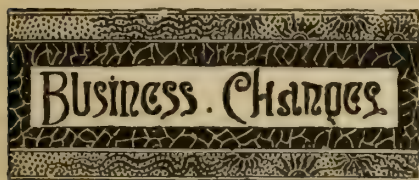
"African Bass" is the name given to a fibre obtained in the colony of Lagos from the bamboo palm. In appearance it is stiff and wiry, varying in colour from dark brown to light red, and dependent for its shades on duration of soaking. It is most readily obtained in lengths of from 3 to 6 feet, beyond which length it is inconvenient to pack and difficult to procure without injury to the tree. In diameter it varies from one-sixteenth to one-thirtieth of an inch the latter of which may be accepted as the limit of fineness to be admitted in a commercial sample for the European market. It is said to be used mainly in the manufacture of hard brushes for various domestic and manufacturing purposes. The demand appears to be very large, and the price is exceedingly satisfactory. The source of its supply in Lagos alone may be said to be practicably inexhaustible.—Ironmonger.



The above Brand of Lead
Requires no Association Guarantee.

It is the STANDARD of the Dominion for
Purity, Fineness and Whiteness.

WILLIAM JOHNSON COMPANY,
MONTREAL, QUE.



ONTARIO.

Alexandria—Leslie, John, general store, assigned in trust.

Bracebridge—Collinson, Thos., blacksmith and wagon maker, assigned to Jas. W. Bettes, Bracebridge.

Brighton—Nesbit, S. G. M., grocery, burnt out; Webb, Thos., general store and grain, store burnt out.

Cooksville—Creary, Patrick, saw mill, assigned to E. R. C. Clarkson, Toronto.

Dutton—Burgess, Mary (Mrs. Wm. B.) (estate of) general store, stock, etc., advertised to be sold by auction on 19th inst.

Fort William—McPhelan, F. J., general store, assigned to A. W. Thompson, Port Arthur.

Goderich—Proudfoot, J. W., grocery, assigned to Robt. Gibbons, Goderich.

Hamilton—Hewson & Murray, flour and feed, assigned to H. S. Stephens, Hamilton. Kingston—Brown, R. J., hotel, assigned to W. D. Greaves.

Kincardine—Gammond, Samuel, baker and confectioner, assigned to David Mahaffy, Kincardine.

Lindsay—Foley, Wm., hardware, assigned to Peter Mitchell, Lindsay.

London—Marsh, T. Herbert, wh. saddlery, hardware, etc., advertised business for sale.

New Hamburg—Miller, John D., wool and cattle, assigned to H. Brodrecht, New Hamburg.

Norland—Graham Bros., general store, assigned to Peter Mitchell, Lindsay.

Nosbonsing—Dunn, Jas., general store, assigned.

Oil Springs—Yates, Wm. F., grocer and baker, assigned to Alfred Robinson, London.

Ottawa—Goyette, Antoine, boots and shoes, assigned to A. C. Larose.

Ottawa—Rochon & McBride, dry goods, assigned.

Pembroke—Russell & Co., (co nom) dry goods, compromised.

Peterboro'—Ostrom, Elijah K., produce, assigned to H. Rush, Peterboro'.

Petrolea—Attwood, E. W., books and stationery, assigned to H. W. Nelson, Toronto.

Port Arthur—Vaughan, Amos C., lumber, assigned to John Fisher, Port Arthur.

Priceville—McKinnon, N. & Co., (co nom) general store, assigned to Chas. Langley, Toronto.

Sarnia—Simpson, D. & Co., (estate of) grocery, stock, etc., advertised for sale by tender.

Schomberg & Nobleton—Hambly Bros., general store, sold out Nobleton business to John Larkin.

Shelburne—Gray, W., grocery, fruits and confectionery, out of business and gone to Georgetown.

Strathroy—Lietch, F. C., (estate of) grocery, stock, etc., advertised for sale by tender.

Sudbury—Mills & McIntyre, Grocery and produce, assigned to Thos. Deacon, Pembroke.

Thedford—Parkinson, Thos., grocery and dry goods, succeeded by H. Johnson.

Toronto—Doty, (The) Engine Co., (not incor) succeeded by the John Doty Engine Co., of Toronto, (Ltd.); Nelson, Cassie, grocery, assigned to John B. Laing, Toronto; Ruthven, S., grocery, compromised, and estate sold; Perkins, Ince & Co., wh. grocery and liquors, John W. Young deceased; Tonkin, John J., merchant tailor, hats and furs, called meeting of creditors.

Walkerton—Russell, L., fruits, flour and feed, assigned to Robt. Millions, Walkerton.

Woodstock—Morrison, Matthew, grocery, etc., deceased.

MANITOBA AND NORTH-WEST TERRITORIES.

Freidensrue—Agranovitch, L., general store, sold out and removed to Winnipeg.

Holland—Pentland, T. H. & Co., general store, assigned in trust.

Winnipeg—Olson, Eglyolfur, grocery, assigned in trust; Kee, Robt., grocery, assigned in trust.

QUEBEC.

Cheneville—Locas, H., general store, assigned.

Cote St. Paul—Mocock, T. J. & Co., axe mfrs., dissolved.

Farnham—Lavigne & Co., tinsmiths, assigned.

Iberville—Dansereau, M., boots and shoes, assigned.

Luskville—Delemore, W., general store, sold out to L. Brackenbridge.

Montreal—Beaupre, Amedee, grocery, assigned; Hughes & Stephenson, plumbers, stock damaged by smoke and water, insured; Lunn, G. J. & Co., machinists, burnt out, no insurance; Dominion Tubular Lamp Co., mfrs. lamps, burnt out, insured; Edson, M. G. & Co., mfrs. chocolate, etc., burnt out, partially insured; Gosselin & Grenier, fruits, dissolved; Parkes, Reekie & Co., (co nom) com. hardware, etc., stock partially damaged by fire and water, insured; Ralston, M. W. & Co., (co nom) foundry, plant, etc., damaged by water, insured; Rousseau, T. & Fils., boots and shoes, assigned; St. Armour, A., boots and shoes, assigned; Whitehead, E. A. & Co., wh. leather, dissolved, business continued by E. A. Whitehead & E. A. Whitehead jr. Style unchanged.

Nicolet—Lariviere, P. B., dry goods, demand of assignment.

Pont Rouge—Lesage, Victor, general store, offering to compromise.

Quebec—Lamontagne, Omer, confectioner, assigned; Soucy & Bedard, grocery, dissolved.

St. Anne de Bellevue—Morrison, J. F. A., general store, compromised.

St. Bazile le Grand Lariviere, Amedee, hotel, assigned.

St. Louis de Mile End—Cadieux, J. B., grain and wood, demand of assignment.

Valleyfield—Critchon, John, jr., general store, meeting of creditors 20th inst.

Valleyfield—Corbeille, Alfred, grocery meeting of creditors for 20th inst.

BRITISH COLUMBIA.

Victoria—Rithet, R. P. & Co., (co nom) wh. grocery, incorporated as R. P. Rithet & Co. Capital stock \$500,000.

BUSINESS "WHENS."

When you would gain customers, advertise; when you would keep customers, advertise. Advertising pays if done liberally, honestly, and judiciously.

When you inquire into the causes of a marked success you will invariably find that much of it was due to ability to select and retain efficient employees.

When you hang a sign outside your place of business it pays to have a good one. It is a permanent advertisement, and indicative of your business method to the public eye.

When you are obliged to make heavy purchases on credit, have it understood that in case you are unable to settle when due, your note will be accepted without indorsement.

When you have secured a fine location, an excellent stock, and admirable fixtures, remember that the real end of business is to sell goods, not to keep a museum.

When a friend asks you to indorse for an amount which you could not afford to lose, let your answer depend upon your valuation of his friendship as compared with your own honor.

When you have exerted your full abilities, and success seems doubtful, train your mind to view the results calmly. Be sanguine. Worry, not work, is the bane of many lives.

When you have decided on a course in business which is satisfactory to your own mind and experience, do not allow the doubts of others to dampen your enthusiasm.

When seeking the elements of success, do not ignore bodily health. The body is the servant of the brain, and both master and menial are better for healthful recreation.

When you word an advertisement, remember that the public judges your business capacity, in a measure, by the method you use. Therefore avoid copying other people's ideas.

When you expect an advertisement to create business, word it for business. An advertisement has no life in itself; it depends for its efficiency upon the vigor with which you endow it.—[Exchange.]

An Annoying Accident.—Sanso—"I want to buy one of those unbreakable lamp chimneys you have advertised." Clerk—"I am very sorry, sir, but we accidentally got our whole stock smashed this afternoon."—Munsey's Weekly.

White Lead, pure, 25-lb irons, per lb	0 06½
" No. 1	0 05½
" No. 2	0 04½
" No. 3	0 04½

HARDWARE.**Ammunition—Cartridges.**

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Starn's per doz. 13 00 20 00
Adjustable " each. 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing, per gross	5 65 1 59
Pegging, " "	0 65 1 25
Brad, " "	0 85 1 60
" handled	3 60 7 30
Saddlers', " "	0 45 1 60

Awl Hafts.

Patent Peg, per gross. 7 50 9 00
" Sewing, " 7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross. 8 00 15 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 25 p.c. off Revised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's. 5 50 8 00
" Peterboro. 4 60 13 50

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell "	1 00 1 50
Nail and Spike, per gross	2 25 5 20

Blind Rollers.

Annex	1 25 1 75
Mascot	1 35 1 85

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis, 60 and 5 per cent. to 65 per cent.
Tire, dis, 50 to 50 and 10 per cent.
Stove, dis, 15 to 40 p.c.
Elevator, dis, 35 to 40 p.c.
Machine, dis, 60 to 60 and 15 p.c.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's	6 00 7 75
Barber's Ratchet	10 00 11 00
Farmers'	2 00 2 75
Millar's Falls	15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs. 0 50 3 40
Berlin Bronze Cana'n. 0 85 3 20

Broilers.

Light, dis. 65 to 70 per cent.
Reversible, dis., 65 to 70 per cent.
Vegetable, per doz. 1 12 2 35
Henis, No. 8 " 6 00
" No. 9 " 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.

Cast Iron.

Loose Pin, dis. 60 to 60 and 10 per cent.

Wrought Steel.

Fast Joint, dis. 60 to 60 & 10pc.
Loose Pins, " 60 to 60 & 10pc.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross	9 00 10 00
Sardine Scissors, per doz.	3 75 4 50

Card.

Horse, per doz. 0 70 0 95

Carpet Stretchers.

American, per doz.	1 00 1 50
Bullards	6 50

Carpet Sweepers.

Bissell, per doz.	22 50
World	21 75
Daisy	24 00
Star	18 00
Crown Jewel, per doz	29 00
Grand Rapids, " "	32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50pc.
Plate " dis. 50pc.

Cattle Leaders.

No 31 and 32, per gross. 8 50 11 25

Cement.

Portland, car load lots	2 70
Thorold	1 10
Queenston	1 10
Napanee	1 10

Chalk.

Carpenters' Colored, per gross	0 90 1 10
White, lump, per lb.	0 01½ 0 01½
Red	0 05 0 06
Crayon, per gross.	0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box	3 60 13 00
Side	3 60 4 00
Enterprise, No. 0	1 35
No. 2	2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz	2 00
Coil, per doz.	0 88 1 60
English, " "	2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis. 20 to 33½ p.c.

Fawcetts.

Cork Lined, per doz.	0 30 0 60
Wine, per doz.	1 30 2 25
Star,	2 80 3 90
Fenns Corkstops, No 2 p.doz	1 70
Petroleum, per doz	4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc.
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.

Fluting Machines.

Each. 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Peerless, discount 45 p.c.
Gem, dis, 50, 50 & 10 p.c.

Fruit Presses.

Henis' per doz. 4 00
Enterprise, discount 10p.c.

Fry Pans.

Acme, discount 55 to 60 per cent.

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each. 1 65 2 40

Glass.

4th quality Star, 1st break	1 50
" 2nd "	1 60
" 3rd "	3 50
" 4th "	3 90
" 5th "	4 20

Window Glass.

Pilkington's ordinary	
1st break	\$3 65
2nd "	3 90
3rd "	4 60
4th "	4 95
5th "	5 40
6th "	5 90
7th "	6 50

Picture Glass.

Pilkington's ordinary	
1st break	4 30
2nd "	4 70
3rd "	5 40
4th "	5 90
5th "	6 50
6th "	6 90
7th "	7 70

Glue Pots.

Tinned, each	0 30 0 90
Enamelled "	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz	1 00 3 50
Store door "	1 00 1 80
Chest, per doz pairs	0 40 2 50

Chisel.

Firmer per gross	3 00 4 50
Socket Firmer "	3 25 8 00
Socket Framing per gross	3 75 5 00

Fork.

C. & B., discount 30 p.c.

Hoe.

C. & B., discount 30 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian, per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair. 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60, 60 and 5 per cent.

Light T and strap, dis 60, 62½ percent

Heavy, per lb. 0 5 0 05½

Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets

Screw, Eureka. 1 13 1 80

Gate, Clark's. 1 50 2 20

" Shepherd's. 1 00 1 50

Per doz. pairs

Spring. 1 50 3 50

Hoes.

Garden, Mortar, etc., discount 40 per cent.

Planter's per doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10

Clothes Line, " 0 27 0 63

Harness, " 0 72 0 88

Hat and Coat, per gross. 1 00 3 00

Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.



HEADQUARTERS FOR

Bowman, Kennedy & Co.,
LONDON, ONT.,

Acme Club Skates, Sleigh Bells, Cow Ties, Snow Shovels X Cut Saws,
Buck Saws, Axes, Ammunition, Sporting Goods, all kinds,
Cutlery, Silverware, &c.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.		Planes.		Screens.		Tape Lines	
Wire.		Wood, bench, Canadian, or American dis. 50.		Window, patent, per doz 6 00 7 50		English, ass skin per doz. \$2 75 \$5 50	
Hat and Coat, dis. 35, 40 p.c.		Wood, fancy Canadian, or American dis. 35, 37½ per cent.		Screw Drivers.		English Pat. Leather 5 50 9 75	
Belt, per 1,000..... 0 60 2 70		Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.		Sargent's, per doz 65 4 00		Chesterman's, each 0 90 2 85	
Screw, bright, Eng., dis. 40, 5, 45 per cent.		Miscellaneous, dis. 10 to 12½ per cent.		Screws.		" steel, each. 0 80 8 00	
Canadian, dis. 50 to 60 and 5 per cent.		Bailey's Victor, dis. 10 to 12½ per cent.		Wood, F. H. Iron, 77½ per cent. dis.		Thermometers.	
Horse Nails.		Plane Irons.		" F. H. 72½ " "		Tin case & dairy, dis. 75 p.c.	
Horse Shoes,		English, per doz..... 2 00 5 00		" F. H. Brass 75 " "		Thimbles	
Per keg..... 3 75		Pliers and Nippers.		Bench, wood, per doz.... 3 25 4 00		Asbestos, filled, per doz., dis 25 off.	
Ice Picks.		Button's Genuine, per doz. prs. dis 37½, 40 p. c.		Bench iron per doz..... 4 25 5 75		Ties.	
Star, per doz..... 3 00 3 25		Button's Imitation, per doz..... 7 40 10 25		Scythes.		Tinner's Shears and Snips	
Kettles.		German, per doz..... 60 2 60		Discount 40 per cent.		P.S. & W., 10 p.c. advance on American list.	
Brass spun per lb.. 0 28 0 30		Plumbs and Levels		Scythe Snaths.		Tinware.	
Copper, " 0 40 0 45		S. R. & L. Co., dis. 65 p. c.		Canadian, dis. 33½ to 35 p. c.		Stamped, dis. Assn list, 70, and 12½ per cent.	
Enamelled Can, 50 p.c.		Poppers.		Shears.		Japanned, dis. Prices on application	
American, 50 and 10, 60.		Corn, square, per doz.... 1 35 2 00		B. & W., japanned, dis. 75 per cent.		Pieced, dis. " "	
Keys.		Pruning Shears.		B. & W. N. P., dis. 65 p. c.		Transom Lifters	
Lock, Can, dis 50 p.c.		Per doz..... 4 00 5 50		Seymour's dis. 60 p. cent.		Payson's, dis. 25 per cent.	
Cabinet, Trunk, and Pad- lock, Am, per gross..... 1 60 4 75		Pulleys.		Etna, dis. 75 @ to 75 and 10 per cent.		Traps.	
Knobs.		Hothouse, per doz..... 55 1 00		Heinrich 60 per cent.		Game, Newhouse, dis. 17½, 20 per cent	
Door, japanned, and N.P., Can. list dis. 50 p.c.		Axle, "..... 22 33		Sliding Door, per set 77 1 40		Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
Bronze, Berlin, per doz .. 2 75 3 25		Screw "..... 27 1 00		Steel Shingles.		Mouse, per doz..... 0 35 1 50	
Bronze, Gem, "..... 6 00 9 00		Awning..... 35 2 50		The Metallic Roofing Co. of Canada per square.		Rat "..... 2 00 4 50	
Lava, "..... 8 75 10 00		Pumps.		Heavy Eastlake Galvanized 5 75		Trowels.	
Shutter, porcelain, F. & L screw, per gross..... \$1 30 4 00		Rumsey or Canadian Cistern & Pitcher Spout, 60 and 60 and 10 p.c.		Light "..... 5 25		Disston's, discount 10 p.c.	
Ladles.		Punches.		Heavy Eastlake Painted 4 00		German, per doz..... 4 75 9 00	
Melting, per doz..... 1 70 4 50		Saddler's, per doz..... 1 00 1 85		Light "..... 3 75		Brade's "..... 00 10 50	
Lemon Squeezers.		Conductors, "..... 9 00 15 00		Tower or Mansard Galvanized 6 25		S. & D., discount 35 p.c.	
Porcelain lined, per doz 2 20 5 60		Tinner's solid, per set..... 72		Tower or Mansard Painted..... 4 50		Triers.	
Galvanized, "..... 1 87 3 85		hollow, per inch..... 1 06		Terra Cotta Painted Tile..... 7 00		Butter, per doz..... 6 25 9 00	
King, wood, "..... 2 75 2 90		Putty.		Eastlake Painted Siding..... 3 50		Twines.	
glass "..... 4 00 4 50		Bladder, per 100 lbs..... 2 00 2 25		Manitoba Galvanized Siding..... 4 75		Bag, per lb..... 0 12½ 0 20	
All glass, "..... 1 20 1 30		Tins, lbs..... 2 50 2 75		Heavy Man. Painted Siding..... 3 50		Wrapp'g, mott'd, pr. pack.	
Lines.		Rail.		Light Manitoba Painted Siding..... 3 50		" cotton, per lb..... 0 18 0 20	
Fish, per gross..... 1 05 2 50		Barn Door, per foot.... 3 3½		Heavy Sheet Pressed Brick..... 3 25		Mattress, per lb..... 0 33 0 45	
Chalk, "..... 1 90 7 40		Sliding Door, "..... 3½ 3½		Light Sheet Pressed Brick..... 3 50		Staging "..... 0 27 0 35	
Locks—Door.		Rakes.		Painted Crimped, Siding or Ceil. 3 50		Broom "..... 0 30 0 55	
Canadian, dis. per cent. 50		Cast Steel and Malleable, Canadian list dis. 40 per cent.		Shot.		Binding, flax, per lb.....	
Russell & Erwin, per doz 2 90 7 50		Razors.		Canadian, dis. 7½ p. c.		" jute.....	
Eagle, dis. per cent, 30 per cent.		Boker's, per doz 7 50 11 00		Shovels and Spades.		Vises.	
English and Am. per doz 50 6 00		Wade & Butcher's " 3 60 10 00		Canadian, dis. 37½ per cent		Hand, per doz..... 4 00 6 00	
Scandinavian, " 1 00 2 40		Currier's, per doz..... 1 25 3 60		Sieves.		Bench, parallel, each..... 2 00 4 50	
Eagle, dis. per cent, 15 to 17½ per cent		Rivets and Burrs.		Wood Rim, black, p. doz 1 15 1 35		Coach, each..... 6 00 7 00	
Mallets.		Copper Rivets, dis. 40.		" tinned, " 1 35 1 60		Peter Wright's, per lb..... 0 12 0 13½	
Tin Smith's, per doz 1 25 1 50		Iron " 40 to 45 per cent.		Tin Rim, " 2 30 2 45		Piper, each..... 5 50 9 00	
Carp't'rs, hickory " 3 85 5 00		Burrs, Iron, 30, 33½ p.c.		" black, " 1 80 2 25		Saw, per doz..... 6 50 13 00	
Lignum Vite, " 1 60 2 00		Rivet Sets.		Snaps.		Washer Cutters.	
Caulking, each..... 1 60 2 00		Canadian, dis. 30, 35 p.c.		Harness, German, p. gro. 2 00 5 50		Per doz..... 4 00 8 50	
Mattocks.		Rope.		Acme, " 3 00 5 00		Well Wheels.	
Canadian, per doz..... 8 50 10 00		Sisal, per lb..... 11½ 12		Lock, Andrew's " 4 50 11 50		Amer., per doz. 8, 10 & 12 in. 3 38 6 00	
Meat Gutter.		Manilla, "..... 15 16		Soap		Wire.	
Enterprise, dis. per cent 20 25		New Zealand, "..... 11 11½		Sapolia ½ gross boxes..... 3 25		Market, bright and annealed, oiled and annealed, Nos. 1 to 16, net list from stock 5 p.c. dis. from factory.	
Dixon's, each..... 1 60 2 00		Cotton, "..... 22 25		" ¼ and ½ gross boxes per gross net cash..... 12 00		Market, coppered, net list from stock 5 per cent. dis. from factory.	
Woodruff's " 1 10 1 70		Russia Deep Sea, per lb..... 15 16		Soldering Irons.		Market, tinned per lb..... 0 04½ 0 08	
Hale's, " 1 05 1 50		Jute..... 09½ 10		Per lb..... 0 32		Galvanized Fence, net list from stock; 5 p.c. dis. from factory.	
Hume, " 13 00 16 00		Rules.		Wrought Spikes.		Tinned Broom, from 19 to 22 gauge, per lb..... 0 07 0 07½	
Mincing Knives.		Boxwood, dis. 75 & 10 & 5 to 80 per c.		Discount, net list to 10 per cent.		Malin's Wire on spools, dis. 30 to 35 per cent	
American, per doz..... 42 2 35		Ivory, dis. 40, 40 & 5 per cent.		Spoke Shaves.		Clothes Line, galv., p. 100ft 0 25 0 55	
Molasses Gates.		Sad Irons.		Wood, English..... 1 80 5 00		Barbed Wire.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent		Mrs. Potts, per set 0 95		Iron, American..... 1 35 2 35		Galv. steel barb fencing	
Nails.		N. P. 1 25		Spoons and Forks.		"Lock Barb," 4 point..... 0 ¼ 0 05½	
Cut, 3 in. and upwards,		Sand and Emery Paper.		Tea Spoons..... per gross 7 50 12 00		Ditto Glidden 2 point..... 0 05½ 0 06	
per keg..... 2 60		B. & A., sand, 30 p.c.		Dessert "..... 30 00 30 00		Galv. Steel plain twist..... 0 05	
Brads & Moulding Nails, discount 60 per cent.		Emery, per quire..... 55 90		Dessert Forks..... 24 00		Galvanized Barb, "Ly- man," 2 to 4 points..... 0 05 0 05½	
Wire Nails, 65 per cent.		Sash Cord.		Medium "..... 27 00		Terms, 60 days or 2 per cent off for cash—10 days.	
Nail Pullers.		Per lb..... 22 50		Table "..... 36 00		Wire Cloth.	
German & American..... 1 85 3 50		Sash Locks.		Squares.		Ordinary, discount 25 p.c.	
Nail Sets.		Triumph and Morris, dis 37½, 40 per cent.		Iron, per doz..... 1 65 2 90		Painted Screen, p. 100 sq ft 2 25 2 5	
per gross		Kempshell's dis. 40, 62½ per cent.		Steel, dis. 75 p.c.		Wrenches.	
Square, round and octa- gon..... 3 38 4 00		Canadian, dis. 45, 50 p. c.		Try and bevel, dis. 50 to 52½ per cent		Agricultural, 65 p.c.	
Diamond..... 12 00 15 00		Sash Weights.		Staples.		Standard, dis. 60, 60 & 10 p.c.	
Oil.		Sectional, per lb..... 2½ 3 00		Fence, galvanized, per lb 5 5½		Que's Gen'l, dis. 32½ p. c.	
Canada Refined Oil (Toronto) 0 16		Sausage Stuffers.		Wrought Iron, dis. 75, 75 and 10 per cent.		Diamond, dis. 33½, 35 p. c.	
Carbon Safety "..... 0 18 0 18		Each..... 1 00 3 00		Stocks and Dies, Amer. dis. 25 per cent.		Tower's Engineer, each..... 2 00 3 00	
Canada W.W. "..... 0 20		Saws.		Stone.		" S., per doz..... 5 80 7 50	
American W.W. "..... 0 25		Hand, Disston's, dis. 10 p.c.		Washita, per lb..... 0 15 50		G. & K's Pipe "..... 6 00	
S. R. Seal..... per gal 0 63 0 65		S. & D., dis. 35 to 40 per cent.		Hindostan, per lb..... 0 06		Burrell's " each..... 13 40	
Oilers.		Cross-Cut, Disston's, per ft. 35 to 55.		Labrador, per lb..... 0 13		Pocket, per doz..... 1 25 2 00	
McClary's Galvan. Iron		S. & D. dis. 25 to 35 per cent.		Axe, "..... 0 15		Skates.	
Oil Can, with Pump,		Hack, complete, each..... 1 75 2 75		Turkey "..... 0 50		Skeleton, dis. 10 p.c.	
per doz..... 19 50		" frames only..... 75		Arkansas "..... 1 50		Whelpley's Pat. Club, Ladies', Brass Tops, 7½ to 9½ in..... 1 75	
Zinc and Tin, dis. 50, 50 and 10.		Saw Sets.		Water-of-Ayr "..... 0 10		Whelpley's Pat. Club, Gentle- men's, Brass tops, 9½ to 12 in..... 1 90	
Copper, per doz..... 1 25 3 50		Per doz..... 1 65 9 00		Scythe, per gross..... 8 50 5 00		"Star" Mfg. Co's wrought steel top, dis. 30 p.c. 8 to 12 in.....	
Brass, "..... 1 50 3 50		Scales.		Grind, per ton..... 15 00 18 00		Halifax Pattern, dis. 10 p.c.	
Malleable, dis. 25 per ct.		Canadian List, dis. 40 p.c.		Tacks, Brads, etc.		No. 0, Whelpley's, 8 to 12 in..... 0 63	
Pails.		Scale Beams.		Cut, Carpet, gimp, blue, dis. 35 p.c		Forbes' New Patent.	
Galvanized, per doz..... 2 00 3 50		Canadian, B. S. & M. dis. 40 per cent.		tinned, dis. 45 p.c.		Half-Patent, "Achieved" action with finest tempered blades..... 4 00	
Pencils.		Scrapers.		Swedes' iron, blue or tinned, dis. 42½ p.c		Full-Patent, "Achieved" action, with new patent blades..... 4 50	
Dixon's, per gross..... 1 00 4 25		Box, per doz..... 2 10 4 50		Upholsterers' " dis. 42½ p.c			
" Carpenter..... 2 25 3 60		Foot, "..... 40 3 50		Copper Tacks and Nails, dis. 35 p.c.			
Picks.				Trunk and Clout Nails, " 40 p.c			
per doz..... 6 00 9 00				atent Brads, dis. 40 p.c.			
Picture Nails.				Finishing Nails, dis. 35 p.c.			
Porcelain Head, p. gross 1 65 3 00				Cigar Box Nails, dis. 35 p.c.			
Brass Head, " 40 1 00				Shoe Finders' Tacks & Nails, dis. 25 p.c			



No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25¢. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

NEEDHAM VEALL & TYZACK'S CELEBRATED



**WITNESS
CUTLERY**

MANUFACTURERS OF

Table Knives, Carvers and Steels,
Butcher, Palette and Artists' Knives

Fine Pocket Cutlery.

SCISSORS, RAZORS, ETC.

Agents for Canada

Watson & Pelton,

MONTREAL.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks. Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED.

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.
Canadian Bank of Commerce Building (2nd floor), TORONTO.

THE MANUFACTURERS' LIFE INSURANCE COMPANY AND THE Manufacturers' Accident Insurance Company.

HEAD OFFICE : Yonge Street, Trader's Bank Chambers, Toronto.

Authorized Capital, \$2,000,000 and \$1,000,000 respectively.

Most Liberal and Varied Forms of Life or Accident Policies Issued. Life Policies incontestible on any grounds whatever after three years.

PRESIDENT :---Rt. Hon. Sir John A. Macdonald, P.C., G.C.B.

VICE-PRESIDENTS : { GEO. GOODERHAM, Esq., President Bank of Toronto.
WM. BELL, Esq., Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

JNO. F. ELLIS, Managing Director.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER.

BUILDERS' & CONTRACTORS'
SUPPLIES
Of every description.

Wm. McNally & Co.

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts.,

MONTREAL.



IMPROVED patent asbestos floor and partition thimble. Patentee and Sole Manufacturers, Canada and United States. Fairbairn & Craig, 126 Richmond St., W.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL RAILS NEW OR SECOND HAND All Sections
Cast and Wrought SCRAP IRON in Car lots
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

HARDWARE.

Genuine Coppered Babbitt

PRICES.

Anchor	per lb. 8c.
(For Shafting, etc.)	
Star	per lb. 12c.
(General Purpose)	
Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

H. R. IVES & CO., Montreal.

MANUFACTURERS OF

Stoves, Hardware, Iron Railing, etc.

MONTREAL SMELTING WORKS

HAVING been large users of Antifriction Metals for many years, and suffered from being imposed upon by inferior compositions under various high sounding names, we are now offering under the above trade name a more reliable kind of Antifriction Metal, which by merit alone we expect will make its way in the market. It is put up in boxes of 50, 100 and 200 lbs. each. For large quantities in bulk or casks a reduction in price will be made. Prices subject to change without notice. Sample orders solicited. Terms: 60 days or 2 per cent. off for cash.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)

PRIMERS B B CAPS,

Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen not using these goods to try them, and let them speak for themselves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,

MONTREAL.

A. E. CARPENTER,
Pres.

J. H. NEW,
Vice-Pres.

HENRY NEW,
Sec.-Treas.

The Hamilton and Toronto SEWER PIPE CO'Y

(LIMITED.)

HAMILTON, CANADA,

SUCCESSORS TO

THE CAMPBELL SEWER PIPE CO., AND THE HAMILTON SEWER PIPE CO.

—MANUFACTURERS OF—

Steam-pressed, Salt-glazed

VITRIFIED SEWER PIPE.

Flue Pipes, Chimney Tops and
Smoke Preventives.

Established 1860.

Dominion Wire Manufacturing Company, Ltd.

(LATE DOMINION BARB WIRE CO.)

MANUFACTURERS OF

LYMAN Fencing,
2 & 4 Barb,
Ribbon, Thorn,
Plain Twist.
FENCING TOOLS.



Plain Wire,
Bright Annealed,
Oiled, Coppered,
Galvanized
WIRE ROPE.

Steel Wire NAILS. SCREWS. Gimlet Point.

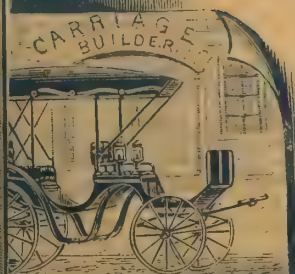
185 St. James Street, MONTREAL.

27 Front Street East, TORONTO.

JAN. 31, '91

\$2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

—O—
Importers of
BAR IRON,
STEEL,
Shelf and Heavy

HARDWARE,

Builders' and
Mechanics'
TOOLS and
SUPPLIES.

—O—
32 KING ST. EAST,



JOHN LEYS,
Vice-President.

—O—
Mantels,
Grates,
Tiles,

- CUTLERY -

E. P. WARE

Housefurnishings.

—O—
TORONTO.

TAPER TOOTH.



Prices on Application. Telephone 6120.

Metallic Shingles,
Siding and Ceiling Plates,
Terra Cotta Tile,
Corrugated Iron, etc.

SEND FOR CATALOGUE.

METALLIC ROOFING CO., L'D.

Rear 84 to 90 Yonge St.,

TORONTO.

Telephone No. 1457.

CAUTION.

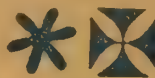
Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.

None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.

TRAVELLING MEN

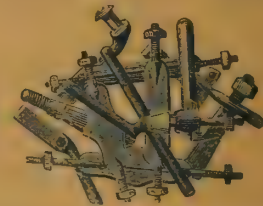
WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers' experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.,)
68 Esplanade St.

TRADE



MARK.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

WILLIAM HAMILTON, } Water Works Dept.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,

DEAR SIR,—I am pleased to say that
after nearly three years constant use, day
and night, on our largest engine your Cop-
perine has stood its work well. I have not
had to renew any of the heavy bearings yet,
so I consider that speaks for itself. I am
pleased to recommend it to any one in need
of metal to stand heavy work.

I remain, yours truly,
J. C. FERGUSON,
Chief Engineer Toronto Waterworks.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vcl. 3.

TORONTO, JANUARY 31, 1891

No. 5

THE SALESROOM AND THE OFFICE.

Successful merchants know very well there is a right way and a wrong way of conducting their business operations, and they know also the importance of following the proper method. They know the results of systematic management in carrying on their business, be what it may, and one who does not have that trait about him, and who does not understand what his business requirements are, must meet trouble and disappointment some time or other. Most of our readers are business men, and we venture to say that most all of them can recall some instance of a trained business man undertaking to carry on manufacturing business, resulting in partial or complete failure. Such a result is because he could not be made to see the importance of having the proper equipment in his shops, or having the most competent men to fill responsible positions, and allowing things to be so organized and managed by them as to secure the highest efficiency.

This case applies to those who, for instance, take up a mercantile business to invest their money in, and in many cases often have no experience whatever. A few of this class succeed, and in their thoughtful moments, often wonder why fortune so favored them, when they knew nothing whatever of keeping a store, purchasing goods or engaging help. But such cases as these are more the exception than the rule.

On the other hand, how many, alas! have decided to follow out their intentions, and invest their all in a stock of hardware, and in an astonishingly short space of time are compelled to close the doors? The moral is as obvious in this case as in the one we have cited in reference to a person undertaking to carry on a manufacturing business without either brains or experience. We have had

many a case come under our notice where too many with experience and knowledge of business have had to succumb to the troubles and perplexities of a business life. In such instances, a lack of system and proper management was the prime cause of failure.

We have often entered a store, and found the whole stock in a very untidy condition, the office in a similar way, the whole suggestive of a lack of system and of the interest which should be taken by every merchant. Such merchants do not seem to have the least idea of what the requirements of their business are. They think it is quite unnecessary that everything should be kept neat and clean, and that a perfect system need not be instituted and maintained in the office as well as the salesroom. The merchant who prides himself in keeping his store in a neat condition, is somewhat disgusted with his opposition friend who perhaps, doing business across the street, is careless and neglects making those improvements which would render the appearance of his store a credit to him.

Every dealer should consider it of prime importance not to have only his salesroom in neat orderly condition, but his office should receive its due share of attention. A systematically conducted office, equipped with the latest improved desks, cabinet letter files, and type writing machines, etc., is as essential in the carrying out of a successful business as anything that a merchant can do or have. Time spent in hunting for a letter containing quotations of prices, or an order for goods, or other important matter, or for a pamphlet or catalogue of importance, is just as much time lost as is time spent in looking for a door knob, auger bit, or some size of bolts in the salesroom. System, order, and the adoption of correct methods are as important in one part of a business as in another, and those who recognize this fact are

the successful merchants. Those who fail to recognize it and yet manage to get along, either do not meet with the competition of others upon even ground or are not successful in the true meaning of the word.

VAGRANT TRADERS.

In its issue of the 10th inst., the Ironmonger adverts to the itinerant hardware trade done on market days in the English towns, and shows it to be both extensive and destructive of profits to the stationary trader. The Ironmonger asks its readers to suggest what ought to be done to handicap this class of trade so as to put it on an equality with regular shopkeeping. Where these goods are sold in the market place they usually are of inferior quality, and on that account, as well as because of the immunity of their vendors from taxation, they sell at figures below what the local dealer can afford to take.

We know a little about the itinerant and the transient trader in this country, and though we have not suppressed either of them, we have in the local option principle a plan whereby we can make them carry weight, which is assessed by the municipal council as the equivalent for local taxation. This is in the form of a license fee. Our itinerants do not open out their wares on the market place. They go from house to house, or they rent a shop for a few weeks and dispose of their depreciated stock at prices which their legitimate competitor cannot meet. If the pedlar goes to any house without a license he is subject to a heavy fine; if he has a license, he pays for it according to a valuation that local circumstances determine the council in fixing. The pedlar's is therefore a regulated trade, and though the peddling franchise is not uniformly valued throughout the country, yet it is supposed to be equitably adjusted to the rights of the local stable trade.

The transient trader, the man who swoops upon a town with a stock of any description, opens a store for a few days or

weeks and runs an auction sale, or does a shop trade at low-cut prices, is by degrees also coming in for regulation. He usually times his departure so as to evade any claims upon him for taxation, but some of our towns have passed by-laws which require these nomadic traders to take out a license before they open their store. The license is given for a year, and is put at a figure that is somewhat above the estimated regular taxes on such a business for a year. A rebate is provided for in case the trader stays a year, whereby any excess above what his regular taxes would be is deducted from the license fee he has paid, and is returned to him. Too few of our towns have adopted such a by-law for the protection of local trade, but the number of them has lately grown.

For market purposes our law makes a distinction which does not seem to hold in England, between the producer who is an itinerant distributor and the itinerant distributor who is not a producer. This law over-rides our municipal councils, and puts it out of their power to pass a by-law fixing a license-fee for producers, but they have full power to tax non-producing street vendors. If the law were the same in England, a travelling ironmonger would have a license fee to pay in each town he opened out his wares in. This would soon extinguish him.

STORE IMPROVEMENTS.

Strict attention should be paid in handling cutlery. After showing what is required, never omit cleaning thoroughly every portion of a knife with a piece of chamois skin.

Brass cages can be made as bright as new, by an application of soap and water. This will effectively remove all specks of dirt and make such goods perfectly clean.

Dealers who possess a trade in building hardware, would do well to have set apart a small room for the purpose of showing what they keep in stock for building purposes. As bronze goods are extensively used at the present time in houses, it will be found very convenient to have knobs, sash fasteners, escutcheon plates, butts, etc., of different styles all properly sampled, in order to make it convenient for those who come to inspect the stock. This room could be made a distinct department from the salesroom, and of a more private nature.

A great fault in keeping a stock of shelf goods, is, not having everything properly assorted. For example, bright wire screw-hooks are often kept in one shelf, while the same article in brass will be kept in another place entirely. This may be said of other articles. All screw hooks, screw eyes, gate hooks and eyes whether brass or iron should be kept together. This will facilitate a salesman's work and sometimes his temper, when he cannot place his eye on what he wants instantly.

There is no excuse in not having every article in the store sampled. It may often come under any person's notice, the delight

some salesmen take in mixing up draw knives, bench axes and braces all in one drawer, and then not have a single sample attached thereto. Every person who has had the first experience in a hardware store, knows great care should be taken in the keeping of all edge tools. A drawer should be reserved for each style of tool, and so arranged as to prevent the edge from being injured.

Wrought and brass butts, table hinges, back flaps, etc., should all be kept in the shelf in their original boxes. Some dealers persist in taking up valuable space, by making half-a-dozen drawers, divided into compartments to contain their selling stock of such goods. To keep the stock of butts well assorted, and sell from the original box, will prevent confusion, and unnecessary work.

While we greatly favor the use of boxes for stock, we cannot fail to urge the necessity of keeping the shelves properly filled, and everything sampled and classified. This can be done whether the shelves are boxed or not. In sampling on original boxes, nothing should be sampled on the label. This will be found convenient in case any number of a certain rim lock were wanted. If it were sampled over the label it would be necessary to remove the lock to find the number.

Any person contemplating adopting boxes for his shelves should not have them made too large. He must take care to have the front properly made. This should be so put on as to have the grain of the timber run lengthways, and not upright. This will prevent cracking when placing a sample on it. To have a neat looking finish on each box, French Imperial green is superior to anything else. This should be applied at least in two coats, then varnished. A porcelain shutter knob $\frac{3}{8}$ of an inch in diameter with a nut, is the best device that can be used on a drawer.

PRICES IN HARDWARE STORES.

The system of marking goods in characters known only by the salesman, is almost universally adopted. However in many stores and especially those in the United States this system is being supplanted by using plain figures. It will be conceded by many dealers that the method of using characters, has many good points which will preserve its use to many, until another way is instituted that will prove an improvement. If an article is marked in characters which represents its selling price, such price must be ascertained on enquiry, which would scarcely be necessary in the case of its being marked in figures. Marking goods by the latter method is resorted to, very generally by grocers, who find it the most convenient way of informing their customers what such and such an article is worth. But we must bear in mind, those in the grocery trade make a point of advertising their prices, as

the goods they deal in are wanted every day, and any one who visits a grocery store in search of his daily needs, knows pretty well what a bill of goods will amount to without enquiring. This is owing to being accustomed to daily purchasing, and to the uniformity of prices existing in the grocery trade.

As far as the hardware dealer is concerned, much can be said on the subject of marking goods. Some work on the plan that if he should place plain figures on his goods, his customers and especially the transient trade would use it as a guide to secure a lower price elsewhere.


It would be difficult to find two retail stores having the same price on any article. This would be owing to the cost of the goods, which very often differs, and also from the fact that some dealers are more liberal in the marking of their goods than others. It is a fact which we regret to admit, that not a few merchants have no uniform price, that is, they will ask a customer a certain price for an article, and when they find the would-be-purchaser will not take it, unless a rebate is offered, the dealer offers it, though reluctantly, at a reduction. Now these are facts which are not at all conducive to success in business. There are people who never enter a store without an idea of "beating" down a price, no matter what it is or what the article is. Such people get to be well known in this peculiar art, and the salesman looks out to be well prepared for such customers, and, as is often the case, quietly advances the price as much above the correct figure, as the customer is likely to ask below it. One circumstance in our mind illustrates the fact. A gentleman who probably came from the Emerald Isle, wished to purchase a padlock, and on enquiring the price, was told by the salesman it was fifteen cents. The old gentleman who was somewhat deaf, understood the young man behind the counter to have said fifty cents; whereupon, the customer quickly retorted, "I'll give ye fairty." The salesman who knew his customer replied, "Excuse me sir, I did not say fifty cents, but fifteen. The old gentleman who had not entirely forgotten Paddy's dialect, quick as flash, replied, "Oh! I'll give ye tin cents then." Such is the experience of those who are behind the counter, and what advantage is taken of dealers who are not particular as to having but one price. No merchant can afford to reduce the price of his goods (providing he marks them at a fair advance) any more than he can sell them below cost. Each dealer should make it a point to have but one price, and to keep to it. As far as using plain figures are concerned, we could see no advantage in their adoption, whereas, the custom of using characters is resorted to for protection, and as one merchant may have a line of cutlery entirely different from his opponent, it cannot be said he should ask the same price. There is no uniformity in prices among hardware merchants. A business of so much detail, and embracing almost an endless variety of goods made by different manufacturers, it cannot be expected a certain article is sold at the same price in any two stores.

CAVERHILL, LEARMONT & CO'Y,

-: SKATES :-

Our stock is large and fully assorted, including :

"SKELETON" Halifax Pattern. "GENUINE ACME"
and Forbes' New Patent "ACHIEVED."

 Write for Prices, as we
are Headquarters.

MONTREAL.

CAUSES OF FAILURE.

One fertile cause of failure is that a number of men engaged in business have mistaken their vocation. Some have not sufficient brains to run successfully even the smallest business, others have more brains than are required for the business they take hold of, and a good many are not of the proper temperament to enable them to stand the petty worries of the daily transactions with capricious customers.

The man without the brains invariably thinks he has them, and in his blind infatuation believes no one can teach him anything. He is extremely susceptible to flattery, and his customers get away with him by using that insidious weapon. The commercial traveller piles the taffy on him thick and fast, and while taking down an order makes his pencil travel faster than the poor dupe's calculating powers. This kind of man gets shipwrecked and wonders how it happened.

Circumstances or an ambition to make haste to get rich very often pitchfork a man of a splendid mental calibre, into a country store business that he is totally unfitted for. As a doctor, lawyer, school teacher, civil engineer, or in some other occupation requiring strong brain power he would un-

doubtedly prove a success. Such a position is an unfortunate one for this man to find himself in. The littleness of many of the transactions disgusts him, the daily routine work, with no opportunity for him to exercise his thinking powers to advantage, becomes irksome to him, and he feels that he must have a larger and more important field to work in. Politics and municipal matters attract his attention, affording some scope for the exercise of his mental abilities. Candidates for Parliament during election contests make him their friend and encourage him to spend a portion of his time on their behalf. His fellow citizens elect him a reeve or councillor, and accord him a fair share of notoriety and applause for his usefulness in transacting public business, and for being foremost in advocating schemes for promoting the welfare of the community. A man of this class, urged on by the approbation of the people, has frequently turned an insignificant hamlet into a live village or town, but has broken his own back in doing it. His efforts have irritated a number of his neighbors, who give him the cold shoulder when he becomes bankrupt.

People of irritable tempers cannot possibly succeed in a country business. In a large business where they do not come frequently

in contact with their customers they may have a chance of succeeding, if their abilities otherwise are good, but impatience, snappishness, or short answers, will soon drive customers from any store, even if special inducements are offered in the way of prices. It is not necessary for any one to smile at his customers while they are tramping on him, in order to secure their good will, but a very necessary qualification for a successful business man is affability combined with tact. Nature has given some men this qualification, others acquire it through exercising strong will power over their tempers and manners, and those who do not have it, as a gift from nature and cannot acquire it should sell out their business as soon as they can find a suitable purchaser.

(TO BE CONTINUED NEXT WEEK.)

It is reported the object of the mission of Mr. Macintosh to England is in connection with a plan of utilization of the water power of the Chaudiere river. It is said the scheme in question is on a grand scale, and includes the erection of works to run night and day for electrical purposes. If the investigation of Mr. Macintosh in England turns out as reported, he proposes to manufacture electricity for storage, to propel all trains on the Canadian Pacific and Grand Trunk railways.

CORRUGATED STEEL FASTENERS.

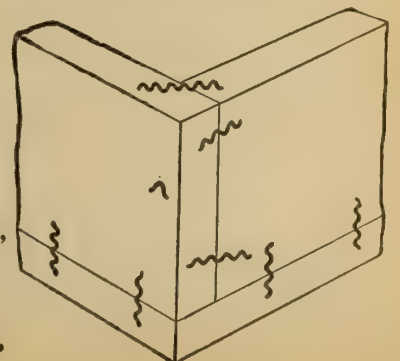
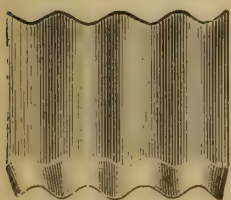
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

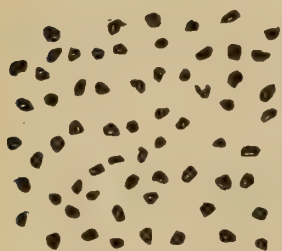
THE ONTARIO TACK CO., Hamilton, Ont.



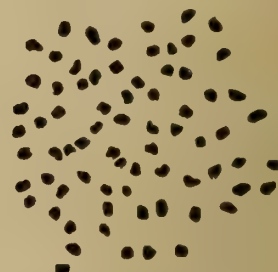
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

WHAT WE PRODUCE.

The Canadian correspondent of the London Ironmonger gives the following resume of the chief productions of the Dominion :

"Copper was produced by four operators, and three others operated without producing, making a total of seven, employing 1,074 men, exclusive of British Columbia. There were 6,809,752 lbs. of ore marketed during the year, valued on the ground at \$885,424. This is an increase of 1,250,000 lbs. on the year previous. The production of gold shows an increase of 11,108 oz., and \$196,549, the quantity produced being 72,328 oz., valued at \$1,295,159. British Columbia produced \$588,923; Nova Scotia, \$510,029; and the North-West Territory, including Yukon district, \$195,000. The number of men employed was 2,887. The estimated yield of gold in Canada from 1888 to 1889 inclusive amounts to over \$54,000,000. Our gold exports amounted to \$609,250. The Gypsum mines in Nova Scotia, New Brunswick, and Ontario employed 233 men, and produced 213,273 tons, valued at \$205,108, nearly all of which was exported. The production was about the same as last year. The total amount of iron ore produced during the year was 84,181 tons, valued at \$151,640, whereas the value previously was \$152,068 for a lesser quantity—viz., 78,587 tons. Nova Scotia produced 54,161 tons, which is less than in 1884, and 3,000 tons more than in 1880. The total export is noted as \$39,887.

The manufactures of iron and steel during 1889 amounted to \$5,788,300. The value of the fuel consumed was \$412,048, and the number of men employed 1,857. Of iron and steel goods manufactured in Canada the exports amounted to \$144,909 against \$184,214 the year before. Imports of articles made wholly or in part of iron reached \$1,339,000, on which a duty of \$392,302 was collected. The imports of steel amounted to \$765,000,

and of articles of iron and steel to \$2,876,409. The total imports of iron and steel of all kinds was \$9,650,653, an increase of more than a million and a half dollars over the previous year. The duty collected on this was \$1,908,966."

It will be noticed that no report is given of our nickel operations. This is no doubt owing to the returns which were made to the government, being kept secret.

ECONOMICS OF MECHANICAL PROGRESS.

Mechanical invention has economized labor. Its effect in this direction is scarcely measurable to the modern mind, not practically familiar with the methods and machines of our grandfathers. There has been in many cases a reasonable though short-sighted dislike and opposition on the part of workers, whose particular crafts has been apparently endangered. The anticipated evils have had, however, but a temporary existence. The multiplication of industries has been compensatory. The departments of skilled labor have increased in number. Every art and trade capable of evolution, and co-existing with the existing claims of civilization, has perpetuated itself in new and diversified forms. Steam and electricity, once supposed to antagonize the interests of industry, have in fact been vital forces in its progress, without which commerce would have been dormant outside of local lines, and the pace of production so necessarily broken-winded that vast populations of the human race, would have been in straits; in which their backs and bellies would both have suffered. That some men have pauperized multitudes of their fellow creatures in a blind and greedy use of new appliances makes no change in the historic fact, that the general good has been the eventuality of all labor saving inventions. The wealth created by skill can be best estimated by a

collation of modern examples. A bar of pig iron worth say \$5, if hammered into horse shoes, is equal to \$10. If made into needles, \$55; into buttons, \$3,500; into pocket knives, \$3,250, and into watch springs, \$276,000. From the ore bed to the finished product, processes are involved that employ the time and skill of numerous employees. In husbandry the most vital of all industries, the sickle the flail and the scythe, have given away to machinery by which one man can now perform the work of five. The sewing machine can do the work of a dozen seamstresses, and in the manufacture of woollen goods one individual can now accomplish the old time task of seventeen persons.

In grinding grain in our huge flour mills, where four men were indispensable, one is now enough. In the weaving of silk one operative equals twenty in the programme, and in making boots and shoes, where hard labor kept four men busy, modern machinery makes the same output with but one person. Where eight men were scorching their noses in making glass jars, one pair of hands with the adjuncts of invention can dispense with the other seven.

In all departments of industry the same revolution has been concurrent with new inventions. It has lessened the hardships of the farm. It has diversified the pursuits of labor. It has multiplied the power of production. It has made commerce world wide by steamships and locomotives. It has dissipated the inequalities of distance; the Atlantic is now but a ferry, and neither mountain top or ocean bottom are a pause in the flash of an electric spark. In a thousand ways it has smoothed the rugged path of life, and in a thousand more added to its comforts and reduced its evils. To discredit this is to deny history, and give the lie to facts. It is on the line of industrial evolution, where intelligence is not a stereotyped factor, but guides each succeeding generation, to better methods and higher good. Its abuse is one thing, but its rightful use is another.—Age of Steel.

GOLD AND SILVER MEDALS,
EDINBURGH, INTERNATIONAL EXHIBITION, 1887.

FIRST ORDER OF MERIT,
ADELAIDE, 1888, MELBOURNE, 1889, DUNEDIN, 1890.

DEAR SIR,

MONTREAL, NEW YEAR'S DAY, 1891.

A GOOD NEW YEAR TO YOU.

We thank you for your support in the year just closed. You have assisted us in doing a LARGER BUSINESS than ever before, and yet you have found us equal to doing it punctually and well.

We begin 1891 with increased facilities and more extended organization, in view of meeting with increased demand for our goods. Our GENUINE ELEPHANT LEAD—which is guaranteed 100 per cent. pure—will maintain its position in the foreground.

We have been specially occupied for some time back with CARRIAGE COLORS IN JAPAN, and have laid down some more machines to help us keep pace with the demand for these fine goods.

Our READY MIXED PAINT arrangements are as near perfection as we can think of.

FLOOR PAINTS have been further hardened. For beauty and hard gloss we never hope to produce finer goods.

"MISTLETOE" and "ROYAL PERMANENT" GREENS are, this season, brighter than ever.

In VARNISHES we have prepared a supply of beautiful stock.

ALL our departments are well equipped and able to deal promptly with all requirements.

Assuring you of our best services throughout the year,

We are, dear Sir, yours truly,

FERGUSSON, ALEXANDER & CO.



President Davidson dined the members of the Council of the Board of Trade last Monday evening.

The Kingston Locomotive works are building ten new locomotives for the Grand Trunk Railway.

Mr. A. J. H. Fitzgerald will in future conduct and own the business formerly run by J. N. Ackerman, Ont.

The output of coal from Cape Breton last year was 900,000 tons, an increase of 200,000 over the previous year.

It is stated that iron ore can be mined for 30 cents a ton in the South, and that pig iron can be made for \$7 a ton.

Australia has strung no less than 105,360 miles of wire across its surface, and transmitted in one year 12,000,000 messages.

A telephone line about 5 miles long has been established in Iceland, and is regarded as a great curiosity, being the first ever established on the island.

Mr. A. F. Cugier, manager of the Toronto office of the Barnum Wire and Iron Works, left yesterday on a business trip to the headquarters of the firm at Walkerville.

In Canada during the year just ended there were 1,847 failures, against 1,777 the previous year, with the liabilities amounting to \$18,000,000, against \$14,000,000 in 1889.

Recent reports were that a syndicate has been formed in Brazil with a capital of \$20,000,000 to control the market for Para rubber, and advancing prices indicate that they have got to work.

Boiled oil is made from raw linseed oil. To 103 parts of raw oil add 3.15 of copperas (sulphate of iron or green vitrol) and 6.3 of

litharge. Put the two latter in a cloth bag and suspend in the oil; boil 4½ hours with a slow, steady fire.

Brazil has, it is said, decided to have a World's Columbian Fair, to open in November, 1892, with a Government guarantee of \$22,500,000. High Government officials, rich bankers and planters are in the management. Rio Janeiro is the selected position.

The contract for completing the construction of the Toronto Belt Line railway has been given to Mr. Hendrie, of Hamilton, who will immediately begin operations. The road is to be in readiness by September 1st, 1891. The Grand Trunk will operate it and have already placed their order for the coaches to be used on it.

The company which established the reduction works at Nickel City, in the Sudbury district, has been exceedingly prosperous the past year. The new works, which are under construction, will be ready in May, and those who own land containing ore need not be put to the expense of building reduction works themselves.

According to trade statistics published in London, England, £23,000 worth of Sheffield cutlery was exported during the past quarter, as against £74,000 during the previous quarter. This decrease is stated to be owing to the workings of the new United States tariff. It is expected, however, that an improvement in Sheffield's export trade will be shown when the American firms have worked off the large stocks of cutlery which they imported in anticipation of higher duties.

Australia has shipped a cargo of coal to England, a vessel having arrived at Liverpool recently containing 2,700 tons. This has been bought by the Liverpool Gas Co., who having understood the remarkable gas-producing powers of New South Wales coal, are about to experiment with it. One strong recommendation in favor of the mineral is that practically the whole of it can be used

in the production of gas, the residual product being an inconsiderable quantity of white ash.

Almonte merchants are ever talking up their pretty town, and situated as it is, it makes it one of the best places for manufacturers to locate in Canada. Our reporter in conversing with some of the best business men there, heard claims for the town as the seat of manufactures that would well pay any one thinking of establishing a business in some thriving place, to consider.

WATER PIPE MANUFACTURERS.

In addition to the manufacturers of large water works pipes mentioned in last issue there are the following:—

Canadian Water Pipe Co., Three Rivers, Quebec. Represented in Toronto by M. & L. Samuel, Benjamin & Co.

St. Thomas Pipe and Foundry Co., St. Thomas.

The former has been established for some years and their goods have a high reputation. The latter company have only recently started but they are very favorably spoken of.

Advertising is a tax on him who so regards it. Only when he has learned to look upon it as an investment, and treat it as such, giving it his time and thought, will it develop into a thing that pays. Newspaper advertising space, like most other kinds of property, has two values; to-wit, what it costs the advertiser, and what it is worth to him. Therefore, in buying it, he should consider its character as well as its price.—The Roller Mill.





THE PLUMBERS' SOLDER POT.

Although it is one of the most important items in the plumber's outfit, the solder pot receives less attention than anything else appertaining to his operations, says the Sanitary Plumber. Without good solder at the right heat it is impossible to do good work, and most young plumbers pay dearly for their knowledge of the management of this indispensable addition to their kit.

In the first place, the pot itself should not be too thin; it takes a little longer to get a working heat on the metal in a pot with a heavy body, but it compensates for the outlay by keeping the solder at a more even temperature. The same remarks apply to the ladle, within the limit of convenience in handling.

Good solder is composed of lead and tin only, mixed in certain proportions according to the use to which it is to be put. In making and using solder, it must be remembered to obtain a proper proportion in the metals employed, that pure lead melts at a temperature of about 625 degrees F. Tin, often erroneously called "block" tin, but properly "bar" or "ingot" tin, melts at 142 degrees F. Lead is rarely sold in its pure state, most of the lead of commerce being obtained from galena, and containing both antimony and silver. The quantities in which these metals are present are too small to pay for their extraction, but they exercise so important an effect on the properties of the metal when in the molten or semi-molten state, in which it is used by the plumber, that their absence is very desirable. Solder made from extra refined lead or chemical lead will work better and go further than if made from the ordinary lead of commerce, and will have a lower melting point, which is of considerable importance, for the following reason: Tin melts at 442 degrees F., as already stated, but if its temperature be increased but a few degrees and the air has access to it, it will rapidly oxidize or even burn. The higher the temperature we have to maintain in order to work out solder, the more rapidly it will deteriorate.

For the plumber's ordinary purpose "half and half" solder is found most serviceable, equal parts by weight of lead and tin being employed in its production; for fine work eight parts of tin should be taken for each five parts of lead, and for fine pewter and Britannia ware, a solder composed of ten parts of tin to five parts of lead and two parts of bismuth is used. The larger the proportion of tin, the lower the melting point of solder will be, and in view of the steady oxidation to which the tin is exposed, it is

sometimes advisable to "doctor" the pot by the addition of a little tin to restore the lost fineness.

Under certain circumstances plumber's solder takes up zinc until it becomes poisoned, i.e., it will contain so much zinc as to be practically useless, cooling as soon as applied to a joint and assuming a crystalline character that renders adhesion to any object soldered impossible. When on making a joint it will not keep its heat and little bright lumps show themselves in the half-cooled metal where the joint is finished, the solder may be known to be "poisoned." The best way to cure it is to take the pot, heat the solder until it becomes of putty-like consistency, and mix with it thoroughly a good handful of crushed sulphur. Then heat the mixture to about the solder-working temperature. The sulphur will combine with the zinc and rise to the surface. Do not attempt to stir or disturb it after heating, but take the pot off the fire, and, by means of a couple of sharp tools inserted alongside it, lift off the cake of sulphur and throw it away where there will be no possibility of its being ever used again for a similar purpose. A certain proportion of the zinc may be driven off by simply heating the pot of metal, the zinc being more volatile when heated than either of the other metals and a little resin and "touch" added will tend to perfect the operation, but the result will be imperfect; the sulphur is the best plan. Sometimes solder does not work freely on account of its being too coarse, but a little tin cures this, whereas if it is "poisoned" with zinc, the tin has no effect on it and the bright spots appear plainly, as already described. The occasional treatment of the solder pot with sulphur will, however, do no harm.

Finally keep the solder clean, remove scum and dirt that may accumulate on the surface of the molten metal; do not overheat it and do not imagine that the solder pot will run itself without occasional intelligent attention.—American Artisan.

COMPLETION OF A SCHOOL BUILDING.

The new Central School building, at Brantford, is nearing completion. The structure is a perfect model of architecture, and a credit to this enterprising city. The heating and ventilating contract was awarded to Messrs. Howie & Feely of that city, and has been fulfilled in a satisfactory and praiseworthy manner. The large vane for the building is of an improved design, drawn by this firm, and is ready to be put in place. Messrs. Howie & Feely are prepared to tender for all classes of work in their line, not only in the city of Brantford but surrounding towns and cities.

Discontent has arisen among the Chattanooga, Tenn., journeymen plumbers, who think they are entitled to \$3 per day instead of \$2.50, the price they have been receiving in the past. They demand that their terms be complied with on and after February 1st, 1891.

AN OLD PLUMBING DECREE.

Mr. J. W. Hughes of Montreal, has in his possession the following interesting old ordinance of which this is a copy concerning the rights and duties of plumbers in the early days of England. The plumbing craft can trace a trade discount through many centuries, and however far into the future the world endures there will probably be plenty of plumbers living at the Last Day. The ordinance was put in force in the year 1365, during the reign of Edward III. It was originally written in Norman French and reads as follows in translation:

May it please the honorable men and wise, the Mayor, Recorder, and Aldermen of the city of London to grant unto the plumbers of the same city the points that here follow:—In the first place, that no one of the trade of plumbers shall meddle with works touching such trade within the said city, or take house or apprentices or other workmen in the same, if he be not made free of the city; and that by assent of the best and most skilled men in the said trade

SITUATION WANTED.

SITUATION WANTED AS HARDWARE
Traveller or Salesman. Thoroughly posted in retail trade. Address, Iron, this office. 12



When writing to our advertisers please inclose the above.

E. R. C. CLARKSON TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**
JNO. B. CLARKSON
Temple Buildings, - - - **MONTREAL.**

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Window Glass.

We are now booking orders for
Window Glass for
SPRING DELIVERY.

Write for Prices.

WALTER H COTTINGHAM & CO.,

56 St. Peter St. MONTREAL,

testifying that he knows how well and lawfully to work and to do his work, that so the said trade may not be scandalised or the commonalty damaged and deceived, by folks who do not know their trade. Also, that no one of the said trade shall take an apprentice for less than seven years, and that he shall have him enrolled within the first year, and at the end of his term shall make him take up his freedom, according to the usage of the said city.

Also, that every one of the trade shall do his work well and lawfully, and shall use lawful weights as well in selling as in buying without any deceit or evil intent against anyone; and that for working a clove of lead for gutters, or for roofs of houses, he shall only take one halfpenny; and for working a clove for furnaces, tappe troghes, belfreys and conduit pipes, one penny; and for the waste of a wey of lead when newly molten, two cloves as has been the usage heretofore.

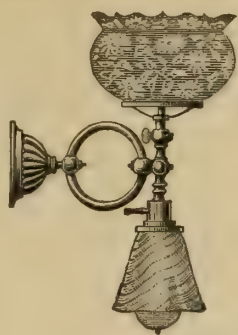
Also, that no one for any singular profit shall engross lead coming to the said city for sale to the damage of the commonalty; but that all persons of the said trade, as well poor as rich, who may wish, shall be partners therein at their desire. And that no one himself or by another, shall buy old lead that is on sale, or shall be, within the said city or without, to sell it again to the folks of the said trade, and enhance the price of lead to the damage of all the commonalty.

Also, that no one of the said trade shall buy stripped lead of the assistants to tilers, lagers or masons, or of women who cannot find warranty for the same. And if any one shall do so himself or by his servants, or if any one of them shall be found stealing lead, tin or nails in the place where he works, he shall be ousted from the trade forever, at the will and ordinance of the good folks of such trade.

Also, that no one of the said trade shall oust another from his work, undertaken or begun, or shall take away his customers or employees, to his damage by enticement through carpenters, masons, tilers or other persons, as he would answer for the damage so inflicted by good consideration of the masters of the said trade.

And if any one shall be found guilty under any one of the articles aforesaid, let him pay to the chamber of the Guildhall, in London, for the first offence 40 pence, for the second half a mark, for the third 20 shillings, and for the fourth 10 pounds or else foreswear trade.

Charcoal in filters has been much recommended for its remarkable power for absorbing organic matter. This porosity renders charcoal, however, whether vegetable or animal, but especially the latter, the most dangerous of all materials for continued use. It becomes saturated with organisms and the matter they feed upon; it cannot be cleaned; and if not daily changed entire or subjected to a red heat—an expense that is out of the question—it will eventually become about as bad as a dead cat in the filter. An admixture of finely granulated coke is useful, by its lightness, in forming spontaneously a top screen to receive the first straining from the water; and when the united mass of sand and coke is violently agitated

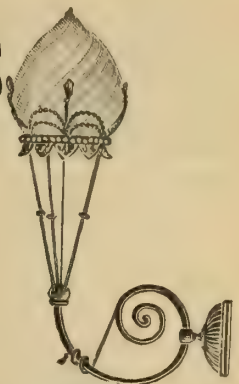


Keith & Fitzsimons

MANUFACTURERS

GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.

111 KING ST., TORONTO.

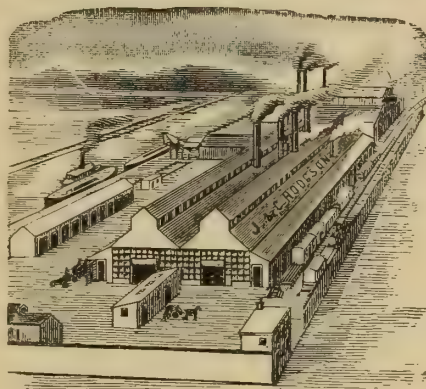


BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,

Our name is stamped on every pipe.

74 York St., Toronto.

for cleaning, with a full pressure of water, the interaction of the contrasted materials has an advantage in scouring effect. At the same time, the coke does not seem to be retentive or receptive of any impurities, as its grains are very hard and sharp. No filth-absorbing material should ever be tolerated in a filter.—The Sanitary Era.

WHEN A NEWSPAPER FEELS TIRED OF LIFE.

A sure sign of a journal's weakness, and the publishers' inability to make it of value to its readers is when columns are devoted in each number humbly praying that you "send in your subscription."

The subscription lists of a live and enterprising journal, one that is of interest and value to its subscribers are always paid up to date, and the publishers have no need to devote column after column to the collection of same instead of writing something more interesting.

The following (by an editor who had been pumelling away at his delinquent subscribers for some time) shows enterprise worthy of a better cause:—

"Lives of poor men oft remind us
Honest toil don't stand a chance;
More we work we leave behind us
Bigger patches on our pants.

On our pants once new and glossy
Now we've patches of different hue;
All because subscribers linger,
And won't pay up what is due.

Then let all be up and doing;
Send in your mite, though it be small,
Or when the snow of winter strikes us
We shall have no pants at all."

A HARDWARE JOKE FROM "HARPER'S."

The inimitable "Editor's Drawer" of Harper's Magazine, in the January number, contains this story, which will be enjoyed by the trade: In Halifax the other day there was something approaching a tragedy. B— is a good domestic man but he stutters. As he was hurrying up the street one morning, he was met by Doctor F—, a confirmed joker, who asked him where he was going.

"Er-round to P-P-P-Perkins's to g-gut-get some t-t-t-tu-tacks!" He gurgled, hurrying on.

The doctor was seized with a bright idea. He darted off in another direction, through an alley, and reached the hardware store ahead of B—. Rushing up to the clerk, he stuttered laboriously, "Have you any t-tut-t-tut-tu-tacks?"

"Yes, sir," said the clerk.

"W-w-wow-well, then s-s-sit on them!" exclaimed the doctor, darting from the shop, while the clerk glared after him with murder in his eye.

Not two minutes later in came B—. Bustling up to the counter he began: "Have you any t-t-tut-tu-tacks?"

But at this point to his horror and unspeakable indignation, he was grabbed roughly by the shoulders and "bounced" from the shop. That clerk would have no such trick played on him a second time.



HOW TO WORK A STOVE.

The following general directions are given for using coal and wood cooking stoves and ranges :—

To kindle the fire open the damper in the pipe, open the lower draft damper in stove or range, and also open the upper top damper in rear of stove. When the fire has well kindled, close the upper top damper in rear of the stove and the heat will then pass around and under the oven. When your oven has become heated close the draft damper partly and also partly close the damper in the pipe. Be sure that the door to flues is in its place and tightly closed. Always put a supply of ashes on the bottom of all wood cooking or heating stoves before building first fire, and in wood cooks do not allow ashes to accumulate in fire-box to such a depth as to close the front draft.

For burning anthracite coal the following suggestions and directions are presented:—

1. See that all is right in regard to the draft, for it will be difficult, especially with a descending flue, to burn hard coal with a poor draft. If the fire does not burn freely with the back damper closed, and articles placed in the oven do not bake thoroughly upon the under side, then there is a deficiency in the draft, the cause of which must be searched out.

2. To start a coal fire: Take wood cut small and short, or a very little charcoal broken to the size of large walnuts. Ignite this at both ends and put on about two inches of hard coal, and the whole will soon be ignited.

3. To manage and regulate a coal fire: When the fire is new, or when it has been recently replenished, keep the draft damper so nearly closed that a moderate heat shall be maintained. The fire in no case should be allowed to burn at a white heat. But a very valuable aid, in connection with a proper use of the draft damper, is a damper in the pipe. In the ordinary use of a stove it is expected that a damper in the pipe will be kept only partially closed. This is to check the current that goes through the fire and carries the heat to the chimney. It is passing air through the fire that burns out the fuel. To burn coal to the greatest advantage, the fire should be supplied often, but with only a single layer at a time, as when the fire goes too low it takes time to bring it up.

4. Care should be taken not to crowd the fire chamber with coal, and at no time when in use should the fuel be piled above the linings. In all coal stoves or ranges, a small bright fire is the best for baking purposes and for heating water in reservoir quickly.

5. In using hard coal as fuel, the oven will not heat up as quickly, especially at the bottom, as with wood. Therefore, previous to

baking have the fire in such a state that the oven bottom will become sufficiently heated by the time the articles are ready to be set in. Some housekeepers act upon the idea that a large addition of fuel will cause increased combustion, and consequently develop additional warmth. This is an expensive mistake; it is only smothering and retarding the fire to put on a thick layer of coal, or, as some do, fill the fire box from a layer of 2 inches of ignited coal to its utmost capacity with fresh fuel. No more coal should be put on the fire at one time than will readily ignite.

6. To bake or to heat water in reservoir be particular to see that the grate is free from ashes on the bottom (so that the light from the fire may be seen underneath the grate) 15 minutes before putting articles in the oven. You may heat the top and covers of any coal stove "red hot," but if the grate is clogged with ashes there will be no circulation of heat around the flues of the stove, and as a consequence baking cannot be done and water in reservoir will not heat. In all coal stoves a small, bright, new fire is the best for baking purposes and for heating water in reservoir quickly.

7. In all cooking stoves and ranges, especially those with dockash and duplex grates, use chestnut or nut coal.

8. The ashes in the flues of all coal and wood cooking stoves and ranges, and all heating stoves for coal and wood, should be cleaned out at least once a month.

9. In cooking stoves and ranges which are constructed with dampers on top of oven plate, keep them free from ashes, so that damper may be properly closed.

10. Do not allow ashes to accumulate under the grates, especially dockash or duplex grates.—Metal Worker.

A veteran stove salesman says: "I do not believe in talking too much in selling goods, My policy has always been to confine my speeches to the buyer, to the merits of my own wares and stop right there. I have found that it pays to be silent about the stoves offered by my rivals and I firmly believe that the dealer has more confidence in what a man says if he follows that rule. It would do no harm for some of the younger tourists to give my system a trial. If they don't like it they can drop it."

BRITISH COLUMBIA'S COMMERCIAL CENTER.

An American exchange says: After fierce rivalry Vancouver seems to have secured for herself the title of "Terminal City" in preference to Victoria, and is building up great expectations in regard to trade when the Pacific Railway shall have established its through line to China and Japan by lines of steamships on either side of the American continent. The fisheries, the timber, the coal, silver, copper and lead mines are all expected to have an important development. One foundry is in operation, one is being erected and another is projected, not to speak of numerous sawmill and factories of various kinds. The Vancouver people have high hopes of securing an enormous trade from the China, Japan and Australian shipping. This trade is already of considerable consequence, but the fast steamship line which will be established in connection with the C. P. R. this year will soon treble its volume. It is a common sight to see any day from six to a dozen large sailing ships, two or three ocean going steamers and a couple of score of smaller coasting vessels in the harbor either loading or discharging freight. Already Vancouver boasts of electric cars and electric lights, besides water, gas and sewerage systems. Either Vancouver or New Westminster will eventually be made the seat of government.

Master the whole business and the way to fortune has been mapped out.

M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere.

R. CARRIE,

27 Front St. E. Toronto.

cow



TINNED MATTRESS AND BROOM WIRE. QUALITY GUARANTEED.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.

Send for samples and prices.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION — APPLY TO — THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Now is the time to book your orders for following goods for spring shipments, so that you will have them in due season: Harvest Tools, Spades and Shovels, Lawn Mowers, Churns, Milk Can Fixtures, Green Wire Cloth.

Headquarters for General Hardware. Tinsmith's and Plumber's, Nickel Platers Supplies.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.



MONTREAL MARKETS.

MONTREAL, Jan. 29, 1891.

There is little to note in connection with the different lines of heavy material which generally rule about the same as they were a week ago. Iron and its allied lines show no particular change, the movement being of such a limited nature as to preclude anything important being developed, while the same remarks apply more or less to chemicals and other lines. In fact buyers generally are pursuing a cautious course, and although there are not the same trade troubles to cite in this connection as in other lines of business, the fact that such troubles have occurred has induced a careful course of buying. The only disturbance in this particular that we have to note is the difficulties of a large dealer at Petrolea, who handled a considerable quantity of heavy iron and other similar lines yearly and it is said that a Montreal firm is interested to the extent of \$8,000 to \$10,000.

IRON AND HARDWARE.

No new feature has arisen during the past week, and it is simply a repetition of old facts to give a review of the market. In all leading lines, what buying there is, is of a simple hand-to-mouth nature, so that business in general is of small dimensions. The tone, however, is fairly steady, and there is no great change in prices to note. Pig iron continues quiet and unchanged, while the statistical position at the source of supply is as favorable as ever to a strong market. No business is doing here, however, except in a hand-to-mouth way, so that prices are more or less nominal. One broker, it is said, offered a very low figure for an outside lot of pig, but the holder would not listen to it. We quote \$23 to 23.50 as a nominal basis for Summerlee and equal brands, while Carnbroe, etc., is held for \$21.50. Bar iron is easy at \$2.25 for Ordinary crown, while hoops and bands can be moved in round lots at \$2.60, and sheet iron has been shaded at \$2.80 to \$2.90. Tin plates are the essentially firm feature of the market, and are the only article that has been moved in any way at all during the week. A considerable quantity of charcoal has been turned over, some concession being noted in the case of round lots, the basis being \$4.75. Coke, however, is firm; in fact there is none to be had, and \$2.50 is the only figure on which business can be done. In metal there is nothing particular to note. Ingot tin remains as before, 23 to 23½c., and copper ditto is unchanged, and a bid for a round lot at 15c. would be accepted. Pig lead, lead pipe, and galvanized sheets are about steady, while spelter is somewhat easier, and may be

quoted at \$6 to \$6.25. The price of iron pipe remains problematical, all sorts of discounts being quoted, but nominally 55 to 57 1-2 is the idea.

NAILS.

The predicted advance in the list prices of nails has not come yet, and statements are still conflicting. However, jobbers are still doing business on the old basis, whatever makers may have decided; in fact some have cut under \$2.50 within the past week, so that it may still stand for the present.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " " "	....	2 75
6 dy to 7 dy, " " "	....	3 00
4 dy to 5 dy, Am. pat	....	3 25
3 dy, hot cut, per keg, Am. pat	....	4 00
3 dy fine hot cut, " "	....	5 50
4 dy to 5 dy, cold cut, Can. pat.	....	3 00
3 dy, cold cut, " "	....	3 50
2 dy, hot cut, nails " "	....	5 70

	Steel Cut Nails	Wire Nails
10 dy to 60 dy, per keg	..... \$2 60	\$3 15
9 dy " " "	..... 2 85	3 45
8 dy " " "	..... 2 85	3 70
7 dy " " "	..... 3 10	4 00
6 dy " " "	..... 3 10	4 30
5 dy " " "	..... 3 35	4 30
4 dy " " "	..... 3 35	4 60
3 dy " " "	..... 4 10	5 50
3 dy fine " " "	..... 5 60	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 07
6 dy @ 7 dy, " "	.....	3 57
8 dy @ 9 dy, " "	.....	3 25
10 dy @ 30 dy, " "	.....	3 00
Cut spikes, " "	.....	2 55

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 80
1 " " "	.....	4 20
1 ½ " " "	.....	4 50

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

There is nothing very particular to say about this market at present except that there is a quiet movement ex store at steady prices. However, although some claim that they are doing a satisfactory business in this way, others state that they are not, and between the two it may be assumed that business is of an ordinary nature. Foreign advices do not furnish anything particularly new, and all lines of heavy chemicals are unchanged on spot. Bleaching powder runs from \$2 to \$2.25, but little has been done at the inside, as most of the sales have been jobbing ones. The same applies to caustic, which rules at \$2.80 to \$3.25 and soda ash \$1.75 to \$2.25. Sulphur roll and flour remains steady at primary centres, but there has been little doing in it here. Sumac is

easy at primary markets, but spot prices are the same, and Gambier may be described in a similar strain.

PAINTS AND OILS.

Oils move along fairly well but there is no change in prices to note. Cod oil has been moved in jobbing lots at quotations during the week: 40 to 45c. for Gaspe and Newfoundland, and seal oil 52½ to 57½c. Castor oil is somewhat easier at primary markets, but no actual change is noted on spot as yet, 10½ to 11½ being the quotation. In leads we quote prices as follows under a fairly jobbing movement:—White, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6½c.; do. red, 4½ to 5c.

GLASS.

There is no change in glass but a steady jobbing trade is doing on the old basis, \$1.50 to \$1.60 for first and second breaks. In connection with a large order for heavy plate which was placed some time ago for the front windows of a big up town retail store, it is learned that the makers have great difficulty in rolling the right size, and that out of the nine plates which were ordered some time ago only four are ready.

NAVAL STORES.

There is no interruption to the dullness of this market, the movement being so small in all lines as to preclude any idea of alteration in prices which are purely nominal. We quote: Turpentine, 60 @ 61c.; rosins, \$2@\$.425, as to brand; coal tar, \$.37 to \$.38; cotton waste, 5½c. for colored, and 7@10c. for white; oakum, 5½@7½c.; and cotton oakum, 10 @ 12c.

CEMENT AND FIRE BRICK.

The movement in this line continues small, as building operations at present are few. However, cement remains as before, especially English brands, which continue firm under a small supply, and some car lots have been moved during the week at \$2.60 to \$2.75, while Belgium runs down to \$2.45. Fire bricks are in fair demand, at steady prices for the better descriptions. We quote:—\$24 to \$28 per 1,000.

PETROLEUM.

Refined has improved somewhat lately, and while we have no change in prices to note there is not that disposition towards concession noticeable a few weeks ago, while the price of crude, which keeps firm, acts as a stiffener to the market. There is a fair demand for American, which rules unchanged. We quote Canadian 12c. at Petrolia and 14¼c. in Montreal in car lots, 15¼ to 15¾c. for smaller quantities, and American 23c. in car lots and 23 1-2 to 24 1-2c. in smaller quantities; American benzine, 23 1-2 to 25c., and Canadian 14 1-2 to 15c.

—: SAPOLIO :—

SEND FOR

1891

PRICE LIST.

JUST OUT.

EMIL POLIWKA & CO.,

36 Front Street, Toronto, Ont.

DOMINION AGENTS.

TORONTO MARKETS.

TORONTO, Jan. 30, 1891.

There has been more activity in the local hardware markets, and a few of the metals have also attracted more attention than for some weeks. There have been a few outside buyers on the market, and travellers orders show an improvement. With most firms last year's business has been or shortly will be closed up, and manufacturers and retailers are looking about for fresh supplies.

Money has come forward more freely on account, and there are not now so many complaints of slow payments. Money is easier everywhere. Last week the Bank of England reduced the discount rate to $3\frac{1}{2}$ per cent., and again yesterday the rate came down to 3 per cent. On spot good houses have no difficulty in getting money on commercial paper at 6 per cent.

A number of changes will be noticed in the hardware list this week. The most important are referred to below. Some have occurred within the past few days, others have been gradually brought about. A more complete price list for window glass appears this week.

IRON AND STEEL.

The demand from foundrymen and manufacturers continues light and prices show no variation from those which have prevailed for some time. Stocks generally are light, and holders talk of a steady market, though buyers are looking for easier prices.

Bar is going out in small quantities at \$1.25 to \$2.25 for domestic.

Pig is nominally unchanged, with Carbroe at \$23 to \$24; Middlesboro \$22, Southern \$23.50, Niagara Forge and No. 1 Soft Foundry \$23.

COPPER.

There seems to be more or less cutting in the prices of ingot copper in this market, and in some cases sales must have been made below cost. As a rule the trade are getting 15 to 16c., and some holders will not sell less than the inside figure quoted in ordinary buyers' lots. It is said, however, that business has been done at 14 to 15c. The cable quotes the London market steady at £53 3s.—the figures of a week ago. On this basis

best selected English would cost 13 to 14c. to lay down here without a margin for brokers' commission or importers' profit.

TIN.

Demand has been fair, but not active. Former quotations have been shaded as a rule. Small lots have sold at 24 to 24 to 24 1-2c., but on orders of 500 pounds only 23 to 23 1-2c. has been charged, and large quantities at 23c. Cables quote spot £91, future £91 10s.

LEAD.

In fair demand at steady prices. Pig is quoted at 4 to 4 1-2c. and bar at 5 to 5 1-2c., but there is practically no business doing at over 4 to 4 1-4c. and 5 to 5 1-4c. respectively.

ZINC AND SPECTER.

Demand has been only fairly active and the market is lower and easy on spelter. Quotations are down 1-4c.; foreign is now offered at 6 to 6 1-4c. and domestic at 5 to 5 1-4c. on spot.

ANTIMONY

Is dull with prices $\frac{1}{2}$ to 1c. lower. Cookson's can now be bought at 20 to 21c. and other brands at 18 to 19c.

CANADA PLATES

Dull and neglected, with prices steady and unchanged.

TIN PLATES

Continue firm with an increasing demand at the recent advanced quotations. Recent mail advices say that the great portion of the make has been sold as far forward as the end of April and in some cases the end of May, and as there is now but very little doubt about the McKinley tariff coming into force on July 1, makers are looking forward to still higher prices before that time is reached.

SOLDER.

We now quote half-and-half guaranteed at 19 to 21c per lb.

HARDWARE.

BOLTS—The discount on carriage has now been pretty generally reduced to 60 to 65 and 5 per cent. while on machine bolts it is down to 65 to 70 per cent. The manufacturers remain the same as before, but close competition in this line among jobbers has caused this reduction.

BUTTS—Cast iron, loose pin are a shade easier at 60 and 10 to 65 per cent.

HINGES—Are quiet and unchanged excepting Parkers blind hinges which are now quoted at 60 to 60 and 10 discount.

HORSE NAILS—Prices have advanced about ten per cent. the discount now being 50 to 60 discount.

HORSE SHOES—Are easier, sales are now being made at \$3.60 to \$3.75.

NAILS—On both brad, moulding and ordinary wire nails there is an additional 10 per cent. given, the former being 60 and 10 and the latter 65 and 10 off.

RULES—Ordinary boxwood rules are slightly higher at 75 and 10 off.

SAWS—S & D's make have been reduced from 25 to 35 per cent. to 30 to 35 per cent.

WRENCHES—Agricultural are easier. In lots 70 per cent. off the list will be given.

BARBED WIRE.

Values are stiff at 5 to $5\frac{1}{2}$ c, and the general belief among the jobbers is that they will be strongly maintained.

BINDER TWINE.

The new list has not yet been issued, but the manufacturers promise to have it ready next week.

PAINTS AND OILS.

Demand for paints and oils shows an improvement, and considerable sales have been made for shipment in March and April. At the same time no large quantities have changed hands orders being for assortments. Cutting in white lead seems to have become pretty general about 50c. below the Association price.

Linseed oil is firm, and the demand is more active.

Turpentine is held firm, but demand is light. Buyers are not inclined to place confidence in the future, and do not want to carry high-priced stocks in a lower market. The situation, however, is considered favorable, and it is believed that present prices will be maintained.

LONDON LINSEED OIL MARKET REPORT.

(From Tulloch & Co., London.)

JANUARY 15.—During the last week, prices have ruled steady, the absence of any amount of "spot" buying having a damping effect on any further advance in values.

The partial breaking up of the frost has brought buyers out for February, March delivery, and in some cases, the crushers have been able to close sales ahead, at an advance of fully $1\frac{1}{2}$ d. per cwt. on last prices. The following brief review of the market during the past year may prove of interest. Throughout, prices more or less ruled in sellers' favor; the scarcity of "spot" or "ready" oil, the gradual advance in the value of silver, the short supplies of linseed, being all features telling against low prices.

During the first four months of the year, stocks were unprecedentedly small, values



Broad Hoop Can Trimmings. Ironclad Pattern Can Trimmings. Creamery Pail Trimmings with NEW GAUGES.

Samples new gauges at our Toronto Office or on application.

Large assortment of Tinnners' sundries.

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.

474 St. Paul St., Montreal.

WORKS : St. Gunegonde, Que.

MARKETS—Continued.

advancing until in May, June the top level of the market was reached, 24s. 9d., 24s. 10½d. having been paid for "spot."

Prices, owing to a falling off in speculation, and the cheap price at which cotton oil was offered, gradually relapsed, but with sharp advance in value of silver, and higher cost of linseed, a strong market for oil supervened, quotations during August, September, touching a high level. The subsequent collapse in silver, and sharp drop in eastern exchanges again weakened the position of oil, values gradually receding, until during the latter month, spot prices ruled within 9d. per cwt. of the very low value current at the opening of the year.

The following range of average monthly quotations will serve to emphasize the above, viz.:—Barrels, per cwt., Jan., 20s. 9d.; Feb., 22s.; March, 23s.; April, 23s. 6d.; May, 24s. 9d.; June, 24s. 7½d.; July, 24s. 1½d.; August, 24s. 1½d.; September, 24s. 7½d.; October, 23s. 6d.; November, 22s. 3d.; December, 21s. 6d. per cwt.

Our contention that all circumstances being equal, the price of oil is ruled by the fluctuations in the silver market, has been more than justified during the past year.

The shortage in supplies of Calcutta linseed has also exercised a stimulating effect on prices, especially in the case of London oil, other markets, such as Hull and the Continent, having had their stocks increased by the extensive shipments of Russian and Black Sea ports.

The undoubted understocked condition of home and continental buyers, the continued probable short supplies of seed, the tendency of Eastern exchange to advance, are all items requiring careful consideration before any reasonable ground can be found to justify lower prices being prevalent during the current year.

At present the market justifies a reasonable prospect of healthy trade, with steady values on oil throughout the current year.

Our to-day's quotations are as follows, viz.:—January, per cwt., 23s. 3d., f.o.b. London; January and March, 22s. 7½d., in strong export; March and April, 23s. 3d.; March and June, 23s. 4½d.

GLASS.

This market, and for that matter all markets, are reported dull and easier. On spot quotations are being shaded. Mail advices say that fears of a general strike among the workers has imparted a firmer undertone to the situation.

OLD MATERIAL.

The movement continues light. Wrought scrap easier, with buyers paying 50 to 60c. for No. 1. Dealers paying prices are as follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 50 to 60c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Trade is good, as it generally is in mid-winter. Prices are unchanged.

HIDES, ETC.

HIDES—No. 1 green are 5c. and cured are 5½ to 6c. The supply is better than it was last week.

SKINS—Are unchanged, at \$1 to \$1.30.

TALLOW—Is selling at 2c. for rough, and 5½ to 6c. for refined.

WOOL—There is more stock offering, but that tends to weaken the already weak market rather than to set it going. Dealers prefer not to buy yet, though 20c. is paid for fleeces now and then.

RAW FURS.

The lack of cold frosty weather is felt in the fur trade. Prices quote at:—Beaver per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, Jan. 29, 1891.

Local agents report sales of fairly liberal quantities of foundry pig iron from the past week, included in which is a total of nearly 10,000 tons of various Northern brands and 6,500 tons of one popular Southern brand. These transactions involve deliveries three to six months, and were at good prices. The Thomas Company's January deliveries are billed at \$18 for No. 1 X, and no lower price is made on that brand. Other reliable Northern brands are selling at corresponding prices, and it is only "off" grades that may be had at less than \$17.50. First-class Southern pig is selling at about the same figures, but some that do not enjoy an enviable reputation may be picked up at \$17, or possibly a lower price. No. 2 moves at \$15.50 to \$16.50 and No. 3 at \$14 to \$15, according to brand. Bessemer pig is moving at \$16 to \$16.50 at furnace for first-class brands. The demand for spiegeleisen continues slow, and offers of 20 per cent. at \$29 find few takers. Eighty per cent. ferro-manganese is also slow at \$63 to \$65, landed here. For old iron the demand is running very light, and buyers' and sellers' views are wide apart.

STEEL RAILS.

No change has taken place in the steel rail situation, and the surface appearances are that large orders will not be taken until the negotiations for a combination are completed or fall through. Small sales have been made at \$30 f.o.b. Eastern mill. Other steel is rather higher, with sales reported of billets and slabs at \$25.50 to \$26, and wire rods at \$37 to \$37.50 in Pittsburgh.

PIG TIN.

Under the influence of about 10 shillings decline in the London market prices for pig tin have ruled a shade lower here, and the market is dull at the decline. Outside of some few sales of futures against purchases of prompt shipments no speculative movement has taken place. Purchases by jobbers and consumers show no increase. In fact, a very cautious tendency is manifested all

along the line. Straits on the spot was quoted yesterday at 20.10 to 20.15c. net cash for ten-ton lots and 20¾ to 20½c. regular for smaller quantities.

COPPER.

Small parcels of Lake Superior ingot copper were offered at 14.60c. for this month and 14½c. for February delivery without finding takers, but the mining companies still quote 15c. to the home trade. Except of bars and cakes for electrical purposes, however, very few sales are making. Arizona ingot is quoted at 13c., but might be secured in round lots at ⅓ to ¼c. less, and 11¾ to 12c. stands as the range on common casting brands.

PIG LEAD.

Transactions in pig lead as far as reported do not exceed 200 tons, the bulk of which was secured at about \$4.35. The demand at present is slow and bids rarely go above 4¼c. Some holders offer at \$4.35, but \$4.40 is generally asked.

SPELTER.

Spelter is moving very slowly, and offers at a further slight concession evidently have no attraction to consumers. In point of fact, the market looks weak as well as dull. Prime Western may be had at 5¾c. for early delivery and at \$5.20 for February shipment, in carload lots.

TIN PLATES

Fairly large purchases have been made of coke tin plates for future delivery, and rather larger sales ofterne plates are also noted, all at stiff prices. The spot demand is rather slow, however, but dealers are very firm in their ideas on values. We quote:—1, C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.75 to ..; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.65 to; Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.25 to; Dean grade, 20x28, \$10.50 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$10.00 to; I. C. Coke—Penlan grade (iron), \$5.40 to; J. B. grade, 14x20, \$5.55 to I. C. Bessemer steel, 14x20, coke finish, \$5.45 I. C. Bessemer steel, coke finish, \$5.50 to; I. C. Bessemer steel, squares, \$5.55 to basis; I. C. Siemens steel, squares, \$5.65 basis.

A tin can was received here, this week, by M. & L. Samuel, Benjamin & Co., from Norton Bros., Chicago, which was one of the first made from tin plates manufactured in America. The quality is apparently as good as any imported plate. There can be no question as to the ability of the Americans to make tin plates, but it is doubtful if they can compete with Welsh tin, even although they are protected by an increased duty.

Work can always be found in a store without double-million microscope.

Every line of goods embodies a history and a science worth years of study to understand.

Goods conveniently located save time, money and temper in showing.

Restore goods to their proper places as soon after using as possible.

Soap and water are cheap, but soil on goods is expensive.

HOW CELLULOID IS MADE.

While everybody has heard of, or seen or used, celluloid, only a few know what it is composed of, or how it is made. A roll of paper is slowly unwound, and at the same time saturated with a mixture of five parts of sulphuric acid, and two parts of nitric acid which fall upon the paper in a fine spray. This changes the cellulose of the paper into propyl gun-cotton. The excess of the acid having been expelled by pressure, the paper is washed with plenty of water until traces of acid have been removed. It is then reduced to a pulp and passes to the bleaching trough. Most of the water having been got rid of by means of a strainer, the pulp is mixed with 20 to 40 per cent. of its weight in camphor, and the mixture is thoroughly triturated under millstones. The necessary coloring having been added in the form of powder, a second mixing and grinding follows. The finely divided pulp is then spread out in thin layers on slabs, and from twenty to twenty-five of these layers are placed in a hydraulic press, separated from one another by some sheets of blotting paper, and are subject to a pressure of 150 atmospheres until all traces of moisture have disappeared. The matter is then passed between rollers heated to 140 to 150 degrees Fahrenheit, whence it issues in the form of elastic sheets.—The Colliery Engineer.

THE MICA INDUSTRY.

With the extraordinary growth of the electrical industry in the United States for a number of years past there has been created a new and steady demand for mica, which, curiously, has failed to stimulate the mica mining industry of this country; the most important mines, indeed, show a decided decrease in production during this time, and the business is now in a depressed condition. In the construction of dynamos, electric motors and some other electrical appliances mica is a very important element, valued on account of its flexibility and excellent insulating qualities. For this purpose, however, there is a decided preference for foreign mica, the Canadian "amber mica" being generally used. The increased demand has had but little effect upon the market for the domestic product.

Mica is employed in dynamos and electric motors, mainly in building up the armatures, strips of various dimensions, but usually about one inch wide and from four to eight inches long, being used.

The foreign mica is considered preferable to that of North Carolina for this purpose, in that while the latter can be split into thin

sheets, it is by no means so tough, which is an important requisite. Such mica may, perhaps, be found in the United States, but up to the present time there is no doubt that some imported micas have proved more suitable for this purpose than the usual domestic grades.

Hitherto the most important, in fact almost the only important use for mica has been in stoves, and the demands and consequently prices of the article for this purpose have been such that mica mining was carried on at considerable profit.

The chief mines in the country are in New Hampshire and North Carolina, but principally in the latter state, these producing an excellent quality of the mineral. Several years ago changes were made in the patterns of stoves whereby smaller and correspondingly less expensive sheets of mica were used, and the lower prices resulting, depressed the industry greatly, especially in North Carolina, where many mines were closed. The total value of the product in the United States decreased from \$368,525 in 1884 to \$70,000 in 1888. During the same time the imports of mica, which, prior to 1884, had been of but trifling importance, increased from \$28,284 to \$57,541.—Engineering and Mining Journal.

A feather duster disperses but does not remove the dust from the store.

No young man can possibly have mistaken his galling who finds in it what the world wants done.

A customer secured is a promise of greater salary in time.

H. D. SIMMONS,

Manufacturers' Agent,
74 York St., Toronto.

Telephone 2164.

REPRESENTING

PECK, BENNY & CO.,
J. & C. HODGSON,
MILLER BROS & SONS.

} Montreal.

SHEPARD HARDWARE CO.

} Buffalo.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

60W

You can lose more than we do by not subscribing for this paper.

GRIFFITH & CO.

(J. MCARTHUR GRIFFITH)
Auditor to the Institute of Chartered Accountants of Ontario, 1886 to 1890.

ASSIGNEE FOR CREDITORS.

Auditing and Business Investigation a Specialty.
London-Canadian Chambers, Bay St., Toronto.
Telephone 1549—Cable "Griffith, Toronto."

GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,

24 West Front St., Toronto.

A Second-hand Safe for Sale Cheap.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil cup by a screw.

Inch wick. Hinged Cap to Burner.

Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

HARDWARE

—AND—

Paint and Oil Trade

SPRING SEASON 1891.

Our travellers are now on the road with complete line of samples of

BOECKH'S STANDARD BRUSHES

For Painters, Varnishers, Artists'
Household Toilet and Stable Use.

Please reserve your orders until you see our new lines for 1891.

CHAS. BOECKH & SONS,

Manufacturers, - - TORONTO.



AN UNSATISFACTORY IRON OUTLOOK.

General Manager James M. Swank, of the American Iron and Steel Association, expresses his opinion on the condition of the Iron trade as follows:

"The Iron trade of this country starts off badly at the beginning of the new year. The South Chicago Steel plant of the Illinois Steel Company has been closed; the furnace owners of the Shenango and Mahoning Valleys threaten to bank or blow out their furnaces if Coke prices and freight rates are not further reduced, a threat which means as much as anything else that the demand for Pig Iron has fallen off; the strike of the coal miners in Birmingham district continues, and the tendency to blow out furnaces in the district have not been checked, all of which means that orders for Alabama Pig Iron are not now pressing heavily upon the makers. Prices of nearly all Iron and Steel products are weak, a general reduction in wages seems to be inevitable. Worst of all perhaps, there is not that feeling of confidence in a complete restoration of business activity at an early day which has been hoped for, although there is no noteworthy lack of confidence in the purley financial situation. The impression appears to be that the liquidation upon which the country has entered must continue for some time, and that until this balancing of accounts is fairly under way the very tension which it produces must put a check upon all orders which are not absolutely necessary. The Iron trade must of course suffer from the general prevalence of this conservative sentiment."

THE MANUFACTURE OF FILES

About nine-tenths of the files manufactured in this country are made by machinery. Each manufacturer holds the patent for his special machinery, and each claims that he has the nearest perfect. This laudable spirit of rivalry has brought the machinery to such a state of perfection that a file can be cut with so few as fourteen teeth to the inch, or so many as to require a magnifying glass to see them. These fine teeth are as perfect in shape, and cut as clearly as the large or heavy teeth. Nearly 5,000 tons of a special quality of steel are used in this country every year in the manufacture of files.

The steel is first cut from the original bar into proper lengths, and forged, both at tang and point, forming a blank. This blank is carried to the oven where it is thoroughly annealed. After it is soft, and in the right condition for cutting, it is carried along to the grinding machinery. A great many stones are consumed in the process of grinding files to the surface, or skin of the file. It is estimated that 3,000 tons are used each year. These stones have a coarse, soft grit, and come from Ohio. They are six feet in diameter, with a face of twelve inches, each

weighing more than two tons, and have a velocity when in use of 200 revolutions per minute.

The blanks after being ground are known to the workmen as ground blanks. They have been pounded, roasted and ground in ways taxing the ingenuity of mankind for many years, and now they are going to get their teeth. They are for this purpose carried to the cutting shop, passing through one or two minor processes, and placed under the machinery in that room. The different sharp chisels applied by this machinery raise ridges on the metal at regular distances across the surface of the blank. These ridges form the teeth. Their height and size vary according to the blow delivered on the chisel, and fine, delicate file of the watchmaker, or the coarse horse-rasp is produced at will. After the cutting the blank goes through the various manipulations for tempering the steel, and the finish is given.

The five grades of files in general use are named Rough, Bastard, Second-cut, Smooth and Dead-smooth. The latter have a diamond-shaped tooth made by two separate cuts on the file known as the "over-cut," and the "up-cut." Rasps are cut with a punch to form the conical tooth peculiar to this sort of file. The grade of file called Rough has sixteen teeth to the running inch, while the Dead-smooth has seventy-two, and Rasps, which are intermingled with the "grades" in the appellations have as many as 163 teeth. This large number is found in the Cabinet Rasp. There are innumerable shapes of files applicable to various uses.

There is a great difference among artisans in the use of files, some ruining one very quickly, others keeping them in proper trim for a long time. A new file is frequently spoiled by a careless workman, breaking off the teeth at its base by a heavy pressure, or using it on rough or gritty work. Peculiar as it may seem, an old file will perform work which would destroy a new one. Files of good weight can be re-cut two or three times, when light weights would have to be thrown away.—N. Y. Hardware.

Aluminum has become a regular craze. The daily and weekly papers, and scientific journals abound in articles upon this most fascinating topic. The advantages to be derived from the general introduction into the arts of this most remarkable metal are manifold in number and almost incalculable in effect. The present price of aluminum, something like two and a half dollars per pound, is far too high to admit of its general use. The public has been wrought up from time to time by reports of inventions that would reduce its cost to a few cents, but, so far, these have failed to materialize—at least they have not yet affected the long wished for reduction in price. Until that latter desideratum is attained, we may well take such glowing accounts with a little chloride of sodium, otherwise known as salt.—Chicago Journal of Commerce.

STUDY YOUR BUSINESS.

If there is any doubt about what study or studies should be followed with a view to self-culture, we can remove it by a simple rule given in three words namely: Study your business. By this the daily bread is to be earned; and it is highly probable that the knowledge of the trade engaged in, exceeds the information on all subjects outside of it. Many young men, however, are continually attempting too much, and fret and worry because they cannot swallow whole volumes of literature and science in a few months; they are apt to slight their daily occupation as an unavoidable means of maintenance and concentrate their efforts upon something quite foreign to their trade. Such men have mistaken their calling, and are wasting their time so far as self-improvement goes. Eight or ten hours are spent in what must become to them the merest drudgery; and, as they take no interest in their work, the task of engaging in it from day to day becomes doubly irksome.

Now, start fair and honestly. Think the matter well over before adopting any line of business, and weigh well your abilities and resources. Put down in one column all the reasons, advantages and means for a certain line of business, and in another all the reasons why such a daily occupation should not be engaged in; sum them up and act according to the result. In mechanism the choice, and a carpenter's, patternmaker's or machinist's the very one in which your best talent will have a chance for full development? In short, is there a strong interest in a thorough liking for business? If so, it is the proper one to follow, and with a steady, persevering, energetic application, success is certain in due season. Be therefore, careful and honest in the selection of a business to which a whole life is to be devoted. Be sure you are right, and then go ahead, is advice which becomes appropriate in the start of a business life. Every day we see and meet men who have mistaken their calling—clergy men who ought to have been farmers, lawyers who ought to have been ministers, tradesmen who would have adorned the professions, and professional experts who would have been excellent storekeepers and "drummers," engineers; nominally, who would have made good watchmen; and machinists who would fill any position well except the superintendency of a machine shop. Hence their is apathy in congregations; agriculture is deprived of intelligent laborers; corruption exists in the courts; and in the trades, blunders. Failures and accidents follow each other in quick succession. Hence, again, there is a comparatively wasted life, little or nothing having been accomplished; whereas, in the appropriate sphere of labor, ease, security, success, honor and happiness would have been attained.—Exchange.

Goods conveniently located save time, money and temper in showing.

WIRE SPARK GUARDS!

Japanned and Brass Wire. Superior manufacture. A trial order solicited. Send for best prices to the trade.

R. DENNIS,
London, Ont.



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

Our new gauge for Creamery Cans is just what the trade have long asked for. Sample order will prove this.

All sizes body stock to suit trimmings. Milk and Delivery Cans made up. Sap Buckets and Spiles.

We make and supply everything used by the Stove and Tinware Trade.

The McClary Manufacturing Co.
LONDON. TORONTO. MONTREAL. WINNIPEG.

LAZINESS

A FOE TO ORIGINALITY.

We do not know who said it, but it is a fact well stated, and we regret not being able to give the writer proper credit. The great enemy to individualism is laziness, and those who know anything of human frailties will, I am sure, bear me out when I say that "mental" laziness is far more common and far more difficult to overcome than that of the body. It is so much easier to accept dogmatic teaching, and to shift the responsibility of our views on to others rather than to concentrate our thoughts and work out the lessons of our own observations. It is much more pleasant to butterfly from theory to theory than to seek truth with patient tenacity; why trouble ourselves to learn self-reliance, when natural indolence protests against the sacrifice?

It is easier to imitate than to originate; plagiarism and mimicry are such prominent features in our lives, that their presence might almost be quoted as an argument in favor of our evolution in past ages from simian ancestry. How plausible are the excuses we make for our want of this individualism! We are so dreadfully afraid of being thought bumptious, we are so delightfully humble, we really do not wish to intrude our opinion, and yet all the brightest lights of our profession have been men of strong individualism.—Scientific American.

ANNEALING STEEL.

There are two ways of annealing steel. It can be heated to a dull red heat, covered with dry warm sand and left to cool slowly; or heat and cover up in the forge fire and leave it there until the fire is out and all is cold. The other method is to heat the steel red-hot; heat gradually, let it "soak" as the smiths say, until it is evenly heated, then remove from the fire and go to some dark corner. Let the steel cool until you lose sight of the dull red in the dark, then cool off in cold water. A good "dark place" may be made by throwing your coat over a barrel, leaving just room enough to look in at the iron. This method is called the "water anneal," and is based upon the theory that steel softens when cooled at a certain temperature.—Age of Steel.

PENSIONS FOR ENGLISH HARDWAREMEN.

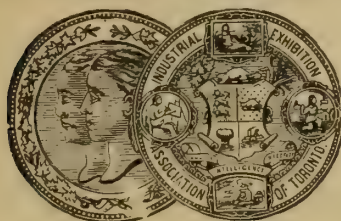
At a recent meeting of the Iron, Hardware and Metal Trades Pension Society, at the Cutlers' Hall, Sheffield, a resolution was adopted declaring the Society to be "suffering by reason of a seriously diminished income." The president, Howard J. Kennard, whose father founded the society fifty years ago, said that many of its old friends had died off and that young men had not come forward to take their places. He thought it lamentable that any one who had made a

fortune in the trade should not subscribe to this, the only charity in trade. The Duke of Norfolk, who presided, said that the retail hardware trade had suffered lately and that many engaged in it were doubtless unable to do more than keep their own concerns going. Donations of £2000 were announced at the meeting, besides several annual subscriptions to the society's funds. The funds of the society, according to a circular, are distributed "among impoverished manufacturers and others, who, in their later year's have fallen upon evil times."—Exchange.

A story is going the rounds that a representative of a Chicago hardware house got a rise in salary the past week by a clever exhibition of what is commonly called "cheek." When he suggested the propriety of such a step to his employer, the latter remarked: "Why, we gave you a big rise a year ago." "I know that," replied the young man, "and I want another now. I think I am worth to you all I am asking." "Do you, indeed?" responded his employer, and further remarked: "I'll tell you honestly what I think: that is, that some men are never satisfied and that you are one of that number." "True," said the traveller, "and I never intend to be. You will, sir, pardon me for saying if you had been satisfied with the \$1,200 per year you originally received for doing the class of work I am performing, you would not now be getting your \$20,000 per year as partner in this concern." He got his rise. One of these days he will be a partner himself.—Exchange.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.

HOW AN ELECTRIC CAR IS MOVED.

The dynamo which generates the current does so by the revolution of a coil of wire near the poles of a magnet, the force which revolves the coil being derived from the engine. The current then passes over the wires, down the trolley which surmounts each car, to a small motor. This motor has an armature consisting of coils of wire traversed by an electrical current, which is attracted in succession to the poles of the stationary coils called the field magnets, through which the current also flows, flies around and transmits its motion, by means of cogwheels, to the axle of the car. The driver of the car, by use of a lever, turns the current into the motor beneath the car, or diverts it to the rail at will. In the conduit system the current passes along the wire, with which connection is made into the motor on the car, and then out through the wheels to the rails, and then back to the central dynamo.—Engineering.

PROFIT-SHARING.

Co-operation and profit-sharing is losing the popularity originally gained, rather than making advancement in the solution of the labor problem. There is no good reason why this should be so, for the profit-sharing scheme has, in the majority of cases where tried, proved a decided success. Ten and fifteen per cent. addition to fair salaries, makes employes vigilant and industrious if they have a spark of ambition, or even selfishness, for they know that the more they accomplish the larger will be their share of the profits accruing from the business. Such a thing as a strike in a shop or establishment where profit-sharing has been adopted is unknown, and the workmen seem perfectly satisfied. But how about the employers? The few who have made the experiment are, or claim to be, pleased with the results, but it is beginning to dawn upon the mind of the advocate of profit-sharing and the student of the labor problem that it is the employer who is responsible for the lack of growth of the cooperative plan. The employer realizes that he cannot reduce the wages of employees under profit-sharing any more than he could on a straight salary, without a rebellious feeling being engendered and all the good effects being dissipated by the almost certain disaffection of the employee, who is averse to taking any chances, while at the same time perfectly willing to accept a share of the dividends of the business, with his former salary guaranteed. If the year's business proves unprofitable the employer is the sole loser. That seems to be the chief reason why profit-sharing does not grow.—Age of Steel.

Tin is reported to have been found on the Colorado river in Texas.

TABLEWARE TRUST.

The manufacturers of tableware are forging ahead with their proposed combination, regardless of what other trusts are doing, and expect to be in good working order at an early date. Eighteen firms are said to have attached their signatures to the agreement, and the plans under which the combine will likely work have been thoroughly discussed and considered acceptable. It is expected that a final formative meeting will be held this week, at which officers will be elected and other important business transacted. It is understood that if the trust proves a success, one huge plant will manufacture all the ware handled by the combination. Just where the big plant will be located has not yet been decided upon.—St. Louis Stoves and Hardware Reporter.

The heating of the Toronto city jail has engaged the attention of the authorities, and is likely to be open to tender in a few days. This will be an important contract, and due attention will be given in our columns.

The formation in Italy of a tin plate manufacturing company is announced. The capital is \$800,000, and the plant is to cost \$325,000. The company will be known as the Banara Italian Steel and Tin Plate Manufacturing Co.

A window screen entirely different from anything yet produced, has been patented. It is a wire cloth device, applicable either in a stationary or sliding form, and which can be readily put in position, being adjustable for windows of different widths, while it is designed not merely to exclude flies, but to allow for their escape without letting in others.

The German foreign trade is far from satisfactory, as shown by the returns for the first half of 1890. Pig iron, wrought iron and iron plates have declined considerably. In wrought iron the falling off is enormous. Iron wire locomotives and the items classed as "all other ironware" have again declined. It is noteworthy that Germany has not only lost ground in certain classes of goods in foreign markets, but that foreign industries have successfully competed with the same classes of goods in Germany. The condition of the other metal industries is anything but satisfactory. Only in raw zinc there is a decided improvement, although the result is below the level reached in 1888. Copper and zinc in sheets have remained stationary as against 1889, while as against 1887 they have declined. Lead also has again fallen considerably. The glass industry has improved slightly, although it has not yet attained the level of 1888.

"I admire the man who can realize that time is precious, in business hours, especially," remarked a St. Louis hardware man to Stoves and Hardware Reporter. "That man will get the ear of the busiest man in the city when others will signally fail, and when he

gets it, will keep it longer than the unconscious bore. The rule applies to all branches of business, to all persons. The successful travelling salesman knows just when to approach a dealer; he also knows just how long to try to hold his attention. So it is with the interviewer. If he is judicious and exercises his keen perceptive faculties he will secure columns of information where the confidential, never-get-through seeker after pointers who wants to make himself agreeable at the expense of his victim's time, in nine cases out of ten goes away empty-handed. Young men should take warning by the experience of those whose places they are about to fill. Be persistent but not obtrusive; cautious but not timid, come to the point at once and make your exit as quickly as possible. Then you will be welcome again, and in time will be granted an audience where your competitors are put off from day to day."

Regarding pig iron production in the United States last year, the following from the Bulletin of the Iron and steel Association is of interest:—"The total production of pig iron in 1890 was 9,202,703 gross tons against 7,603,642 tons in 1889, an increase of 1,599,061 tons, or over 21 per cent. The production in 1889 was over 17 per cent. greater than that of 1888. The joint increase in the last two years has, therefore, been over 38 per cent. Our productions in 1890 was about 1,200,000 gross tons larger than that of Great Britain in the same year, and it was about 600,000 gross tons larger than that of Great Britain in 1882, which was its year of greatest production. The stocks of pig iron which were unsold in the hands of makers or their agents on the 31st of Dec. last, and which were not intended for the consumption of the manufacturers, amounted to 681,992 net tons, or 608,921 gross tons, against 389,244 net tons on the 30th of June last, 277,401 tons on the 31st of December, 1889, and 563,286 tons on the 30th of June, 1889. In addition to these unsold stocks at the close of 1890 there were at that date in storage warrant yards 59,289 net tons, making a total of 741,281 net tons of pig iron then on the market."

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.



ONTARIO.

Algoma Mills—Loughrin, P. J., general store, assigned to Francis Meindle, Mattawa.

Blenheim—Stokes, J. C., baker and confectioner, assigned to Henry J. Lipsomb, Blenheim.

Claremont—Hastings, A. M., hotel, assigned to J. F. Paxton, Whitby.

Dutton—Burgess, Mary (Mrs. Wm. B.) (estate of) general store, stock sold.

Goderich—Proudfoot, J. M., (estate of) grocery, etc., stock, etc., advertised to be sold by auction on 24th inst.

Guelph—Townsend, K. S., grocery and fruits, sold out to Wm. Buckle, who is to take possession 1st March, 1891.

Hamilton—Fralick, F. J. & Co., (co nom) clothing, assigned to John Ferguson, Toronto; Marsden, Thos. & Son, picture frames, assigned to F. H. Lamb, Hamilton; Walker, Jas., mfr. soap, deceased.

Lindsay—Smyth, R. & Son, dry goods, assigned to John Ferguson, Toronto.

London—Balmer, Robt. G., clothing and gents' furnishings, assigned, and stock, etc., advertised to be sold by auction on 30th inst.; Gardner, F. M., (Mrs. Alex.) book-binder, stationery, etc., assigned to N. P. Graydon, London.

Milton—Wilson, Thos., boots and shoes, assigned to Jas. M. Redmond, Toronto.

New Hamburg—Ritz Bros., (estate of) foundry, plant, etc., advertised to be sold by auction on 30th inst.

Norwood—Minnaker, Wm. H., furniture and undertaker, assigned to P. W. Reynolds, Norwood.

Ottawa—Lapointe, F., grocer, assigned to A. C. Larose.

Petrola—McDermid, J. C., painter and grocer, advertised grocery business for sale.

Renfrew—McLean, Robt., grocery, assigned.

Ripley—McLeod, Donald, general store, burnt out.

Russell—Morrow, G. A., grocer, offering to compromise.

Sarnia—Simpson, D. & Co., (estate of) groceries, stock sold.

St. Marys—Quast & Luesing, boots and shoes, assigned in trust to Chas. Langley, Toronto.

Thornbury—McKenny, Thos., steamboat, assigned to Chas. Hunt, Thornbury.

Tilsonburg—Bain, Mrs. M. C., millinery, assigned to Geo. H. Stuart, London.

Toronto—Batty & Mott, stoves and tinware, dissolved; Binsted, John & Son, builders, assigned to Townsend & Stephens, Toronto; Boyd, C. E., boots and shoes, assigned

to J. M. Redmond, Toronto; Brownlee, Chas., furniture, assigned to Campbell & May, Toronto; Eaton, W. H., painter, assigned to E. R. C. Clarkson, Toronto; Purland, A. R., dry goods, offering to compromise; Tonkin, John J., merchant tailor, hats and furs, offering to compromise; Aikenhead, John J., jeweler, assigned to E. R. C. Clarkson, Toronto; Hunt, A. R. & Co., (co nom) dry goods, assigned to Thos. W. Crothers, St. Thomas.

Union—Westlake, F., carriage maker, assigned to Thos. W. Crothers, St. Thomas.

Windsor—Hortin, Wm. D., drugs, offering to compromise.

MANITOBA AND NORTH-WEST TERRITORIES.

Brandon—Chadey, A. M., grocer, stock to be sold on 28th inst.; Gilchrist, G. N., merchant tailor, assigned in trust.

Glenboro—Livingston, S., (Mrs. W. G.) general store, burnt out.

Killarney—Moule, F. S. & Co., general store, assigned in trust.

QUEBEC.

Buckingham—Cochrane, Palmer & Co., grocery, dissolved, M. H. Palmer retires.

Chambly Canton—Lamoureux & Freres, brewers, assigned.

Knowlton—Deragon, C. N., butcher and grocery, assigned.

Montreal—Abnavitch, Loui, merchant, assigned; Beaupre, Amedee, grocery, stock, etc., advertised for sale by tender; Blumenthal, Myer, tailor, demand of assignment; Lindsay, Gilmour & Co., (co nom) wh. dry goods, assigned; McLachlan Bros. & Co., (co nom) wh. dry goods, assigned; Roy, Jos., dry goods, assigned; Bertrand, F. X. & Son, grocery, stock, etc., advertised to be sold by auction on 28th inst.; Cote & Frere, grocery, assigned; Duclos, J. C., wh. and retail, crockery, assigned; Senecal, H. O., confectioner, etc., assigned; Swail, John & Co., grocery, dissolved; Tigh, Jas. & Co., furniture and auctioneers, demand of assignment; Tigh, Jas. & Co., auctioneers, assigned.

Point Claire—Mount, W. F., temperance hotel, assigned.

Point Rouge—Lesage, Victor, general store, stock, etc., advertised to be sold by auction on 22nd inst.

Quebec—Chamberland, Theophile, hotel, assigned; Cruteau & Frere, wh. and retail, grocery, asking an extension; Codbout & Bergeron, tailors, assigned; Pacquett, Wm., grocery, assigned in trust.

St. Guillaume D'Upton—Boucher, A. & Co., general store, stock, etc., advertised to be sold by auction on 29th inst.

St. Johns—Camaire, Jos., saddler, meeting of creditors 27th inst.; LaJoie, E., tin-smith, stock, etc., advertised to be sold by auction on 29th inst.

St. Justin De Newton—MacIntosh, D. J., general store, assigned.

St. Louis De Mile End—Cadieux, J. B., grain and wood, assigned.

St. Marthe—Berthiaume, M. & Co., general store, offering to compromise.

St. Urbain—St. Marie, Jos., general store, stock, etc., advertised to be sold by auction on 22nd inst.

Valleyfield—Corbeille, Alfred, grocery assigned.

NOVA SCOTIA.

Amherst—Robb, A. & Sons, foundry and machinists, Alex. Robb deceased.

Halifax—Crockett & Shea, butter, eggs, etc., dissolved.

Lorneville—Chappell, Edward, store, assigned.

New Glasgow—Cummings, Duncan, R., shoemaker, assigned.

Port Peswick Harbor—McKinlay, Jas., spool mfr., assigned.

Port Hood—McDonald, Daniel A., general store, assigned.

Pugwash—Copp, F. E., general store, assigned; Elliott, J. A. & Son, general store, offering to compromise.

Westport—Glavin, O. H., general store, assigned.

Spring Hill—Faulds, Andrew, saloon, assigned.

Truro—Guild, Jas., store, assigned.

NEW BRUNSWICK.

Moncton—Coffey, Isaac, butcher, assigned.

Hampton—Tiere, J. H. Lumber, assigned.

Richibucto—O'Leary, Henry, general store, lumber and fish, sold out.

Woodstock—Cluff, Richard, harness, assigned.

PRINCE EDWARD ISLAND.

Eldon—Morrison, K. R., general store, assigned.

NEWFOUNDLAND.

St. Johns—Grace, T. & J., grocery and provisions, offering to compromise; Jordan, Andrew, P., grocery and provisions, offering to compromise.

BRITISH COLUMBIA.

New West Minster—McKeen, C. N. & Son, grocery, dissolved. C. N. McKeen succeeds.

Our last week's report contained an error with reference to a Picton change. In correction we have to say that P. M. Millard did not assign to H. S. Wilcocks of that town. Mr. Millard's stock was sold by bailiff under an execution taken out by Mr. Wilcocks.

SPRING ROLLER AWNINGS.

One of our subscribers wishes to know where "spring roller awnings" can be procured. A representative of this paper made inquiries here, but cannot learn what firm manufactures these. We have examined the advertisements in our exchanges, and cannot find any relating to such an article. If any of our readers can give us some information on this subject we shall be pleased to have it.

Rivalry, open, fair, good natured and enterprising, is the life of business.

A reputation for truthfulness is indispensable to permanent and satisfying success.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

"IMITATION IS THE SINCEREST FORM
OF FLATTERY"

THAT THE GEM FREEZER IS RECOGNIZED AS THE BEST IS
PROVEN BY THE WAY OUR COMPETITORS ARE IMITATING ITS GOOD QUALI-
TIES, AND USE IT AS A STANDARD OF COMPARISON WHEN TRYING TO SELL
THEIR OWN GOODS. WE LEAD—OTHERS FOLLOW.

The Gem Freezer
The Best in the World.

WE CLAIM FOR THE GEM FREEZER NOTHING THAT CANNOT BE
FULLY PROVEN. WE ONLY CLAIM A DOUBLE ACTION BECAUSE IT IS
IMPOSSIBLE TO GET MORE THAN TWO MOTIONS FROM ANY SYSTEM OF
GEARING IN USE IN ANY FREEZER AT THE PRESENT TIME.

DO NOT BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER
FREEZERS BY TELLING YOU THAT THEY ARE "JUST AS GOOD" OR
"JUST THE SAME AS THE GEM."

INSIST ON HAVING THE "GEM," AND IF YOU CANNOT GET IT FROM
YOUR REGULAR JOBBER, WRITE TO US AND WE WILL TELL YOU WHERE
YOU CAN GET IT, OR QUOTE YOU PRICES AND DISCOUNTS.



DOUBLE ACTION.
WHITE CEDAR PAIR.
GEARING COMPLETELY
COVERED
SELF-ADJUSTING SCRAPER.
CANS FULL SIZE.
USE SMALLEST
POSSIBLE QUANTITY
OF ICE.
WELL ADVERTISED.
THOROUGHLY WRAPPED
FOR PROTECTION IN
SHIPPING.

JOHN H. GRAHAM & CO.,
MANUFACTURERS' AGENTS,
13 CHAMBERS STREET,
NEW YORK.

AMERICAN MACHINE CO.,
LEHIGH AVE. & AMERICAN ST.,
PHILADELPHIA. "M"

How to Sell Goods

Ssd Ten Cents to the HARDWARE PUB-
LISHING CO. for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

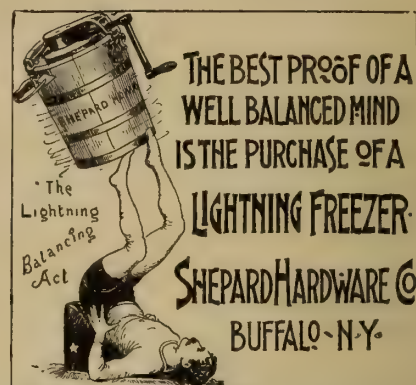
98 ESPLANADE ST. EAST. TORONTO

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East,
TORONTO.



Electric Supplies for Electric Lighting, Electric
Bells, Wire Annunciators. Contractors for Electric Work.
HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23 1/2 24 1/2
Straits 100 lb ingots..... " 23 1/2 24 1/2
Strip " " " 26 1/2 27 1/2

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. \$6 50 \$6 75
I.X., " " " 7 75 8 00
I.X.X., " " " 9 00 9 25

Raven & P.D. Grades—
I.C., usual sizes .. 5 50 5 75
I.X., " " " 6 50 6 75
I.X.X., " " " 7 50 7 75
L.XXX., " " " 8 50 8 75
D.C., 12 1/2 x 17 .. 5 00 ..
D.X., usual sizes .. 6 00 ..
D.X.X., " " " 8 35 8 60

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes .. 4 50 5 25
I.C., special sizes .. 4 25 5 25
B.V. Grade, I.C., usual
sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be
purchased at 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 75 9 00

Charcoal Tin Boiler Plates.
Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs } 6 1/2c, 7c
" 14x60, " }
" 14x65, " }

Iron and Steel.

	Base Price.
Common Iron, per 100 lb	\$2 30 2 40
Refined " "	2 55 2 65
Horse Shoe " "	2 60 2 65
Band " "	2 75 3 00
Hoop " "	2 75 3 00
Swedish " "	4 00 4 25
Nova Scotia Bar iron.....	2 50 2 75
Sleigh Shoe Steel ..	2 50 2 75
Tire Steel ..	3 00 3 25
Machinery ..	3 25 3 40
Best Cast Steel, per lb.	0 13 1/2 0 14
Russian Sheet ..	0 10 1/2 0 12
Tank Plates ..	2 25 2 50
Boiler Rivets ..	4 50 5 00

Boiler Tubes.

2-inch .. 12c
3-inch .. 17c

Boiler Plate.

1/2 inch..... \$2 75
5-16 " " " 2 60
3/8 " and thicker " 2 50

Sheet Iron.

1 to 20 gauge .. 3, 3 1/2
22 to 24 " " 2 1/2, 3
26 " " 3, 3 1/2
28 " " 3 1/2, 3 3/4

Canada Plates.

Blaina .. 1/2 bright 3 20 3 25
Boars Head. " " None
Maple Leaf " " None
All Bright..... " " None

Iron Pipe.

Wrought, 55 to 57 1/2 p.c. dis.
Galvanized, 25 to 27 1/2 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5 1/2, 5 3/4
26 gauge, " " 5 1/2, 5 3/4
28 " " " 5 1/2, 5 3/4
Gordon Crown—
16 to 24 gauge, per lb .. 5 1/2, 5 3/4
26 gauge, " " 5 1/2, 5 3/4
28 " " " 5 1/2, 5 3/4

Note.—Cheaper grades about 1/2 cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb..... 7 1/2 7 3/4
" 1/2 " " " 6 1/2 6 3/4
" 3/8 " " " 5 1/2 5 3/4
" 1/2 " " " 5 1/2 5 3/4
" 3/4 " " " 4 1/2 4 3/4
" 1 " " " 3 1/2 3 3/4
Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70
Jack chain, iron, single, per
doz yards .. 0 13 0 50
Jack chain, double, per doz
yards..... 0 15 ..
Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper—Ingot.

Lake Superior, per lb .. 0 00 0 00
Baltimore " " " 0 15 1/2 0 16
English B.S. " " " 0 15 1/2 0 16

Bolt or Bar.

Cut lengths, round, 1/2 to 3/4 in. \$0 25 \$0 28
round & square
1 to 2 in .. 0 23 0 26
Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light,
16 oz, 14x48 and 14x60 .. \$0 19 0 20
Untinned, 14 oz. and light,
16 oz, irregular sizes .. 0 20 0 21
Note.—Extra for tinning, 2 1/2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 .. 0 30 0 32
Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb.. 0 22 0 26
" 35 to 45 " " 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T.K. Pitts.

Plain Tinned, per lb..... 0 26
Spun " " " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up..... 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " " 0 23 0 29
" 30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.

Foreign, per lb..... 0 06 0 06 1/2
Domestic " " " 0 05 0 05 1/2

Zinc Sheet.

5 cwt casks..... 0 06 1/2 0 07
Part casks .. 0 07 0 07 1/2

Lead.

Imported Pig, per lb..... 0 04 0 04 1/2
Domestic " " " 0 04 0 04 1/2
Bar, 1 pound .. 0 05 0 05 1/2
Sheets, 2 1/2 lbs, per square ft,
by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb 0 19 0 21
Note.—Prices of this graded according
to quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb..... \$0 20 1/2 0 21 1/2
Other makes " " " 0 18 0 19

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. irons, per lb..... 5 1/2
No. 1 Do..... " 0 5 1/2
No. 2 Do..... " 0 4 1/2
No. 3 Do..... " 0 4 1/2

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " " " 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb..... 0 05
Chrome Yellow " " " 0 09
Golden Ochre " " " 0 06
French Black " " " 0 05
Marine Black " " " 0 09
" Green " " " 0 09
Chrome " " " 0 08
French Imperial Green .. 0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per cwt 1 40
" (J.F.L.S.) " " 1 75
Venetian Red (R.C.S.) " " 1 50
Ven. Red, Cookson's " " 2 00
English Oxides " " 3 25
American " " 2 25
Paris Green, per lb..... 0 15 1/2 0 16 1/2
Burnt Sienna " " " 0 08 1/2
Burnt Umber " " " 0 05
do pure " " " 0 07
Drop Black " " " 0 09
Chrome Yellows " " " 0 12
" Greens " " " 0 12
Golden Ochre " " " 0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal .. 0 70
Extra " " " 1 00
Brown Japan " " " 0 70
No. 1 Carriage " " " 1 50
Gold Size Japan " " " 1 40
Pure Orange Shellac " " " 2 20
Hard Oil Finish " " " 1 50

Linseed Oil (in bbls).

Raw, per gal..... 0 65
Boiled " " " 0 68

Turpentine (in bbls)

Selected Packages, per gal..... 0 62 0 63

Castor Oil.

Best, per lb..... 0 10 1/2 0 12

Glue (in bbls)

Common, broken .. 0 10 0 12
French medal .. 0 12 0 13
Cabinet makers .. 0 17 0 18
White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.
 Eley's, per 1,000..... \$0 25 \$1 60

Anvils.
 Per lb..... 0 10 0 12½
 Anvil and Vice combined each..... 4 50

Augers.
 Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz..... 13 00 20 00
 Adjustable " each..... 5 50 6 50
 Post Hole, Vaughan's, each..... 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.
 Sewing, per gross..... 5 65 1 59
 Pegging, "..... 0 65 1 25
 Brad, "..... 0 85 1 60
 " handled..... 3 60 7 30
 Saddlers', "..... 0 45 1 60

Awl Hafts.
 Patent Peg, per gross..... 7 50 9 00
 " Sewing, "..... 7 50 9 00

Awl and Tool Sets.
 Millar's Falls, per doz..... 2 80 8 30

Axes.
 Per box..... 6 00 12 00

Axle Grease.
 Per gross..... 8 00 15 00

Bath Tubs.
 Zinc discount 25 per cent.
 Copper, discount, 25 p.c. off Revised list.

Bells—Hand.
 Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.
 Gongs, Sargent's..... 5 50 8 00
 " Peterboro..... 4 60 13 50

Cow.
 American make, discount 60, 60 and 10 per cent.
 Canadian, dis 45 and 50 pc.

Farm.
 American, each..... 2 00 5 00

House.
 American, per lb..... 0 35 0 40

Bellows.
 Hand, per doz..... 3 35 4 75
 Moulders' "..... 7 50 10 00
 Blacksmiths' discount 35, 40 per cent.

Belting.
 No. 1, leather, discount 40 to 40 and 5 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.
 Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
 Excelsior—Jennings, discount 60 per cent.
 Jennings' Imitation, list 45, 47½ per cent.
 Jennings' Gen, net list to 5 p.c. dis.

Car.
 Gilmour's, 47½ to 50 per cent.

Expansive.
 Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.
 Clark's, per doz..... 0 65 0 90
 Diamond, Shell "..... 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.
 Annex..... 1 25 1 75
 Mascot..... 1 35 1 85

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 60 and 5 per cent. to 65 and 5 per cent.
 Tire, dis. 50 to 50 and 10 per cent.
 Stove, dis., 45 to 50 p.c.
 Elevator, dis., 35 to 40 p.c.
 Machine, dis., 65 to 70 per cent.

Boring Machines.
 Complete, with Augers, ea. 5 25 7 00

Braces.
 Barber's..... 6 00 7 75
 Barber's Ratchet..... 10 00 11 00
 Farmers'..... 2 00 2 75
 Millar's Falls..... 15 50 29 00

Brackets—Shelf.
 Japanned Canadian, per doz. pairs..... 0 50 3 40
 Berlin Bronze Cana'n..... 0 85 3 20

Broilers.
 Light, dis. 65 to 70 per cent.
 Reversible, dis., 65 to 70 per cent.
 Vegetable, per doz..... 1 12 2 35
 Henis, No. 8 "..... 6 00 6 00
 " No. 9 "..... 7 00 7 00

Butchers' Cleavers.
 From 8 to 12 inch, per doz..... 500 4 23

Batts—Brass.
 Wrought Brass dis. 60, 60 and 10 per cent.

Cast Iron.
 Loose Pin, dis. 60 to 65 per cent. and 10 per cent.

Wrought Steel.
 Fast Joint, dis. 60 to 60 & 10pc.
 Loose Pins, " 60 to 60 & 10pc.
 Berlin Bronzed, dis. 70, 70 and 5 per cent.
 Gen Bronzed, per pair..... 0 40 0 65

Can Openers.
 Acme, per gross..... 9 00 10 00
 Sardine Scissors, per doz..... 3 75 4 50

Card.
 Horse, per doz..... 0 70 0 95

Carpet Stretchers.
 American, per doz..... 1 00 1 50
 Bullards "..... 6 50

Carpet Sweepers.
 Bissell, per doz..... 22 50
 World "..... 21 75
 Daisy "..... 24 00
 Star, "..... 18 00
 Crown Jewel, per doz..... 29 00
 Grand Rapids, "..... 32 40

Cartridges—See Ammunition.

Castors.
 Bed, new list, dis. 50pc.
 Plate " dis. 50pc.

Cattle Leaders.
 No 31 and 32, per gross..... 8 50 11 25

Cement.
 Portland, car load lots..... 2 70
 Thorold "..... 1 10
 Queenston "..... 1 10
 Napanee "..... 1 10

Chalk.
 Carpenters' Colored, per gross..... 0 90 1 10
 White, lump, per lb..... 0 01½ 0 01½
 Red "..... 0 05 0 06
 Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.
 American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz..... 0 85 4 00

Churns.
 Boss or Daisy, dis. 50 and 10 to 60 p.c.

Clamps.
 Judd's, dis. 20 p.c.
 Stearns, per doz..... 3 00 10 00

Clips.
 Axle, dis. 65 p.c.

Coffee Mills.
 Box..... 3 60 13 00
 Side..... 3 60 4 00
 Enterprize, No. 0..... 1 35
 " No. 2..... 2 70

Compasses, Dividers, etc.
 American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.
 Canadian, discount 25 p.c.

Door Springs.
 Torrey's Rod, per doz..... 2 00
 Coil, per doz..... 0 88 1 60
 English, "..... 2 00 4 00

Draw Knives.
 American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.
 Millar Falls, per doz..... 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.
 Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.
 Dis. 20 to 33½ p.c.

Fawcets.
 Cork Lined, per doz..... 0 30 0 60
 Wine, per doz..... 1 30 2 25
 Star, "..... 2 80 3 90
 Fenns Corkstops, No 2 p.doz..... 1 70
 Petroleum, per doz..... 4 50 6 50

Files.
 Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
 Canadian, dis., Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25pc.
 Horse Rasps, Kearney & Foote's dis Am list, 50 pc.
 Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.
 Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.

Fluting Machines.
 Each..... 0 60 2 00

Forks.
 Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.
 Peerless, discount 45 p.c.
 Gem, dis. 50, 50 & 10 p.c.

Fruit Presses.
 Henis' per doz..... 4 00
 Enterprise, discount 10p.c.

Fry Pans.
 Acme, discount 55 to 60 per cent.

Gauges—Marking, Mortise, etc.
 Stanley's, dis. 50, 55 p.c.

Wire Gauges.
 Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.
 Window.

United Inches—Box Price.

Star.
 Size up to 26 50 ft. Per 100 ft. 1.45-1.50
 inches 26 to 40 in 1.55-1.60
 41 to 50 3.50-3.60
 51 to 60 3.80-3.90
 61 to 70 4.10-4.20
 71 to 80 7.60
 81 to 85 8.75
 86 to 90 10.95
 91 to 95 13.75
 96 to 100 16.25
 101 to 105 22.00

Double Diamond.
 Per 50 ft. 100 ft. 2.15 2.35

Hoos.
 Garden, Mortar, etc., discount 40 per cent.
 Planter's per doz..... 4 00 5 00

Hooks—Cast Iron
 Bird Cage, per doz..... 0 50 1 10
 Clothes Line, "..... 0 27 0 63
 Harness, "..... 0 72 0 88
 Hat and Coat, per gross..... 1 00 3 00
 Chandelier, per doz..... 0 50 1 13

Wrought Iron.
 Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.

Pilkington.
 Ordinary
 1st break..... \$3 65
 2nd "..... 3 90
 3rd "..... 4 60
 4th "..... 4 95
 5th "..... 5 40
 6th "..... 5 90
 7th "..... 6 50

Picture Glass.
 Pilkington's ordinary.
 1st break..... 4 30
 2nd "..... 4 70
 3rd "..... 5 40
 4th "..... 5 90
 5th "..... 6 50
 6th "..... 6 90
 7th "..... 7 70

Glue Pots.
 Tinned, each..... 0 30 0 90
 Enamelled "..... 0 55 1 20

Grindstone Fixtures.
 P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.
 Maydole's net list.
 Can. discount 25 to 27½ p.c.

Tack.
 Magnetic, per doz..... 1 10 1 50

Sledge.
 Canadian, per lb..... 0 12½ 0 15

Ball Pean.
 English and Can., per lb. 0 25 0 37½

Handles.
 Axe per doz..... 1 00 3 50
 Store door "..... 1 00 1 80
 Chest, per doz pairs..... 0 40 2 50

Chisel.
 Firmer per gross..... 3 00 4 50
 Socket Firmer "..... 3 25 8 00
 Socket Framing per gross 3 75 5 00

Fork.
 C. & B., discount 30 p.c.

Hoe.
 C. & B., discount 30 p.c.

Saw.
 American, per doz..... 1 00 1 25

Plane.
 American, per gross..... 3 15 3 75

Hammer and Hatchet.
 American, per doz..... 0 50 0 80

Cross Cut Saw.
 Canadian, per pair..... 0 18 0 25

Hangers.
 Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.
 Can., dis. 37½, 40 p.c.

Hinges.
 Blind, Parker's, dis. 60 to 60 and 10 per cent.
 Light T and strap, dis 60, 62½ percent
 Heavy, per lb..... 0 5 0 05½
 Screw and Strap, per lb..... 0 03½ 0 04½

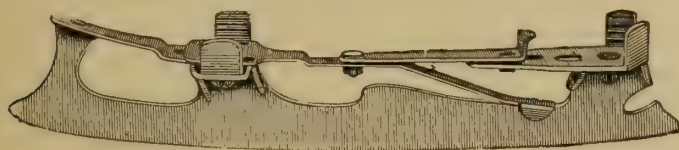
Per doz. sets.
 Screw, Eureka..... 1 13 1 80
 Gate, Clark's..... 1 50 2 20
 " Shepherd's..... 1 00 1 50

Per doz. pairs
 Spring..... 1 50 3 50

Hoos.
 Garden, Mortar, etc., discount 40 per cent.
 Planter's per doz..... 4 00 5 00

Hooks—Cast Iron
 Bird Cage, per doz..... 0 50 1 10
 Clothes Line, "..... 0 27 0 63
 Harness, "..... 0 72 0 88
 Hat and Coat, per gross..... 1 00 3 00
 Chandelier, per doz..... 0 50 1 13

Wrought Iron.
 Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.



Bowman, Kennedy & Co.,
 LONDON, ONT.,

HEADQUARTERS FOR

Acme Club Skates, Sleigh Bells, Cow Ties, Snow Shovels X Cut Saws, Buck Saws, Axes, Ammunition, Sporting Goods, all kinds, Cutlery, Silverware, &c.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wires.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng., dis. 40, 5, 45 per
cent.

Horse Nails.

Canadian, dis. 50 to 60 per cent.

Horse Shoes.

Per keg. 3 60 3 75

Ice Picks.

Star, per doz. 3 00 3 25

Kettles.

Brass spun per lb. 0 25 0 30

Copper, " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can, dis. 50 p.c.

Cabinet, Trunk, and Pad-

lock, Am. per gross. 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list

dis. 50 p.c.

Bronze, Berlin, per doz. 2 75 3 25

Bronze, Gem, " 6 00 9 00

Lava, " 8 75 10 00

Shutter, porcelain, F. &

L screw, per gross. \$1 30 4 00

Ladles.

Melting, per doz. 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz. 2 20 5 60

Galvanized, " 1 87 3 85

King, wood, " 2 75 2 90

" glass, " 4 00 4 50

All glass, " 1 20 1 30

Lines.

Fish, per gross. 1 05 2 50

Chalk, " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz. 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent.

Paalock.

English and Am. per doz. 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent.

Mallets.

Tinsmiths', per doz. 1 25 1 50

Carp'trs', hickory, " 1 25 3 75

Lignum Vitæ, " 3 85 5 00

Caulking, each. 1 60 2 00

Mattocks.

Canadian, per doz. 8 50 10 00

Meat Gutter.

Enterprise, dis. per cent. 20 25

Canadian, 35 to 37½ per cent.

Dixon's, each. 1 60 2 00

Woodruff's, " 1 10 1 70

Hale's, " 1 05 1 50

Hume, " 13 00 16 00

Mincing Knives.

American, per doz. 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to

70 per cent.

Nails.

Cut, 3 in. and upwards, per keg. 2 60

Brads & Moulding Nails, discount 60

to 60 and 10 per cent.

Wire Nails, 65 to 65 and 10 per cent.

Nail Pullers.

German & American. 1 85 3 50

Nail Sets.

Square, round and octa-

gon. 3 38 4 00

Diamond. 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 0 16

Carbon Safety " 0 18 0 18

Canada W.W. " 0 20 0 20

American W.W. " 0 25 0 25

S. R. Seal " per gal. 0 63 0 65

Oilers.

McClary's Galvan. Iron

Oil Can, with Pump,

per doz. 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass, " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz. 2 00 3 50

Pencils.

Dixon's, per gross. 1 00 4 25

" Carpenter. 2 25 3 60

Picks.

per doz. 6 00 9 00

Picture Nails.

Porcelain Head, p. gross. 1 65 3 00

Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian, or American

dis. 50.

Wood, fancy Canadian, or American

dis. 35, 37½ per cent.

Bailey's (Stan R. & L. Co.) 33½ to 35

per cent.

Miscellaneous, dis. 10 to 12½ per cent.

Bailey's Victor, dis. 10 to 12½ per cent.

Plane Irons.

English, per doz. 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis

37½, 40 p.c.

Button's Imitation, per

doz. 7 40 10 25

German, per doz. 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz. 1 35 2 00

Pruning Shears.

Per doz. 4 00 5 50

Pulleys.

Hothouse, per doz. 55 1 00

Axle. 22 33

Screw. 27 1 00

Awning. 35 2 50

Pumps.

Rumsey or Canadian Cistern &

Pitcher Spout, 60 and 60 and 10 p.c.

Punches.

Saddler's, per doz. 1 00 1 85

Conductors' " 9 00 15 00

Tinner's solid, per set. 72

" hollow, per inch. 1 00

Putty.

Bladder, per 100 lbs. 2 00 2 25

Tins, lbs. 2 50 2 75

Rail.

Barn Door, per foot. 3 3½

Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian

list dis. 40 per cent.

Razors.

Boker's, per doz. 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Stropps.

Currier's, per doz. 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 40.

Iron " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope.

Sisal, per lb 11½ 12½ smaller than

Manilla, " 15 16½ 7-16, ¼ c. extra.

Cotton, " 22 25

Russia Deep Sea, per lb. 15 16

Jute " 09½ 10

Rules.

Boxwood, dis. 75 & 10.

Ivory, dis. 40, 40 & 5 per cent.

Sad Irons.

Mrs. Potts, per set. 0 95

N. P. 1 25

Sand and Emery Paper.

B. & A., sand, 30 p.c.

Emery, per quire. 55 90

Sash Cord.

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per

cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each. 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each. 1 75 2 75

" frames only. 75

Saw Sets.

Per doz. 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M., dis. 40 per cent.

Scrapers.

Box, per doz. 2 10 4 50

Foot, " 40 3 50

Screens.

Window, patent, per doz. 6 00 7 50

Screw Drivers.

Sargent's, per doz. 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" " H. " 72½ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Bench, wood, per doz. 3 25 4 00

Bench iron per doz. 4 25 5 75

Scythes.

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 33½ to 35 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Etina, dis. 75 @ to 75 and 10 per cent.

Heinish 60 per cent.

Sheaves.

Sliding Door, per set. 77 1 40

Steel Shingles.

The Metallic Roofing Co. of Canada,

per square. 5 75

Heavy Eastlake Galvanized. 5 25

Light " 4 00

Heavy Eastlake Painted. 3 75

Light " 6 25

Tower or Mansard Painted. 4 50

Terra Cotta Painted Tile. 7 00

Eastlake Painted Siding. 3 50

Manitoba Galvanized Siding. 4 75

Heavy Man. Painted Siding. 3 50

Light Sanitoba Painted Siding. 3 25

Heavy Sheet Pressed Brick. 3 50

Light Sheet Pressed Brick. 3 25

Painted Crimped, Siding or Ceil. 3 50

Shot.

Canadian, dis. 7½ per c.

Shovels and Spades.

Canadian, dis. 37½ per cent

Sieves.

Wood Rim, black, p. doz. 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap.

Sapolia ½ gross boxes. 3 25

½ and ¼ gross boxes per

gross net cash. 12 00

Soldering Irons.

Per lb. 0 32

Wrought Spikes.

Discount, net list to 10 per cent.

Spoke Shaves.

Wood, English. 1 80 5 00

Iron, American. 1 35 2 35

Spoons and Forks.

HARDWARE



No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

NEEDHAM VEALL & TYZACK'S

CELEBRATED



CUTLERY

MANUFACTURERS OF

Table Knives, Carvers and Steels, Butcher, Palette and Artists' Knives

Fine Pocket Cutlery.

SCISSORS, RAZORS, ETC.

Agents for Canada

Watson & Pelton,

MONTREAL.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED.

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor),

TORONTO.

SUBSCRIBED CAPITAL, \$100,100. FULL GOVERNMENT DEPOSIT.

THE BOILER INSPECTION and Insurance Company of Canada.

SIR ALEX. CAMPBELL, K.C.M.G. PRES.
(Lieut. Govr. of Ontario)

JOHN L. BLAICKIE ESQ. VICE PRES.



CONSULTING ENGINEERS.

G.C. ROBB, Chief Engineer A. FRASER, Secy. Treas

HEAD OFFICE.

TORONTO.

The prevention of Accident and attainment of Economy in use of Steam, our chief aims.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS' SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.



Improved patent asbestos floor and partition thimble. Patentee and Sole Manufacturer, Canada and United States, Fairgrave & Craig, 128 Richmond St., W. Toronto.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL NEW OR IRON RAILS SECOND HAND All Sections Cast and Wrought SCRAP IRON in Car ota Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

HARDWARE.

Genuine Coppered Babbitt

PRICES.

Anchor	per lb. 8c.
(For Shafting, etc.)	
Star	per lb. 12c.
(General Purpose)	
Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

H. R. IVES & CO., Montreal.

MANUFACTURERS OF

Stoves, Hardware, Iron Railing, etc.



HAVING been large users of Antifriction Metals for many years, and suffered from being imposed upon by inferior compositions under various high sounding names, we are now offering under the above trade name a more reliable kind of Antifriction Metal, which by merit alone we expect will make its way in the market. It is put up in boxes of 50, 100 and 200 lbs. each. For large quantities in bulk or casks a reduction in price will be made. Prices subject to change without notice. Sample orders solicited. Terms: 60 days or 2 per cent. off for cash.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-("TRAP")

PRIMERS B B CAPS,

Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen not using these goods to try them, and let them speak for themselves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,

MONTREAL.

Toronto File Co.'s Works,

99 NIAGARA ST.

BERTRAM & Co., - Proprietors.



MANUFACTURERS OF

HIGH CLASS FILES AND RASPS,

Guaranteed equal, if not superior, to those imported from England and the United States. Using only special steel, all files stamped Toronto File Co. are warranted to give satisfaction.

PROMPT ATTENTION will be given to letter orders, and SPECIAL DISCOUNT from list price on application.

ADDRESS,

BERTRAM & CO.,

76 Wellington St. W.,

TORONTO.

DOMINION IRON, STEEL & COPPER.

WIRE

MANF'G Co'y

(LIMITED).

Wire Drawers,

Galvanizers and

Manufacturers.

MONTREAL AND TORONTO.



Price Lists Furnished and Discounts Quoted on application.

Bright, Annealed,
Oiled, Galvanized,
Coppered, Spring,
Nail, Rivet, Telephone,
Telegraph and TINNED

(for Mattress and Broom makers use.)

—ALSO—

"LYMAN" 274 barb.

Ribbon, Thorn and Plain Twist.

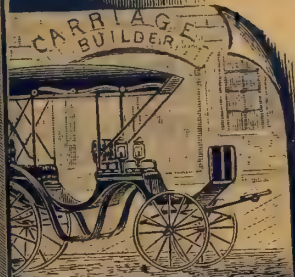
Fencing,
Wire Nails and
Wood Screws.

W
I
R
E

FEB. 7, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"
No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

JOHN LEYS,
Vice-President.

Importers of
BAR IRON,
STEEL,
Shelf and Heavy

HARDWARE,

Builders' and
Mechanics'
TOOLS and
SUPPLIES.

32 KING ST. EAST,



Mantels,
Grates,
Tiles,

- CUTLERY -

E. P. WARE

Housefurnishings.

TORONTO.

TAPER TOOTH.



Metallic Shingles,
Siding and Ceiling Plates,
Terra Cotta Tile,
Corrugated Iron, etc.

SEND FOR CATALOGUE.

METALLIC ROOFING CO., L'D.,

Rear 84 to 90 Yonge St.,

TORONTO.

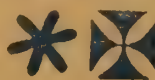
Telephone No. 1457.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.
None are genuine unless bearing the
MARK.

TRADE



GRANTED

1764.

TRAVELLING MEN

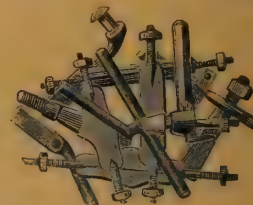
WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.)
68 Esplanade St.

TRADE



MARK.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,
DEAR SIR,—I am pleased to say that
after nearly three years constant use, day
and night, on our largest engine your Cop-
perine has stood its work well. I have not
had to renew any of the heavy bearings yet,
so I consider that speaks for itself. I am
pleased to recommend it to any one in need
of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,
Chief Engineer Toronto Waterworks.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, FEBRUARY 7, 1891

No. 6

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

THE NICKEL STEEL INDUSTRY.

The importance of the nickel resources to the north is attracting considerable attention among representative men of the Dominion. On Friday afternoon a most influential deputation waited on Attorney-General Mowat to lay before him the advisability of locating in Toronto the smelting and refining works that would be the outcome of fuller developments of the immense nickel deposits of the Sudbury district. Not only is nickel found there in abundance, but vast deposits of iron ore are known to exist on the road from Coe Hill to Sudbury. It is desired that a railway should connect these two points, so that the two materials could be brought together so as to facilitate the manufacture of nickel steel. Mr. Ritchie, who is the prime mover in this undertaking, has already received satisfactory assurance from the Dominion Government that this road will be built, but with the proviso that the Ontario Legislature deem it advisable to assist in the erection of works for the manufacture of the ore. All that is asked by Mr. Ritchie of the Ontario Government, is a bonus equal to 3 per cent. on an expenditure of \$5,000,000 for ten years. This is intended to pay for the erection of a steel plant for the manufacture of nickel steel in Canada.

Both these requests were asked of the Dominion Government; but when the petition came to be considered it was found that Ontario possessed all the industries connected with it, so Mr. Ritchie modified his proposition to the Ottawa Government, in asking assistance in regard to building of the

road, and appealing to the Ontario Legislature for aid for the plant. He pointed out that the railway already built, as well as that portion to be built, would profit by hauling the material which the proposed works would consume, and which would be produced along the line of road, but connecting lines would also be profited in exactly the same way, and perhaps to even a larger extent. They would also receive a large additional tonnage in the hauling of the coal and coke consumed by such works and in the shipment of the manufactured article to foreign countries. As there was yet no such one in operation in this country he must point to the working and the magnitude of such as were outside of the county.

It is well known what immense value is placed on nickel and nickel steel. This mineral is being used now in the manufacture of the most approved armaments, and the importance attached to it is well known in all the markets of the world.

Canadians must awaken to the knowledge of the immense wealth in our iron and nickel mines, and the great possibilities there are in the future if the work is properly carried on.

THEIR CUSTOM FOLLOWS THEIR CREDIT.

The past few years have been years of unusual trial to the farming population of both this country and the United States. The causes are various, but since the fact itself is well known and we are not proposing a scheme to put an end to it, we have no purpose in going aside to enumerate them. What we wish to consider, is that the desire to realize more from farming than it has yielded to tillers in recent years has bred a disposition among some of them to countenance certain plans of radical reform. In the United States the lot of the farmer has been

more straitened than it has been here, and from brooding upon it there a new political force has been hatched. It is the Farmers' Alliance, an organization so strong that politicians are very generally trying to make themselves solid with it. It already has its record of political victories, and is growing in numbers, influence, and ambition. Among its aims, one is the establishment of government grain warehouses in all farm districts.

It is sought to have a government grain warehouse in each farming locality, that the farmer may obtain there, whenever he wants money, a warehouse receipt for any grain he may deposit. The receipt is to be a certificate of value equivalent to the money value of the grain at the market price current at the time of deposit. These certificates are to be in short government currency, issued not on a basis of gold or silver in the Treasury, but of grain in the Treasury warehouses. The certificates are to be legal tender in all transactions. Further, the option of redeeming his grain is to be left to the farmer if the market improves and he wishes he had his grain yet. He is to be allowed to take his grain out of bond by returning his certificate or its equivalent, increased by 6 per cent. per annum.

Thus the farmer would do away with the necessity of asking credit, so long as he has the produce necessary to pledge with the government. This would make him a good customer for people he trades with. But it is also part of the Alliance platform to do away with tradesmen, so far at all events as farmers are concerned. They are to go in for co-operation stores, and give no more of their substance to maintain a trading class. This is hard. There is no body of people to whom farmers are more beholden than they are to traders. These are the men who have been carrying the farmers from one year's end to the other. The farming community has floated in a sea of credit, and that they have

not more frequently drowned in it or stranded upon its shores is due from time immemorial to their friends the storekeepers. But now the Farmers' Alliance would first abolish the necessity for credit and then efface the former dispensers of credit to them. When they have no longer need for credit they have no longer need for the storekeepers. They have supported the storekeepers because the latter gave credit, not because the latter sought to make a living by trade.

Is the situation similar in this country? Does the farmer give his trade to the country merchant from a "live and let live" motive, or from a "live" motive simply? If he could do without credit would he also do without the trader? We believe that in most cases he would. We have the Patrons of Industry with us, who are endeavoring to force traders to surrender their profits. A dealer has either to allow his profits to be sweat down to a shadow, or he has to fight the Patrons' opposition in support of another store. And the dealer may feel thankful that the Patrons do give him a chance to trade even on an unprofitable basis. They would not if they could pay ready money.

But there's the rub. There is where the trader has his foot propped. The want of ready money, or of a substitute for money such as the Alliance is trying to create in the United States, is a more overruling circumstance with the farmer than his connection with the Patrons. He will have to go, not where his association has secured low prices, but where his own thrift and honesty will secure him credit.

STORE IMPROVEMENTS.

Malleables or malleable castings form an important item in the carriage hardware trade. There are various ways of having this stock kept, and many of them are sadly defective. The most approved method, both for convenience and prominence, is as follows:—A space should be allotted these goods somewhere in the rear of the store, about four feet square; shelving to be built about the same height, to contain a sufficient number of boxes capable of holding the different styles of castings. Each box to be 6 x 12 inches, and for the larger castings more spacious ones may be used. It is desirable each drawer should be sampled, indicating what is contained therein. By this method is known what castings are kept in stock, and the convenience of such a system will be appreciated by every salesman. The top of what we may term the "malleable cabinet" may be utilised to exhibit some improved blacksmiths' drill or any article or articles for which a prominent place is required.

White lead when opened for the sale of small quantities (that is a 25-lb. can) may be kept fresh and soft by filling the can with water. This prevents the lead from becoming hard.

Many dealers who handle paints and oils have a custom of pumping their turpentine into a tank from the barrel. This is now be-

ing done away with, owing to evaporation. If turpentine were kept in the barrel, and properly tapped, no evaporation could take place; but in case of leakage, it would then be necessary to take some precaution.

Such goods as coffee mills, iron toys, clocks, umbrella holders and crumb brushes and trays, may be tastefully displayed on a table, covered with green baize. This may be placed in the centre of the store and made of sufficient length to contain a varied assortment of such goods as we mention.

Granite or agate ware goods, should be kept together, in a similar way, and it is desirable a full stock of such goods should be kept. They are reliable and well known.

An improvement will be made by reserving a space for holloware, drip pans and different styles of fry pans. Such goods should be kept in the rear of the salesroom, and a full assortment of all sizes on sale. The fry pans could conveniently hang on a wooden bar, made sufficiently strong to contain a fair stock of all sizes. Each piece should be marked and attention paid in having this stock well kept up.

CAUSES OF FAILURE.

Failures seem to become epidemic in a great many places, one failure causing others, the same as a contagious disease will spread from one patient to another. Dishonesty is not such a frequent cause of failure in this country as many people suppose. Sometimes the best of business men have to succumb to the pressure of circumstances. Losses by fire, sickness in the family, and other misfortunes over which they have no control may sometimes send some of the most hard-working, competent, and reliable merchants, helplessly to the wall. In such cases it is the duty of their creditors to help them on to their feet again, but creditors should carefully investigate the cause of every failure before they make up their minds to grant a settlement. Men who have not the ability to ensure success, men who through intemperance neglect their business, men who are too slothful or careless to attend properly to their business, men who are dishonest, and men who through any fault of their own have failed, should be refused a settlement and put out of business.

If the wholesale houses would take this matter energetically in hand, and by concerted action investigate thoroughly every case of insolvency, and decide on business principles who is worthy and who is unworthy of a settlement, the retail trade of this country would very soon get rid of these business epidemics that are scourging the life out of our provincial towns and villages.

At present the penny wise and pound foolish course seems to prevail, creditors adopting the plan that appears to bring them the largest dividends, without thinking what effect their decision will have on the trade of the place where the failure occurred, for-

getting or shutting their eyes to the fact that their own business prosperity depends largely on the prosperity of their constituents.

Some compromises are given out of sympathy for the insolvent who is a decent fellow, and has a wife and family to support, but who has not in him the elements of success. Such sympathy is wasted. It is better to extract the tooth at once than have a person suffer from a lengthened toothache from the fear of giving momentarily greater pain by the sudden wrench.

A man who is not competent to run a business successfully, will not do himself or his wife and family any good by trying again. He will only spoil the trade for some of his neighbors, and come to grief when he is some years older with his constitution perhaps broken down, so that he is unfitted to make a respectable living at some other occupation in which he would probably have been successful in his younger and stronger days.

[TO BE CONTINUED NEXT WEEK.]

THE TRADE IN SKATES.

The trade in skates this season has been very satisfactory. Those dealers who did not lay in a sufficient quantity at the beginning of the season had to replenish their stock considerably to meet the demand. The weather has been all that could be desired for this healthful pastime.

Messrs. Rice, Lewis & Son, of this city, are among the oldest houses in the skate trade, and the exceptionally severe weather which is the chief impetus of the trade, was quite a surprise to them. In fact their stock of skates was entirely depleted soon after the advent of the season's sport. They further state that skates for ladies have had an unprecedented sale. This shows how popular, as well as healthful, the skating pastime is becoming among those of the fair sex. Many country dealers have been unable to procure sizes, which were disposed of early in the season. Consequently their trade in the staple numbers has been considerably curtailed.

THE TIN PLATE TRADE.

The English export trade in tin plates for the year ending December 31st, 1890, is encouraging. Returns have been made which show an increase in the volume of business done, and especially with the United States. In spite of the determined efforts of our neighbors to supplant the supply of their markets with foreign tin, by producing this article themselves, they are still importing more largely than ever. As will be seen by the report, the quantity exported to the United States for December, 1890, amounts to 25,709 tons, being 3,944 tons in excess of the corresponding month in 1889. Although the tin plate industry is in its infancy in the United States, it still remains to be seen

what the result of their venture is. The manufacturers who have embarked in the industry will be highly protected after July 1st, and many reason that the cause of increased importations of tin plate is to lay in immense stocks before the tariff goes into effect, rather than rely on the productions of their own manufacturers.

There is a notable decline in the trade with Russia, which has declined from 1,793 tons in 1888 to 160 tons in 1890. The trade, however, on the whole for the past month is very satisfactory, the total exceeding that for the same month in 1889. The statistics showing the volume of trade for the entire year are distinctly encouraging, since although they reveal a slight diminution in the quantity exported, the total value is greater than for any previous twelve months:—

	Tons.	Value.
In '89 the exports were.	430,650	\$6,030,500
In '88 " " "	391,361	5,546,228

MONTREAL BOARD OF TRADE.

At the adjourned annual meeting of the Montreal Board of Trade the following officers were elected for the year:

President—Robert Archer.

First vice-president—H. A. Budden.

Second vice-president—Richard White.

Treasurer—H. Montague Allan.

Members of council—W. C. Munderloh, shipping; A. A. Ayer, produce; C. P. Herbert, groceries; George Childs, groceries; James Slessor, dry goods; A. Racine, dry goods; Archibald Nicholl, insurance; J. C. Simpson, real estate; A. G. McBean, grain; J. B. Learmont, hardware; R. Bickerdike, live stock; James A. Cantlie, manufacturer.

Board of arbitration—Andrew Allan, Charles Chaput, J. P. Cleghorn, Hon. Geo. Drummond, A. F. Gault, Charles H. Gould, E. B. Greenshields, F. W. Henshaw, Jonathan Hodgson, Mr. Kerry, Robert Redford, Hon. J. K. Ward.

PICTON BOARD OF TRADE.

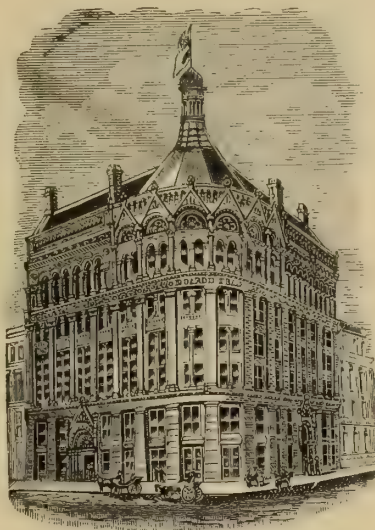
The Picton Board of Trade held its annual meeting on the 27th ult. The financial statement showed a balance on hand of \$62.99. The question of urging the Federal and Ontario governments to give aid for the extension of the Central Ontario Railway to Sudbury was discussed. This extension it was represented would be followed by the establishment of smelting and reduction works at Weller's Bay. It was resolved to appoint a committee to wait upon the town council to effect joint action in this matter. The President, Mr. W. Boulter, and the other officers were re-elected. In his address the President referred to some of the advances made during the past year, particularly to the Wednesday market, and the concession of single fare rates on that day over the C. O. R.

A customer secured is a promise of greater salary in time.

TORONTO BOARD OF TRADE.

The annual meeting of the Toronto Board of Trade was held on the afternoon of the 30th ult., in the rotunda of the new building. The President, Mr. John I. Davidson, was in the chair. Nearly 700 members assembled.

Mr. G. M. Rose read the first report, that of the treasurer. A comparative statement of the membership and income since the



year 1884 showed that the number had increased from 260 to 917, and the income from \$2,807.71 to \$10,123.91. The surplus this year was \$3,661.67, which, added to the accumulation of the surpluses of previous years, amounted to \$15,285.02, of which \$12,520 had been invested in the new building, \$2,667.03 being deposited in the Imperial Bank, leaving a balance in hand of \$97.99. The gratuity fund now amounts to \$50,774.83, invested in debentures, mortgages, and on deposit in the bank of Commerce. Thirteen deaths had occurred during the past year, making 37 the total number of deaths since the establishment of the fund in 1886, \$37,038.21 having been paid out to the widows and children of deceased members to date.

This report was adopted.

The President's report was an able survey of the commercial features of the year. He touched on the greater expensiveness of doing business these days mainly because of the development of the commercial traveler system and the necessity of advertising. He said:—"No merchant can hope to build up or maintain a successful business who does not advertise liberally, and we can form some idea of what that means by a glance at the well filled columns of our daily journals and trade papers." He adverted to Toronto's need for civic reform, spoke hopefully of the agricultural prospects, referred to the steps which have recently been taken by enterprise and statesmanship to develop new markets, touched on the new Banking Act, and spoke at some length on our mineral wealth,

particularly in Algoma, and on the possibility of Toronto being the seat of the nickel manufacture.

The officers of the Board for the current year are: Mr. John I. Davidson, President; Messrs. H. H. Baird and Hugh Blain, Vice-presidents; Mr. G. M. Rose, Treasurer, and the following members of committees:

Representatives on harbor commission—J. H. G. Hagarty, vessel owner; J. T. Mathews, vessel owner.

Representatives on Industrial Exhibition—James Carruthers, grain merchant; W. B. Hamilton, boot and shoe manufacturer; H. W. Nelson, woodenware.

Board of arbitration—W. Galbraith, grain merchant; Joseph Oliver, lumber merchant; J. H. G. Hagarty, vessel owner; J. D. Laidlaw, grain merchant; M. McLaughlin, miller; R. S. Baird, Confederation Life Insurance Company; J. Carrick, grain merchant; J. L. Spink, miller; T. Flynn, grain merchant; R. J. Stark, grain merchant; S. Crane, coal merchant; J. H. Sproule, grain merchant.

Council—A. A. Allan, wholesale hats and furs; D. W. Alexander, wholesale leather; W. R. Brock, importer of dry goods; John Brown, miller; William Christie, biscuit manufacturer; B. Cumberland, vessel owner; John Donogh, wholesale lumber; R. W. Elliot, wholesale druggist; W. B. Hamilton, boot and shoe manufacturer; William Ince, wholesale grocer; Robert Jaffray, real estate; A. A. Lee, hardware; W. D. Matthews, grain merchant; Elias Rogers, coal merchant; D. R. Wilkie, cashier Imperial Bank.

YIELD OF PRECIOUS METALS.

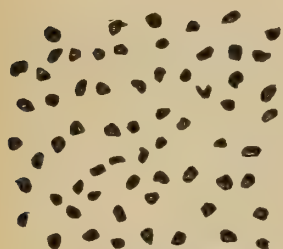
The annual report of the product of the precious metals in the States and territories west of the Missouri Valley has been awaited eagerly and will be read with much interest. The total product of gold, silver, copper and lead in the year 1890 was the largest ever known in our history, amounting to \$126,804,855. This does not include the product of Mexico or British Columbia. The figures for the year 1889 did not fall far short of those in 1890, but in 1888 were \$14,000,000 less, in 1887 they were \$23,000,000 less and in 1885 nearly \$40,000,000 less. The increase is chiefly in silver and copper. The gold product of the region in question was \$31,695,361. Of silver it was \$62,930,000, nearly double what it was in 1880. The total product of copper, figured at 14 cents a pound, was \$20,596,092. The lead product for 1890 was \$11,509,571, a decline of \$3,000,000 from 1889. Twenty years ago all the lead produced in the United States was mined in Missouri and Illinois. It amounted in value to about \$1,000,000.

An exchange says: Sea-going ships may soon steam up and down the great lakes, in a direct trade with Europe, now that the Canadian canals have been deepened to accommodate vessels drawing 9 feet. The proposition is to organize a company and build ten steamers, costing from \$125,000 to \$150,000 each, for a weekly line.

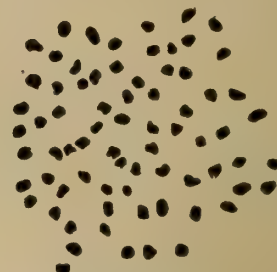
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

STORE IMPROVEMENTS.

BY A. PADLOCK.

Come on, ye hardware men, and give us some of your good ideas. Surely there must be a good many proprietors, managers, and clerks in the hardware trade in this fair Dominion, who know something worth telling. Don't be selfish. Some of us in small towns cannot afford to travel. Hardware is a business that requires a good deal of study, and we should aim to know as much as we can learn. I think every dealer should take the *HARDWARE JOURNAL*.

A good way to keep small catalogues, circulars, etc., is to take good strong paper boxes and label them under each line of goods as carriage hardware, carpenters' tools, etc. Then assort out circulars, etc., and keep in each box. For smaller price lists and quotations, take a piece of strong brass wire, fasten on one end a piece of zinc, then put your lists on it. This is also a good way to keep copies of orders from travellers, and orders for goods from customers. Every dealer should keep a shipping book on the desk, and write down all orders for goods to be sent out. Then you won't forget to send anything. Orders often come in by letter that take about half an hour to read. By writing it out can be known what is wanted at a glance. Displaying small goods helps to increase your sales. Have lines above counters. A good way to make a line is to get gas pipe the length of your counters, hanging on small wire or chain from the ceiling. Then fasten locks, knobs, small tools, etc., on gas pipe. First paint pipe with vermilion.

A good way to keep sheet zinc is to lay the cask on its side and draw out what is wanted. About half a dozen sheets will come out at once. I find this a better way than standing on end or taking all out of cask.

The want book spoken about in my last should be fastened with a string and let hang inside counter.

HOW TO IDENTIFY A DRUMMER.

"There is no source of annoyance to a travelling man so great," remarked one of the fraternity the other evening, "as the necessity to which we are frequently put of securing men to identify us when we desire to cash drafts or money orders. We are, all of us, annoyed and embarrassed at such time, and I never saw any scheme to do way with the difficulty until one day last week in Des Moines, Iowa.

"After dinner a friend of mine said to me, 'come down to the bank a minute. Want to show you something.'

"We went down, and he remarked to the paying teller :

"'Draft here for me?' 'Yes, sir,' responded the banker.

"'Photograph accompanying it?' 'Yes sir.'

"'Please look at it and see if I am the man.'

"The clerk did so. He was the man, and a moment later he had his money, and had been subjected to no trouble or mortification at all.

"He told me, as he went out, that he immediately returns the photograph to his house. They always inclose it with drafts. It's the cleverest scheme I ever saw."—*Boston Journal of Commerce*.

COIN SWEATING BY ELECTRICITY.

In a recent issue we referred to the possible adoption of electric welding to the minting of bi-metallic coins. The idea is ingenious, and likely to prove entirely successful. It now appears, if newspaper reports may be credited, that electrical methods have already been applied to reducing the weight of coins, but for a less laudable object than that mentioned in our recent writing.

It has recently been noticed that a large number of light gold coins are in circulation, and the discovery has been made that the

"sweating" is accomplished by electrolysis. The scientific swindler constructs an electro-deposition plant, using a ten dollar gold piece as an anode and a small metal plate as a cathode. The battery is "set in motion" (newspaper scientific terminology), and, presto! in a few minutes 50 cents' worth of gold is deposited on the metal plate, and the gold coin is worth so much less than before.

As the gold is removed equally from all parts of the surface of the coin, its appearance is scarcely altered by the process, only an expert being able to detect the slight blurring of the design and lettering. When the coins come to be weighed, however, the result is more apparent, and cases have lately come to light where large payments made in gold have revealed light weight to the tune of several hundred dollars.

Truly, this is the age of electricity, when electrolysis is turned to account by thieves and swindlers for sweating the currency! It is to be hoped, for the vindication of science, that the same subtle agent that is at present being subverted to further such nefarious schemes will bring about the capture of the schemers.—*Electrical Review*.

The Empress of Japan, a steel twin-screw steamer, built for the Canadian Pacific Railway Company, has been launched from the yard of the Naval Construction and Armaments Company, at Barrow, England, being the second launched from the same yard for the same company. A third is at present under construction. She is 485 feet long, 440 feet between perpendiculars; breadth, moulded 51 feet; depth, moulded, 36 feet; tonnage 5,700 tons gross. The engines will indicate 10,000 horse power.

Every line of goods embodies a history and a science worth years of study to understand.

Goods conveniently located save time, money and temper in showing.

Restore goods to their proper places as soon after using as possible.

CORRUGATED STEEL FASTENERS.

A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



The Clementsport Iron Company, limited, a Nova Scotia concern, will seek incorporation.

The mines of the world last year produced value to the amount of \$1,876,000,000, of which \$700,000,000 was in coal.

Mr. J. A. Kilpatrick, foreman of the Car Wheel Foundry, St. Thomas, has left for Montreal to take charge of the works there for a short time.

The Rat Portage reduction works will begin operations about 15th April. Ore will be purchased from Port Arthur and from the miners on the Lake of the Woods.

At the Joggins Coal Mining Association annual meeting, held recently at St. John's, N.B., the question of six months' extension of time to enable an English syndicate to complete the purchase of the property was considered.

Ald. Blaicher, of the Hamilton City Council, is in communication with the agents of an English syndicate who are looking for a site on which to start large smelting works. The Council of the Board of Trade is to meet to discuss the matter.

Mr. J. H. Fairbank has taken charge of the Stevenson Boiler Works, Petrolea, and is now proprietor of the same. Mr. A. Kavanagh is manager at the works, having been for a long time connected with the establishment, and matters will go on much the same as formerly.

A great mass of mica is said to have been discovered in the mountains of British Columbia, near the head of the Tete Jaune Pass, 40 feet wide and 50 feet high in the exposure, which indicates that there is "a mountain of mica." The quality is said to be very fine.

About 6.30 p.m. on Saturday last, the wareroom in the hinge factory of Cowan & Britton, Gananoque, Ont., was discovered to

be on fire, caused by the upsetting of a coal oil lamp. The amount of damage done is not yet fully ascertained. The loss on stock is considerable. Insurance is in the British American.

The store and stock of Mr. Wallace Anderson, Simcoe, Ont., is very attractive. Not only the stock of hardware, but the display of silver-plated ware, is very fine. A few years ago we would have expressed surprise at such stocks in a country town but the display of goods made by hardware dealers in towns, is far more elaborate than that made by many engaged in city trade.

In reference to the offer of the owners of certain nickel mines in Ontario to give free of charge 100,000 tons of nickel ore to the British Government for experimental purposes, advices have been received to the effect that the Imperial authorities will accept the offer in the event of the tests of the nickel steel armor plating now being conducted by the Admiralty proving successful.

A celebrated American firm, who manufacture building hardware, have introduced a line of aluminum goods, embracing knobs, escutcheons, sash lifts, etc., designed more especially for high-class residences. Already these goods have been used to some extent, and when it is known that this metal is used in the manufacture of such goods no, doubt the trade will enlarge considerably.

The stock and store furniture of Mr. William Foley, hardware merchant, Lindsay, Ont., is to be sold by tender on Tuesday, Feb. 17th. The stock in trade, including the fittings, are valued at \$2,030.72. Both stock list and goods can be inspected on the premises on any week day upon application to Mr. Peter Mitchell, assignee. The terms of sale are one-half cash, balance at three months without interest, on furnishing approved joint notes.

The Souris coal field, situate about thirty miles south-west of Alameda, Ass., is being rapidly developed for local use by farmers, and the coal is unlimited in quantity and unsurpassed for most purposes in quality. The farmers come for 60 or 70 miles to get the coal, which is sold at the rate of \$1.50 per

load of 3,000 or at \$1 per ton at the mines. When the railway reaches the mines it will be a great boon for the people of Manitoba and other districts.

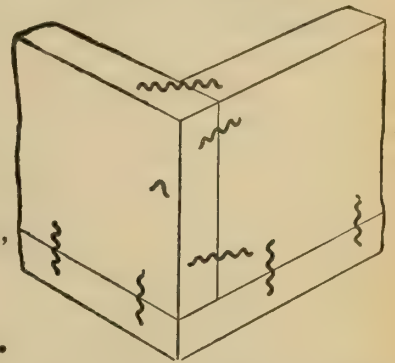
Mr. H. P. MacIntosh, president of the Canadian Copper company, one of the largest producers of copper and nickel in the Sudbury district, was in Montreal, on the 30th ult., on his return to his home in Cleveland. He has been visiting the mines at Sudbury, and reports a good business and excellent prospects.

We are in receipt of an 85-page catalogue from Walter H. Cottingham & Co., Montreal, importers and manufacturers of paints and varnishes. It is handsomely illustrated and contains price lists of the various brands, including their famous "Green Seal Brand." This is one of the neatest, most attractive catalogues for hardware men and dealers' supplies that we have seen. The firm will send catalogue upon application. Every pushing man in the trade should have it.

SQUARE ROPE DRIVING.

Square leather ropes have been successfully used in England. They are especially suited for what are called "quarter twist" belts, not being affected by the diagonal strain as a flat leather brand is. The sections are square, equilateral, and the grooves in which they run are made to an angle of forty-five degrees, so there is a perfect fit of one-half the surface of the rope, and more than is possible with a flat band of equal weight, and the traction is more because of the angles.

The square leather ropes employed for main driving are about 1 3/4 inches square, and made up of layers of leather cemented so the whole is uniform and continuous. A rope of this size weighs a pound for each foot of length, and will sustain a pull of 600 pounds. A single rope of similar size will, at a speed of 2,500 feet a minute, transmit 25 horse-power. They are driven at much higher speed than this and in some cases to 6,000 feet per minute; a safe or suitable speed is from 4,000 to 5,000 feet a minute. These square ropes are worth a trial, and the leather band manufacturers would no doubt be glad to furnish such ropes, as they could be made up from "small stock."—[Industry.]





FOUL PIPES.

Cast-iron foul-air pipes located on the outside of buildings, says the Building Register, are, under some circumstances, among the most potent and insidious means of introducing drain-gases into sleeping and other apartments.

For obvious reasons, it is necessary that the air in ventilating pipes must be warmer than the outside air, to establish and maintain an up-draft therein. If the pipe is exposed, it is impossible to obtain such a draft to a serviceable extent in cold weather. The pipe fills with gas, which is retained under pressure by the cold air above, and for want of a draft escapes by any lateral vent conveniently offered.

The vicissitudes of the weather frequently develop flaws in the iron into apertures, and cause the pipes to crack. When such openings occur near a window or fresh air inlet, quantities of drain emanations in the pipe escape and are wafted into windows or drawn into those inlets, and thus incorporated in the air of inhabited rooms.

In a recent case, in which the presence of drain-gas was offensively perceptible, the inspector failed to find any defect in the indoor plumbing, and almost despaired of finding a solution of the difficulty, until he discovered a crack in the outside ventilating-pipe, almost in front of the opening of the fresh-air inlet. Thus is manifested another instance of the extent to which the health and lives of the inhabitants of modern dwellings depend upon the intelligence and conscientiousness of the plumber.

REGISTRATION OF PLUMBERS.

The court of plumbers' Company held their annual conference with the Registration Committee at the Cannon Street Hotel London Eng. last week. The Master (Mr. W. H. Bishop) congratulated the members on the fact that the number of plumbers registered during the past year showed a considerable increase over the numbers for previous years. Sir Philip Mangus referred to the very large increase in the attendance at the plumbing classes, and stated that there were now about 1,300 students in these classes throughout the United Kingdom. He directly attributed this increase to the efforts of the Plumbers' Company in connection with the National System of Training and Registration of Plumbers. The rapid spread of these classes had created a great demand for qualified teachers, and it had been found very difficult to obtain the services of teachers qualified to give the requisite instruction in both the theoretical and practical branches

of the plumbing craft. The Plumbers' Company were doing their utmost to meet this demand, and he felt confident that the graded syllabus of instruction which they had prepared would ultimately lead to the desired result. Considerable discussion arose as to whether any applicant should be admitted to the register without examination; the majority of the speakers concurring in the view that the best course would be to make it generally known that after a fixed date, not far distant, all applicants for registration would be obliged to undergo examination. With regard to the question of apprenticeship, the general opinion seemed to be that the revival of the apprenticeship system in a modified form was desirable in the common interests of the trade and the public. Several speakers urged that youths entering the plumbing trade should be apprenticed, not to the master plumbers, but to the journeymen under whose direction they had to work, and that they should undergo a course of technical and scientific instruction simultaneously with their apprenticeship.—Ironmonger.

A hot water boiler is being made in Sarnia, Ont., for the Doherty Manufacturing Co. It is of the horizontal cast-iron sectional type, and will heat from 800 to 5,000 feet of 1-inch pipe.

The last issue of the Master Steam Fitter, printed in Chicago, has been received. In it is recorded the change in the editorial department, and Mr. Thos. P. Pemberton takes control. From past acquaintance with this periodical, we can say that the popularity it has acquired justifies the promise of a still greater success.

There was a large gathering of the employees of Messrs. Keith & Fitzsimmons, King street east, last Friday evening, when Mr. W. J. Wilson, who has been a much esteemed employee of the firm for a number of years, was presented with a handsome dinner set by the firm and with a chaste case of cutlery by the employees on the occasion of his marriage to Miss M. Shields, of this city.

The President of the Brooklyn, N.Y., Master Plumbers' Association has compiled a book for the use of the association, which for usefulness cannot be surpassed. The following description is taken from the Metal Worker:—The book, of oblong shape and convenient size, is bound in red cloth. On the first pages are given lists of the officers of the association, together with members of the standing committees. This is followed by a list of the dates of meetings, and then comes an official list of the licensed plumbers and members of the Master Plumbers' Association, numbering 355 in all. With the names the street addresses are given, which will be found of great convenience when the list is made use of. Another feature worth noting is that a few blank pages are left at the end for registering additional names. The list of dealers who have signed

the Brooklyn agreement is presented, and then comes a reference to the Department of Health, giving all the officers and inspectors and the rules and regulations governing the drainage and plumbing of new buildings. In a similar way the rules and regulations concerning water and sewers, together with a list of officers of the Department of City Works, is presented. Finally, the ordinances relating to the Brooklyn Water Works, and fixing regular and special water rates, are printed in full. The information contained in this little publication is of extreme value to all plumbers, and has the merit of being presented in a very convenient form.

SITUATION WANTED.

SITUATION WANTED AS HARDWARE
Traveller or Salesman. Thoroughly posted in retail trade. Address, Iron, this office. 12



When writing to our advertisers please inclose the above.

M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. **A special Accountancy Department** of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Window Glass.

We are now booking orders for
Window Glass for

SPRING DELIVERY.

Write for Prices.

WALTER H COTTINGHAM & CO.,

56 St. Peter St. MONTREAL,

A NEW ORGANIZATION.

A small brass button, with the initials "T.C." on the face, is worn by a large number of commercial travellers at this time. This represents a membership of an organization known as the Travellers' Circle. The headquarters of this society is at Hamilton, with branches at Toronto and London, and steps are being taken to locate a branch at Montreal, Winnipeg, and Vancouver or Victoria. The object of the order is to promote temperance, religion, and morality among commercial travellers. The membership now numbers about 100, and this is augmented at every fortnightly meeting.

Mr. E. Fielding is the secretary. At the meeting held by the London Circle last Saturday a very interesting paper was read by Mr. Geo. W. Armstrong entitled "A New Testament Commercial Traveller."

THE HARDWARE TRADE IN ENGLAND.

We appropriate the following report on trade in the mother country from Ryland's Iron Trade Circular, which will be found encouraging: A healthier tone is observable in some of the hardware branches, and inquiries coming in give indications of better orders for various manufacturers. The foreign demand remains steady, while the home business is expected to furnish a larger volume of work. From Australia and New Zealand the recent mails brought over a moderate lot of orders for shelf goods and engineering work, but for galvanised iron the demand is still quiet. The Indian and Cape business is rather more satisfactory, and in some departments heavier lines are coming to hand. Trade with the West Indies is fully maintained, and prospects with regard to the future business with South America are rather more encouraging. The home merchants have already received some very fair lines from travellers, who have resumed their journeys, and inquiries are reaching manufacturers from their London houses for a steady volume of business. The heavy iron founders and constructive ironwork manufacturers are moderately well supplied with orders, and the engineers are on the whole fully engaged. For light ironfoundry a rather improving demand is experienced, and the japanners and iron-plate workers are in steady occupation. The call for edge tools is chiefly for export, and the foreign merchants are better customers for harness ironmongery. Brassfoundry goods appear to find more buyers among home consumers, and the makers of cycle fittings are preparing for an active season. The galvanised iron manufacturers have not booked much work during the past week, but favorable inquiries are reported. Builders' ironmongery for the spring season is inquired about, and the demand for naval ironmongery is on an improved scale.

Rivalry, open, fair, good natured and enterprising, is the life of business.

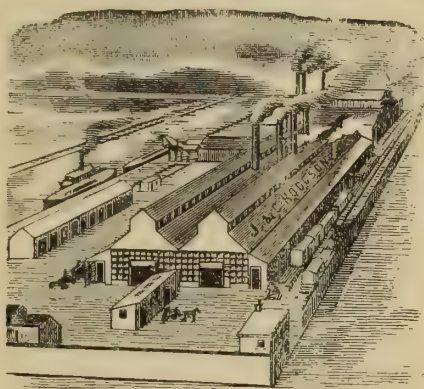


Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.

CANADIAN RUBBER CO.

We would direct attention of the trade generally to the advertisement in this issue of the Canadian Rubber Co. They are the manufacturers of Forsyth's patent seamless belting and a full line of rubber goods of every description. They issue a neat pamphlet fully describing the process of making the different species of belting. In the "Regular" two-ply belt the duck is frictioned on both sides, then a heavy coating of rubber is applied to one side by means of heated calendar rollers, making a perfect union. Thus prepared, strips are cut and folded, a seam of fine rubber applied for holding the butts together, then the whole is vulcanized. Dealers should send for this useful book, fully showing the different grades of belting made by this company and its transmission of power.

Both Mr. J. Sheldrick & Son, Hagersville, find much relief in the consolidation of their Brantford hardware business with that at Hagersville. The Brantford stock added to this latter makes a full and very attractive store, and the firm's trade is looking up considerably since the 1st of the year.

At the annual meeting of the Brantford Board of Trade the following officers were elected: President, C. H. Waterous, jr.; vice-president, A. K. Bunnell; council, W. Buck, R. Henry, J. Forde, G. H. Wilkes, G. Watt, F. Mann, J. K. Osborne, G. Hatley,

W. F. Cockshutt, W. Grant. The retiring president, Mr. J. K. Osborne, submitted an interesting annual report, in which it was shown that there are now 100 members and a balance in hand of \$582.32. The customs returns show the total value of goods exported during the year to have been \$136,261, including \$59,412 to Australia; \$31,181 to Chili; \$21,082 to Great Britain; \$2,573 to France, and \$22,013 to other countries.



**WIRE
SPARK
GUARDS!**

Japanned and Brass Wire. Superior manufacture. A trial order solicited. Send for best prices to the trade.

R. DENNIS,
London, Ont.



USE OF GAS STOVES.

The fuel and the appliances to be used for cooking and heating for the homes of the period are subjects which are at present receiving a marked degree of attention. To the manufacturing gas companies it is of the first importance, and the manufacturers are concentrating their attention to the practical development of an article that will be satisfactory as an illuminant and at the same time have the requisite qualities for a fuel gas.

Gas stoves for cooking are supplied in various patterns from the single burner to six and eight heating places, having burners ranging from six to twenty feet each per hour. The ranges are in some cases supplied with water backs, the tops may have steel or cast iron plates, and ovens are made close or ventilated that bake quickly and evenly. Nickel plated trimmings and pipes with perfect combinations which regulate the supply of gas. The heating stoves are made plain or rich in design, many showing unique features and ornamented with tile work. With the great variety of stoves made the different systems of burners would naturally follow, thus we find the old and well tried Bunsen principal, and the small, sharp, blue flame distributed over a larger surface, each presenting superior claims for efficiency for special purposes.

After all the experience of recent years there can be no doubt of the superiority of gas over the ordinary fuel for cooking and heating purposes, and as the wants of the consumer become known new appliances will come into use to meet the demand. Among the many advantages of gas over coal are economy, security, convenience, cleanliness, being free from the smoke, ashes, soot, and dust nuisances, and in lessening the labor and expense of handling the coal and ashes, also the saving of kindlings. The coming man will be surprised at our patiently enduring the smoke, ashes, soot and dust for so long a time after science had demonstrated the economic methods of gas as fuel. The efficiency of cooking by gas has been demonstrated by recent tests which showed that meat retains its weight and nutrition better when cooked by the gas process than when coal is used. With gas the cooking can be commenced at once, while by the coal stove the fire must be made some time before. By the coal stove food that required two hours and forty minutes from the time of lighting the fire till ready to serve, took only one hour and fifty minutes to do the same work equally well, and when the gas was turned off the expense was stopped, while with the

coal stove the remaining charge of unburned coal and heat being lost. By the present neat gas range, which is always ready for instant service, and free from dust, soot, fuel or ashes and the attendant labor therefor, the culinary operations are a pleasure, the heat being so perfectly under control that the most delicious dishes can be prepared, done just to a shade, to suit the most fastidious taste of the discriminating epicure.

The growing demand and increasing use of gas stoves and heaters is of the highest importance to the architect. Naturally any device whereby such a radical change is made in the mode of cooking and heating as that at present taking place by the substitution of the gas system for that heretofore in use, requires special arrangements in the planning of the house in order to meet such improvements in the most complete manner.—California Architect.

PEDDLING STOVES.

It had not come under our notice, that stoves were peddled from door to door, throughout the country, and if such be the case it must work injury to the retailer. It appears from an exchange, that teams are being sent around, loaded with cook stoves and ranges, and people are inveigled into buying at figures far exceeding those of the retailer. Any stove merchant who has suffered from such an innovation, will probably be interested in the following circular that one firm sent to their customers, warning them not to purchase from stove peddlers:

"Many years ago, when clocks were first invented, peddlers went over the country selling them at prices ranging from \$40 to \$100, and although they took long notes for pay, were able to make enormous profits. The same thing was done again when stoves were new. Now the same game is attempted on steel ranges. We write this to advise and warn you. Teams are going here and there all over the country selling steel ranges or cooking stoves at exorbitant figures. Do not be persuaded to buy until you know you are not being cheated. Best steel ranges are being sold by most of hardware dealers at from \$45 to \$55, and that with ovens 18 to 24 inches wide, and 22 to 26 inches deep and 14 inches high. Then again, first-class ranges are made double, with asbestos paper between the sheets of

steel. We understand that those being peddled have the asbestos lining, but no inside sheet to keep it in place. If so, the first time the flues are cleaned the asbestos is likely to be cleaned out with the soot. Please do not forget that if you pay over \$50 for a six-hole, or over \$40 for a four-hole steel stove, you pay too much. Do not forget that stove covers that you cannot break with a hammer are common now, and you should not pay a high price for a stove to get them. Do not forget that a guarantee from strangers is not nearly so good as ours, for we are here to stay, and must keep our reputation good. Of course we would like to sell you your stoves, and this is one of the reasons why we write you, but we think we are disinterested enough to want to keep you from being defrauded."

The storehouse, shop and dwelling of A. F. Nash, tinsmith, Aultsville, Ont., was destroyed by fire on Thursday evening last. The inmates barely escaped in their night clothes, losing all their personal effects. The loss to Mr. Nash and his family cannot be estimated, as the accumulation of a lifetime was completely destroyed in two short hours. A subscription list was immediately started, and in a short time about \$200 was subscribed, which will be added to.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Your Attention

Is called to our Specialties,

Tooth-Picks, Berry Baskets,
Fruit-Tree Tags.
Tarbox Self-Wringing Mop.
Pinless Clothes Line.
Woodenware, etc., etc.

We are pushing for new goods all the time. Wait for our travellers—or write us for terms and circulars.

TARBOX BROS.,

73 Adelaide St. W.,

TORONTO.

PAINTED SCREEN WIRE CLOTH.

Painting and Quality unexcelled.

SPECIAL SAND SCREENING CLOTH, JAPANNED HARDWARE GRADE WEBS,
LATH CLOTH and special strong power Loom Webs.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.

Send for Catalogue.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

If orders are now sent in with specifications we can supply in good time the latest improved Milk Can Trimmings with wide hoop and patent cover and Tinned Iron for the same, also Creamery Can Fixtures with the new patent Jersey gauge (which requires no putty).

We also have all kinds of Creamery Gates, Sap Buckets, New Galvanized Steel Buckets, good stock of Embossed Ware, in fact a heavier and more varied stock of tinware and house furnishing supplies than ever at prices as low as any.

Early orders, not necessary for immediate shipment, solicited.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



MONTREAL MARKETS.

MONTREAL, Feb. 5, 1891.

The market for heavy materials is quiet, and buyers generally appear to be in a reluctant mood, while the announcement of the general elections is likely to create some uncertainty—and indifference in regard to the business of ordering supplies for future delivery. In fact there is nothing doing in this respect at all. Values as a rule are about the same, but the iron market has an easy tendency although the statistical position at the source of supply is against such, and it seems natural to expect that if a move could be induced this easiness would disappear, and prices stiffen somewhat. In this connection, however, the position of the American iron market is a serious factor for consideration, for if prices stiffen up above a certain level American material will come into Ontario a good deal more freely. As it is the market south of the line is very sick, and southern makers are urging sales. In chemicals, etc., the tone is firm, but there is little doing while the same may be said of oils which are only moving in a jobbing way, as buyers cannot be induced to take hold of a round lot except at a concession. On the whole matters are now expected to rule quiet for some time.

IRON AND HARDWARE.

There has been more business doing in a jobbing way, but with little change to note. Indications however point to lower prices in future as buyers are indifferent and the feeling seem to prevail generally that there should be a readjustment of prices on a lower basis. Pig shows no actual change on spot, yet symptoms of easiness are visible in some connections. The American pig market continues sick, Southern makers rushing their stock to market, while with regard to British pig, only one brand is quoted and that is Eglinton which is a shilling lower. Buyers admit that the statistical position is strong, but claim that the actual condition of the market calls for lower prices. Prime brands of Scotch pig however are not quoted at all as little or none are being made, any few holders of them getting better prices. On spot the only notable feature has been the reported sale of a 200 ton lot of Carnbroe at a very low figure which however is not credited by the trade generally. Bar iron is on the easy side, and one dealer is said to have turned over a lot to another at an extreme inside figure. A nominal quotation for ordinary though is \$2.25, for although business inside of this is reported we cannot verify any actual transaction. It is admitted though that the tendency is easy. Tin plates continue exceedingly scarce, in fact there are no cokes to be had and \$4.50 nominally represents values but we cannot call any business to mind. Stocks of charcoal are in consequence becoming more reduced and prices are firm at \$4.75, while some particular sizes command a premium, 10c. more having been paid in several instances. Terne plates are being enquired after and we note some transactions in 50 box lots during the week at \$8.00 to \$8.25. In metals, copper and tin continue easy. The latter has been moved at

inside figures, and we quote 22 to 23c. Copper stands at 15 to 16c. Iron pipe continues unsettled, and there is nothing particular to note in connection with other lines.

NAILS.

The nail market remains about the same, and jobbers are doing a quiet business at old figures, some in fact turning over lots at a concession. The official list is nominally the same as follows:—

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 50
8 dy to 9 dy, " " "	....	2 75
6 dy to 7 dy, " " "	....	3 00
4 dy to 5 dy, Am. pat	....	3 25
3 dy, hot cut, per keg, Am. pat	....	4 00
3 dy fine hot cut, " "	....	5 50
4 dy to 5 dy, cold cut, Can. pat	....	3 00
3 dy, cold cut, " "	....	3 50
2 dy, hot cut, nails " "	....	5 70

Steel Wire. Cut Nails Nails.

10 dy to 60 dy, per keg	.....	\$2 60	\$3 15
9 dy " " "	.....	2 85	3 45
8 dy " " "	.....	2 85	3 70
7 dy " " "	.....	3 10	4 00
6 dy " " "	.....	3 10	4 30
5 dy " " "	.....	3 35	4 30
4 dy " " "	.....	3 35	4 60
3 dy " " "	.....	4 10	5 50
3 dy fine " " "	.....	5 60	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	3 07
6 dy @ 7 dy, " "	.....	3 57
8 dy @ 9 dy, " "	.....	3 25
10 dy @ 30 dy, " "	.....	3 00
Cut spikes, " "	.....	2 55

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 80
1 " " "	.....	4 20
1 ½ " " "	.....	4 50

Finishing nails 75c. per keg over same size hot cut, viz., from \$6.45 for inch to \$3.50 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.45 for 1-inch to \$3.25 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.95 for 1-inch to \$3.75 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

The chemical market moves along quietly with no notable feature to mention, while business during the week under review has been somewhat slacker than usual. Foreign advices do not cite anything that would have any immediate affect on the position here, but the tone generally, especially on heavy chemicals, is firm and unchanged, although buyers are very reluctant just now when it comes to a question of business in the way of supplies for future delivery. Here, Bleaching powder continues firm, while Bicarb soda is somewhat higher, the inside figure now being \$2.35, and we quote to \$2.35 to \$2.50. Sumac is somewhat better on spot, and quotations now are \$70.50 to \$75, while yellow pruss of potash is 1c. firmer on the inside figure at 26 to 30c. Other lines do not furnish any chance of moment.

PAINTS AND OILS.

There has been very little doing in the oil market during the week and it seems impossible to induce anything greater than an ordinary jobbing movement. A broker thoroughly drummed the trade the other day with a lot of oil, and could not place it except at a concession that was unacceptable to the holder. Cod oil is nominally at 40 to

45c. the same remarks applying to refined seal which is quoted at 52½ to 57½c. Castor oil is unchanged at 10½ to 11½c. with a small business, and cod liver is quiet at 60 to 70c. for Newfoundland, and 90c. to \$1.10 for Norway. In leads prices are unchanged. White, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6½c.; do. red, 4½ to 5c.

GLASS.

The glass market is quiet and unchanged with no movement to speak of. Prices rule the same on the old basis \$1.50 to \$1.60 for first and second breaks.

NAVAL STORES.

The trade in naval stores continues dull and uninteresting prices being unchanged as follows:—Turpentine, 60 @ 61c.; rosins, \$2 @ \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7 @ 10c. for white; oakum, 5½ @ 7½c.; and cotton oakum, 10 @ 12c.

CEMENT AND FIRE BRICK.

Business in cement continues dull in natural relation to the period and little is doing only a few small lots changing hands. We quote \$2.45 to \$2.75 according to brand. Fire bricks are still in good demand at \$24 to \$28 per 1000.

PETROLEUM.

The demand for American continues at steady prices, but Canadian is moving slowly, refiners realizing that there is nothing to be made at present prices, with crude at \$1.29½. We quote Canadian 12c. at Petrolia and 14¼c. in Montreal in car lots, 15 to 15½c. for smaller quantities, and American 23c. in car lots and 23 1-2 to 24 1-2c. in smaller quantities; American benzine, 23 to 25c., and Canadian 14 1-2 to 15c. Crude was quoted at \$1.29½ at Petrolia to-day.

ASHES.

Receipts during the past month have been more liberal than in the corresponding month last year, some 180 bbls. having been received to date. The tone of the market on the whole is easy, nothing being moved over \$5.10. Very few seconds are offering, but they are quoted at \$4.20.

TORONTO MARKETS.

TORONTO, Feb. 6, 1891.

There has been no distinguishing feature in connection with this branch of trade this week. Prices remain unaltered. There have been some slight fluctuations, but generally prices remain the same as last week. Remittances have been fairly satisfactory.

The nail men met here this week, and yesterday the binder twine men had a conference in this city to discuss prices.

IRON AND STEEL.

The demand generally continues very dull both here and at outside points. Values are nominally unchanged at \$2.25 to \$2.30 for domestic bar iron. Pig is slow at \$23 to

—: SAPOLIO :—

SEND FOR

1891

PRICE LIST.

JUST OUT.

EMIL POLIWKA & CO.,

33 Front Street, Toronto, Ont.

DOMINION AGENTS.

MARKETS—Continued.

\$24 for Carnbroe; \$22 for Middlesboro; \$23.50 for Southern, and \$23 for Niagara Forge and No. 1 soft foundry.

COPPER.

The market is dull and weak, with prices in buyers' favor. In five to ten ton lots sales have been made at 14¾c., but for smaller quantities 15 to 15½c. is asked. Purchasers are buying as sparingly as they can, anticipating lower values. Cables are much lower, £52 being the quotation for spot goods and £52 10s. for future delivery.

TIN.

On spot the market is quiet, with holders asking the same figures as before, 23 to 24c. as to quality. The cable quotes a decline in London of about £1 per ton, spot goods now being quoted at £89 7s. 6d. and futures £89 15s. The visible supply for Europe and America shows 2,777 tons increase.

LEAD.

Is unchanged at 4 to 4½c. for pig and 5 to 5 1-4c. for bar. Demand is light. Cables are weaker, soft Spanish being quoted on the London market at £12. 10.

ZINC AND SPELTER.

Is quiet and unchanged, with foreign held at 6 to 6 1-4c. and domestic 5 to 5 1-4c.

ANTIMONY.

Dull and weak. Prices have declined another ½c. Cookson's is now obtainable at 19¾ to 20c. and other brands at 17½ to 18 1-2c.

CANADA PLATES.

Quiet, with prices nominally unchanged.

TIN PLATES.

Stocks of tin plates both here and in Montreal have been considerably reduced since last report, and an unusually firm feeling prevails in the market. Importers here are holding off, not sending orders at present prices, thinking they may not hold. Both cable and mail advices are strong, and many look for a further advance of 25 to 50c. per box before we see any decline. It is rather remarkable that the Welsh output is kept down to a very low point. The shipments from there to the United States are very light, being over 60 per cent. less than they anticipated. Cables report the market strong.

PAINTS AND OILS.

Paints are quiet and nominally unchanged. Turpentine is dull but firm. Oils are quiet.

OLD MATERIAL.

We quote dealers paying prices as follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 50 to 60c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to

25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Prices are unvaried and trade steady.

HIDES, ETC.

HIDES—Are unchanged and dull, No. 1 green being 5c., while cured are 5 3-4 to 6c.

SKINS—Sheep are \$1 to \$1.40, and are scarce.

TALLOW—Is unchanged, at 2c. for rough and 5½ to 6c. for refined.

RAW FURS.

Better weather has improved trade. Prices are unchanged. They quote at: Beaver per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, Feb. 5, 1891.

The pressure to sell is not as severe at the present time as it was in the early part of last month, and there are no signs of any fresh weakening on prices. On No. 1 X foundry iron \$17.50 to \$18 are the general quotations, but as low as \$17 on "off" grades. Southern No. 1 sells chiefly at \$17 to \$17.50. On No. 2 X the range is \$15.50 to \$16.50, and for No. 3 or grey forge, \$14 to \$15 is quoted. Bessimer pig is selling at \$15.50 to \$16 at furnace for first-class brands. The demand for spiegeleisen continues slow, with \$29 to \$29.50 for 20 per cent. Eighty per cent. ferro-manganese also remains quiet and quoted at \$63 to \$65, landed here. A few small parcels of old iron tee rails have been sold at \$22.50 and No. 1 wrought scrap at \$21.50, all l.o.b. cars at Jersey City. The figures represent full market value at the present time. The demand continues slow. Steel rail manufacturers will meet in conference this week for the purpose of acting upon certain minor matters that temporarily stand in the way of completing the combination or agreement regarding production and prices. Pending developments, no particular effort is making by any of the manufacturers in the Eastern section to expedite business, and it does not appear

that any of those who signed the agreement are offering rails at a lower price than \$30 at the mill. Billets, slabs, rods, etc., are selling at practically the same prices that ruled last week and to a rather more liberal extent.

COPPER.

It was reported on very good authority that several thousand tons of copper, including Lake Superior ingot and Montana matte, have been sold very recently for export, but no particulars as to quantity or price are made public. Rumor places the amount at probably 5,000 tons. Apart from the above no important movement comes to notice. Home consumers are buying in a very conservative manner, and only as imperative wants may require. Prices are still unsettled. The large mining companies still quote 15c. for Lake Superior product, but odd lots have again been picked up at ¼ to 1-2c. less. Arizona ingot moves in small quantities at 12¾ to 13c., and for common casting brands 11¼ to 11¾c. are the general quotations.

TIN.

The decline in the London Market, has caused a downward movement of about 10 points here. At the decline operations were unimportant, the speculative interest being extremely cautious, while consumers purchase only as imperative wants necessitate. On the Metal Exchange 20 tons were sold at 19.95c. for March delivery and spot parcels were said to have been secured at 19.90c. net cash. Jobbing quantities have been sold to the out-of-town trade at 20 to 20½c. according to terms. The spot supply was about 500 tons larger than it was a month ago, and the quantity afloat 230 tons less.

PIG LEAD.

Transactions in pig lead have been unimportant and the market is wholly bare of new feature. There is little demand and the offerings are reserved. Best bids are 4.30c. for spot and 4.35c. for future delivery. There were some sellers at 4.35c. and 4.40c. respectively.

SPELTER.

Spelter has remained very quiet, and 5.15 to 5.20c. stand as apparent full value for prime Western for shipment. Spot lots are held at 5¾c. upward.

TIN PLATES.

Tin plate for future delivery has been fairly active, but spot business is rather slow. Values remain very firm. We quote:—I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.75 to ..; M. F., 20x28,

GEM CREAMER GUAGE

Cannot Leak!

Easily put on!

FULL SETTS OF CREAMER TRIMMINGS.
CREAMER TAPS.
MILK CAN TRIMMINGS.
TINNERS' TRIMMINGS OF ALL KINDS.
PRESSED MILK PAILS.
STAMPED WARE, full assortment.

WATER COOLERS.
SPRINKLERS.
TOILET SETTS. FLY TRAPS.
AGATE WARE. GRANITE WARE.
HARDWARE NOVELTIES.
HOUSE FURNISHING HARDWARE.

THOS. DAVIDSON & CO,

Agents in Western Ontario for Chown & Cunningham Co.,
Manufacturers of stoves.

TORONTO: 11 Front St. W. MONTREAL: 474 St. Paul St.

MARKETS—Continued.

\$16.00; Worcester, 14x20, \$5.65 to; Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.25 to; Dean grade, 20x28, \$10.50 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$10.00 to; I. C. Coke—Penlan grade (iron), \$5.40 to \$5.45; J. B. grade, 14x20, \$5.55 to; I. C. Bessemer steel, 14x20, coke finish, \$5.45; I. C. Siemen's steel, coke finish, \$5.50 to; I. C. Bessemer steel, squares, \$5.55 to basis; I. C. Siemen's steel, squares, \$5.65 to \$5.70 basis.

POSITION OF HEATING SURFACES.

There has been a great deal written about the exact proportion that should exist between grate surface and heating surface, but the position of heating surface has not received the same amount of attention. Heating surfaces can only be plain or curved. The position of flat surfaces can only be perpendicular, horizontal or oblique. Curved surfaces can be convex or concave, and can also be placed in any of the above-named positions. Most of these are found in locomotive and ordinary tabular boilers, in heating boilers and furnaces, in pipes and radiators. The cubical fire box of a locomotive boiler has a large area of flat horizontal and perpendicular heating surface, and in addition to this, there is also a large area of curved tube surface.

The most valuable or effective heating surface in this cubical fire box is the top horizontal sheet, known as the "crown sheet," on which the products of combustion impinge, and the heat is radiated directly; next in value and effectiveness are the perpendicular sides, and lastly the curved surfaces of tubes. The upper surface of the tubes is concave, and not so effective as a convex form; the lower part of the tubes is considered the least effective, and by many is not taken into consideration. In the fire box the heat is radiated, but through the tubes it is conducted. In water tubes boilers this is reversed. The heat and products of combustion impinge upon the exterior convex surfaces of the tubes. Hence, if heating surface is presented at one angle to the action of the flame or heated gases of combustion, it will have one value; and if presented at some other angle, its value will be entirely different.

This being the case, it is well to look into the matter and see what angles are the best for the heating surface to have, in order to have the greatest value.

The two extremes are perpendicular and horizontal, between which, of course, there are any number of grades of inclination.

The relative values due to the different positions of heating surface have been determined by direct experiments with the following approximate results:

One square foot of heating surface placed at right-angles to the current of heated gases so as to receive them by direct im-

pact, was found to equal four square feet when placed diagonally to the current, or eight square feet when placed in a direction parallel to their flow. This shows the importance of securing a direct impact of heated gases against the absorbing surfaces of the boiler, whenever the designs can favor it. In ordinary boiler construction this matter is sometimes overlooked or disregarded, more attention having been paid to it in the designing boilers than, perhaps, any other class.

But in some boilers this matter has received full and proper attention, and what is of equal if not greater importance, the surfaces are so arranged as to permit disengagement of the steam when generated by contact against the hot walls of the tubes, the intention being to have a maximum amount of steam generated and to have it liberated with the least possible unnecessary disturbance, to have steady currents rather than intermittent explosions.

In view of this fact it is well in buying boilers, as well as designing them, to see that they have heating surface in good position; and if the design of the boiler is such as not to permit this, to see that there is more than enough of this badly placed heating surface to counteract, if possible, the evil effect of bad position.—Master Steam Fitter.

THE GROWING USE OF WRENCHES.

The number of wrenches sold in the United States, though already large, is constantly increasing. Large dealers in New York and other cities frequently order 1,000 dozen at a time, and a very ordinary order is 100 dozen. Every portion of the country takes them largely, and no particular style seems to sell better than another. A buyer from Germany was in New York last month, and gave an order for a sample wrench of every style and size that could be gathered here. These are to be sent to Germany, and an effort is to be made to introduce, as far as practicable, a full line of American wrenches into that country. Notwithstanding the large demand for these goods, the tendency in prices seems to be downward. Wrenches that were selling two years ago at 35 per cent. discount, are now quoted at fifty and five per cent. The trade invariably demands an excellent article, and a poor wrench is, as a rule, unsaleable. Inventors, within the past few years, have sometimes been so unfortunate as to place themselves in the hands of manufacturers, who in their endeavors to place a cheap article on the market have sacrificed quality only to reap what seems to be an inevitable result, failure. Not long ago one manufacturer lost \$30,000 in such an attempt. It was with the greatest difficulty that he could sell a second lot to the same party, and third order never came. The export trade in wrenches is constantly increasing, the American article meeting with high favor in many countries abroad.—Hardware (N.Y.).

THE NEEDLE INDUSTRY IN FRANCE.

The municipal council of Saint-Omer, in the north of France, will next year celebrate the 400th anniversary of the foundation of the first needle manufactory in France by Christopher Greening, an Englishman. The process of manufacture was greatly improved by one of Greening's successors, a Frenchman named Jean Gruez, who made a large fortune; and the reputation of Saint-Omer's needles spread even abroad, surviving in England until the last century. The needle industry in France is at present in a decaying condition, all the finer sorts of needles sold in France being made in England.—Ex.

HOW PLATE GLASS IS MADE.

The casting table in a plate glass factory is about 20 feet long, 15 feet wide, and 7 inches thick. Strips of iron on each side of the table afford a bearing for the rollers and determine the thickness of the plate of glass to be cast. The rough plate is commonly nine-sixteenths of an inch thick, but after polishing it is reduced to six or seven-sixteenths. The casting tables are mounted on wheels and run on a track that reaches every furnace and annealing oven in the building. The molten glass having been poured on the table, the heavy iron roller then passes from end to end, spreading the glass to a uniform thickness. In contact with the cold metal of the table the glass cools rapidly. Then the door of the annealing oven is opened and the plate of glass introduced. The floor of the oven is on the same level as the casting table, so that the transfer can be made quickly. When, after several days, the glass is taken out of the oven its surface is very rough and uneven. It is used in this condition for skylights and other purposes where strength is desired rather than transparency. The greater part of the glass, however, is ground, smoothed and polished.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakemen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

STORAGE OF ELECTRICITY.

The problem how to save and store up the enormous amount of natural energy which is daily dissipated in producing natural phenomena has long occupied the attention of scientists. During the last fifteen years this attention has been specially directed toward electricity as an agent. This is, perhaps, because the majority of the really active investigators have been occupied in this department of science, or perhaps the popular superstitious credulity that electricity can be made to do anything has to a certain extent taken possession of the scientific mind. At any rate, the result of experiments has been the development of the electrical storage batteries, or accumulators, as they are sometimes called.

The employment of these names for the apparatus is very unfortunate. They are the cause of the popular idea that electricity, which is considered as a subtle, indefinite, and intangible something, is stored up in them; as valuables are stored in a vault. The commercial current electricity can not, in large quantities, be store and still preserve its character. It has but a fitting existence, and is no sooner produced than it dissipates itself and is converted into some other form of energy. It was because of this momentary existence that science had to wait so long for an accident to reveal to Galvani that such a thing could exist.

The energy which a current may at any instant be said to possess, is immediately transformed into heat in the circuit, which will under certain conditions produce light; into chemical energy; into motion, which may or may not produce sound; or into magnetic and electro-tonic conditions. The last may either be permanent or have the same evanescent existence as the original current.

When electricity is employed to charge a storage battery, only that part which is transformed into chemical energy is used. The rest is dissipated. The battery then, instead of being a place where electricity is laid away, is a place where chemicals are left by the current, with the expectation that they will in turn produce a current, when called upon. This may seem a fine distinction, but it is only apparently so. For instance, the current might be produced by a dynamo turned by Niagara water-power. The chemical left by it might be zinc deposited from a solution of zinc sulphate. This might be transported, preserved, bought and sold, and finally be employed by some physicist to produce another current. Were the electricity itself stored in its original form, then the imaginative reader can best tell what would become of it and how it must be handled.

To understand this transformation more clearly, and to obtain a clear idea of what goes on in a storage battery, one must first become acquainted with that part of

electricity which treats of the phenomena resulting when a current of electricity passes through a liquid. This is called electrolysis, and the liquid through which a current can be made to pass is called an electrolyte.

If a current of electricity flows into a liquid solution of any metallic salt by means of a wire and if, after traversing it, it flows out through another wire, then it will by its passage separate and salt into two parts and deposit the metal upon the latter wire.

If, for instance, the solution be one of silver cyanide, then silver will be deposited on the second wire. If a brass fork be connected with this wire and dipped into the solution, then it will receive a coating of silver by the process and will be silver-plated. Substitute a solution of nickel nitrate and the article will become nickel-plated. By using copper sulphate we are enabled to cover the faces of types and cuts with a coating of copper which increases their hardness and consequently their endurance.

This electrolytic action can be watched if a solution of tin chloride be used. Tin, instead of being deposited like most other metals in fine particles, comes out of the solution in quite large crystals. If the current of electricity be made to enter the solution through two wires, placed symmetrically on opposite sides of the wire through which it makes its exit, and the whole is performed in a vessel with glass sides, then, as the current passes, the crystals will appear, as if by magic, growing out around the central wire. This is but a modification of the "lead tree" which appears in many text books on physics. The tin crystals, however, are much larger and more beautiful than those of lead.

The simplest storage battery, then, would seem to be one constructed of two copper plates suspended in a solution of some zinc salt. A current of electricity passed into this would deposit zinc upon one of the plates. After disconnecting the charging current, the battery of itself would give off a current until the zinc was re-dissolved. In fact, a modification of this form of storage battery has recently been placed upon the market. The question arises, however, whether it is cheaper to buy zinc sulphate and transform it by expensive horse power into metallic zinc, or to buy metallic zinc directly. In neither case is the zinc lost. It can be recovered by chemical means from the solution. If solutions of zinc were abundant in nature and hence inexpensive, this style of storage battery would, for economical reasons, prevail. Or, still further, if metallic zinc were inexpensive we would have no need of storage batteries at all, but could use primary batteries directly.

A more perfect system of storage batteries is much to be desired. Already electricity is a staple article and has a market price of so many cents per ampere hour. But its sale is of necessity confined to limited areas.

As soon as these can be extended, by means of storage, an improvement in our commercial welfare will become apparent, and the fear arising from the predicted loss of our coal supplies will not trouble the minds of our immediate posterity.—Sam. Sheldon in Pop. Science Monthly.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

Work can always be found in a store without double-million microscope.

H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.

Telephone 2164.

REPRESENTING

PECK, BENNY & CO.,
J. & C. HODGSON,
MILLER BROS. & TOMS.

} Montreal.

SHEPARD HARDWARE CO.

} Buffalo.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

ECLECTIC

TUBULAR

LANTERN

HARDWARE

—AND—

Paint and Oil Trade

SPRING SEASON 1891.

Our travellers are now on the road with complete line of samples of

BOECKH'S STANDARD BRUSHES

For Painters, Varnishers, Artists'
Household Toilet and Stable Use.

Please reserve your orders until you see our new lines for 1891.

CHAS. BOECKH & SONS,
Manufacturers, - - TORONTO.

COPPER PRODUCTION.

The production of the copper mines of the United States in 1890 is estimated by the Engineering and Mining Journal at 278,610,000 pounds. This output is 33,034,000 pounds, or 14.22 per cent. greater than that of the year before. The Montana mines produced in round numbers 123,000,000 pounds, against 105,000,000 in 1889; the Lake Superior 99,570,000, against 87,504,000; and the Arizona mines 34,000,000, against 33,000,000. The greatest output by any one company was that of the Anaconda, at 64,046,812 pounds, the Calumet and Hecla coming second with 59,000,000 pounds, and the Boston and Montana third with 26,822,804 pounds. The average price for Lake Superior ingot per pound in New York market last year was 15 3-4c., against 13 3-4c. in 1889, 16 2/3c. in 1888, and 11 1-4c. in 1887. The exports of the year, amounting to \$8,548,793 in value, against \$9,867,212 in 1889, were unexpectedly large. An English company is reported to have bought the Anaconda property for \$35,000,000.

HARDWARE AND MIXED PAINTS.

In some sections of the country the selling of mixed paints has become quite a feature in hardware stores. In other places this branch is almost entirely in the hands of the drug trade, or confined to paper hanging and decorative stores. It is desirable and expedient that hardwaremen should take hold of these goods, as they are in direct line with materials required for building, of which the hardware store supplies so large and important a part. The compact form of the packages and attractive appearance of the labels make them a desirable addition to the already handsome hardware stock. This is a line in which there is no loss, if the dealer positively refuses to credit customers with any broken packages left after a job is finished. There is no danger of getting a stock of unsaleable colors on hand, as the manufacturer will willingly replace such with the shades you may desire. The profits on this class of goods are usually good and sales large, especially if the dealer secure a popular make. It is easier to sell something that is favorably known than to introduce an entirely new brand, and for this reason we suggest that a good quality of mixed paint that is having a run in an adjoining town would be the one to secure an agency for. The hardwareman will be somewhat surprised after he has engaged in this line at the large number of concerns making mixed paints, as their representatives solicit this trade. This line of goods is not confined to paints for the exterior of houses but may include mixed goods in small packages for interior work to be used by the housewife, or for any little job that may need doing where only a small quantity of material is required.

Then there are coach colors, wood stains and even tar, all of which come in small boxes ready for use. The advice of a gentleman who has had experience in retailing these goods is that the best is none too good to sell, and under no consideration make a change in any established brand as long as everything remains satisfactory. A complete assortment of whatever lines handled should be kept, while the quantity carried in stock can be increased as the demand grows.—A. F. G. in Iron Age.

SUCCESSFUL COLLECTIONS.

In making collections be courteous, firm and persistent. The sale of goods is a dead loss unless the pay for them is collected. Don't get angry with the debtor, as this affords him the opportunity to delay payment, which his inclination may sufficiently prompt him to do, but press the point until successful. A stylish youth once owed a merchant a small bill which he was always promising to pay, but never did. One day while conversing with several friends, the merchant approached him in a friendly way to lend him a sum, just the amount of the bill saying, "I'm so much short, and want to raise some money." The young fellow hesitated, but had not the courage to allow his friends to believe he had no money, so the change was produced. Of course he saw the point, but never asked repayment of the loan.—Mixed Stocks.

ARTIFICIAL VS. NATURAL ICE.

The following from the Sanitary Plumber which possibly will interest those who sell or manufacture refrigerators, will remove to some extent the anxiety of experiencing a season of scarcity of natural ice, which greatly effects trade in the refrigerator line:—

The results of the scarcity and high price of ice in the United States during the past summer are already making themselves felt; there is never likely to be another ice famine in the north, and in most of the southern towns to which ice has formerly been shipped from a distance there will be next year, but a limited demand for the natural article. Scarcely a village of any importance in this country will be without its ice-making plant by the time the hot weather begins again and in nearly all the large cities there will be several establishments at work turning out artificial ice at a price far below the cost of the natural product, even in years of plenty, and of far better quality.

It has been satisfactorily established that where fuel is reasonably plentiful it is cheaper to manufacture ice than to bring it from any distance. In some of the cities the manufacture of ice has been combined advantageously with the work of illumination, and the motive power that operates the dynamos is employed to produce ice when artificial light is not necessary. With coal at \$3.50 per ton it has been found possible to make

ice for \$1.50 to \$2, including a liberal allowance for the wear and tear of the plant and the interest on the capital employed in its erection.

Not only for economical reasons, however, but on sanitary grounds is the employment of natural ice likely to be restricted. There are comparatively few sources from which a reasonably pure article can be obtained, and it is a known fact that the greater portion of the ice supplied for consumption, in large cities especially, is badly contaminated with all manner of impurities.

It was formerly supposed that the process of freezing neutralized these impurities, but experiments carefully undertaken by the State Board of Health of Massachusetts proved that this was not true, and "that while a considerable portion of impurities of water are excluded or disappear in the process of freezing, it is equally true that some of the more dangerous impurities may survive the ordinary process of freezing and reappear in the melted ice."

One of the principal advantages of artificial ice is that impure water cannot be employed in its production, the process of congelation, proceeding from the exterior toward the centre, causing the impurities to gather there and rendering the cakes in which they are present useless. It has been consequently found necessary to thoroughly purify all water used for this purpose, if not by distillation, by the most thorough system of filtration. Here is another point in favor of the artificial product that will have due weight in promoting its introduction. No matter how cheap or how plentiful natural ice may be, there is small prospect of it being ever again recognized as an absolute necessity as heretofore, and the manufacture of the artificial article is reasonably certain to be widely adopted. In many sections, indeed, the health authorities have come out strongly in favor of the artificial article, the price at which it is supplied being likewise in its favor, so that the pond ice, overloaded with filth, impurities and germs of disease, on which we have hitherto relied for refrigerating purposes, is likely to be relegated in the future to such uses as will preclude the possibility of its proving injurious.

TOBOGGANING SKATES.

The Tobogganing Skate Company, London, Eng., have introduced and provisionally patented some skates for tobogganing on snow or ice covered roads and down slopes and hills. They differ from the ordinary skates in the important point that, in place of the sharp edge of the latter, the bottom is flat, somewhat after the fashion of a roller-skate, although, of course, without the rollers. They are strapped to the feet in the ordinary manner, and it is said they can be used with safety and much enjoyment with very little practice. To those who shrink from the old-established method of skating because of the danger of falling these new articles will readily commend themselves.—Ironmonger.

PRECAUTIONS AGAINST FIRE.

The following timely instructions are given in a circular issued by the Western Manufacturers' Mutual Insurance Co. and the Factory Mutual Underwriters' Union:

Special attention should be given at this season of the year to protecting fire apparatus against cold weather during the winter, and to ascertaining that all appliances are in order, and everything in its proper place so as to be able to extinguish a fire, should one occur, with the smallest possible loss. As defective stoves, furnaces, stove and steam pipes, chimneys and other flues are the most prolific source of fires, they should also have proper attention at this season of the year, when they are in constant use.

In this precautionary work for the winter all hydrants and valves should be carefully examined and oiled, preferably with heavy mineral oil, which will not corrode the brass. All hydrants and standpipes, and all branch hydrants should be opened after the pipes are emptied, to let out any entrapped water, which may have leaked past the valve when the pipes were full; and care taken that all the drip valves are in good condition.

The rotary pumps should be oiled, and if exposed to freezing turned backward to empty them of water. Pipes exposed to freezing should be emptied, and care taken to let the water out from above the check valves. All valves should be marked with an arrow, showing the proper direction to open them.

In all buildings equipped with automatic sprinklers, where it is impracticable to keep the buildings or rooms sufficiently warm to prevent freezing, the system should be changed to an approved dry pipe system. It is very important that some reliable person or persons should be put in charge of the fire apparatus, and that they should know the working of the same, and that every part is in order; and they can be sure only by making a thorough inspection as often as once a week. A fire organization among the employees is essential to the handling of the fire apparatus.

Buckets of water are the most effective fire apparatus, as any person can handle them. They should be kept full and distri-



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

Our new gauge for Creamery Cans is just what the trade have long asked for. Sample order will prove this.

All sizes body stock to suit trimmings. Milk and Delivery Cans made up. Sap Buckets and Spiles.

We make and supply everything used by the Stove and Tinware Trade.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

buted in abundance through the various rooms or floors of nearly all risks other than dwellings. They may be placed on shelves, or hung on hooks, as circumstances may require. Galvanized iron or indurated fibre pails are better than wood; they should be marked "For fire only." Casks of water are generally needed to furnish a further supply to the fire pails. To prevent freezing, add chloride of magnesium, or salt, to the water.

Stoves should be in order, and free from cracks, set firm on metal legs; and floors underneath should be protected by zinc or stone, or inclosed with scantling nailed together and filled with brick and mortar or cement. They should not stand nearer unprotected woodwork than three feet. Any woodwork nearer than three feet should first be covered with asbestos paper, and then covered with tin, or protected in some other equally safe manner. A good guard is made of gas-pipe securely screwed to the floor, and should be placed about stoves where there is a liability of stock being piled against them in manufacturing establishments.

Ashes should always be placed in a fire-proof receptacle when taken from stoves and furnaces.

Stove pipes should be thoroughly cleaned and all unsound lengths replaced by new ones. All stove pipes should enter good brick chimneys, and should enter the chimney horizontally, with but one elbow. In all mills and factories where there is considerable vibration, or where dust is liable to

accumulate, the horizontal pipe lengths should be carefully rivetted together, and an additional pipe placed outside, leaving at least one inch air space between the inner and outer pipes, supported at frequent intervals by wires, also well wired to hold it in the chimney. In all cases where pipes pass through wooden or lath and plastered partitions, there should be a double collar of metal, with from two to four inches air space and holes for ventilation, or at least eight inches of masonry about it.

The chimneys should be examined carefully, especially where they pass through floors and roofs, as the settling of the building may cause cracks that would let sparks escape. A long-bladed case knife serves well as a probe for this purpose.

All pipe holes not in use should have close-fitting stoppers. There should be no woodwork of any kind framed into the chimney; and the entire surface of the trimmers and headers next to the flue should be entirely covered with tin or light sheet iron.

Where steam pipes pass through floors or partitions, the woodwork should be cut away from around the pipe at least two inches, and covered with asbestos paper, and then covered with tin. Cut a V shaped piece out of the tin where it passes through the wood on both sides, and nail securely to the woodwork. The pipes should be supported by gas or steam pipes, earthen rings, and other equally safe material. Do not permit the pipes to come in contact with any woodwork or other inflammable material.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

THE ROOFING INDUSTRY.

The iron roofing industry has been prosperous during the year just closed, whether it be looked at from a single standpoint or from several points of view, and yet there are those who feel that the time has been, in a sense, wholly misspent. Prices have ruled low, and competition has been close. The iron roofers of the country, through their national association, did a large amount of missionary work in favor of certain clauses in the tariff bill, with the result that they were successful in getting an increase of tariff upon tin plates, thereby handicapping the tin roofers. This has been regarded by many in the trade as a most important matter. It is too early yet, however, for manufacturers to reap the full benefit of this work. The profits arising from the new condition of affairs will be more manifest in the future. There has been a very large output in this trade during the year; just how much or what percentage of increase over other years we are unable say, for the figures have not yet been made up. There have been some improvements in machinery and in the general facilities for manufacturing. Efforts have been made by the National Association of Iron Roofers to systematize the trade, and to lop off certain customs which were considered disadvantageous to the trade, and which have the effect of diminishing profits. The year closes with all in the trade looking forward to the national convention which assembles about the middle of January, when still further legislation for the industry will take place.—Metal Worker.

COUNTERFEITING TRADE MARKS.

Considerable has been said about the trade marks of reliable manufacturers in Sheffield, Eng., being fraudulently used by inferior edge tool makers throughout the world. The chief centre of this nefarious practice is said to be Germany. Pocket cutlery, saws, chisels and other edge tools are made by certain German manufacturers, and put on the market with the trade mark of some well known Sheffield firm. These goods find a market in various portions of Europe; but are chiefly shipped to Antwerp where they are exported to South America in care of German agents. Of course these goods are finished very nicely, but on inspection and moreover on trial, they are found to be greatly inferior to the genuine English goods. While such a custom is greatly complimentary to the superiority of Sheffield manufacturers, it cannot fail but work ruin to the British export trade. Whether this practice is to be stopped by English or German legislation remains to be seen; but no doubt the harmful results to the sale, as well as reputation of the genuine Sheffield articles will lead to a strict investigation by the British government. The American

consul at Piedras Negras writes as follows concerning the piracy of American trade marks:—"In Mexico those cheap goods covered by fraudulent trade marks are principally from Germany, Belgium, and Spain. I had occasion to report to the department the imitation in Germany of our American granite ware. The label or trade mark was an exact duplication of the genuine one. Sewing machines from Germany and firearms from Spain pass through the United States in bond to Mexico, and the Mexican buyer, from the trade mark, believes he is buying genuine and standard American articles. The Mexican artisan wishes good tools. He was originally content with poor tools, if cheap, but he is rapidly learning that poor tools are dear, and that good goods are cheaper even at higher prices."

PRINCE ALBERT HARDWAREMEN.

The Commercial gives the following account of the hardware trade in the flourishing town of Prince Albert, Sask.:

In hardware there are several establishments. J. R. McPhail has been twelve years in this trade. His place of business is at the east end, where he built a fine new store in 1885. He has a double store, with basement and two buildings used as warehouses. Besides the stock of hardware, stoves, tinware, etc., he carries a stock of groceries. J. L. Johnston & Co. carry a large stock in general light and heavy hardware, oils, sash, doors, lamps, plated goods, etc. The store is large and a large warehouse is also filled with goods. Mr. Johnston is well-known in Manitoba where he formerly travelled for a Winnipeg hardware house. T. J. Agnew has been established eleven years in the hardware trade. He was formerly with J. H. Ashdown, in Winnipeg, and walked all the way to Prince Albert with the carts which brought in his first stock, being seventy days on the road. His first stock was general goods, but now he is in hardware alone. J. B. Kernaghan has been but a short time in business, his line being manufacturing tinware, etc. He started in September last, though a resident for three years. In the blacksmithing line there are three shops, one being at the east end.

IRON ORE IN IRELAND.

Magnetic iron ore has been discovered in Ireland. Mr. Parnell, in an interview concerning the matter said: "I have received a letter which relates to the search for the continuation in depth of the great lode of magnetic iron ore which was worked last about 200 years ago for the supply of the iron furnaces at Clesh, near my native place. With the denudation of the people of Ireland these smelting operations came to an end, and with them mining also stopped, and were resumed by me about twelve months ago, with the result that a month since we got the lode, the master ore, at a depth of 100 feet. I received to-day from my manager a letter that the miners have now traversed it from side to side, and that it has proved to be of the great width of 30

feet of solid ore. The analysis of the ore is very encouraging, showing over 60 per cent. of metallic iron and 10 per cent. of manganese, thus proving it to be in the very first rank of the iron ores of the world, and ensuring for it eager competition on the part of the English and Scotch and Welsh ironmasters should I decide upon sending it to England, as I shall probably do at first, instead of smelting it at home, which I should like to do."

E. H. Ellis, hardware merchant, Gananoque, Ont., advertises a clearing sale at reduced prices.

The contract for the sewer pipe to be used in the sewerage system of Victoria, B.C., was awarded to the B. C. Pottery & Terra Cotta Company, a local firm, whose bid of \$54,000 was below the tenders received from England and San Francisco.

Mr. Joseph Holman, London, Ont., who has been in the employ of Mr. John McClary for the past 30 years, having been foreman of the stamping department for the last nine years, has decided to remove to British Columbia, and will leave shortly for that place accompanied by his son. The other members of the family will leave in the latter part of April.

More than 10,250,000 of tons (of 2,000 pounds each) is the grand total of the production of pig iron in the United States for the year 1890, an increase of 1,750,000, or more than 20 per cent. over the product of 1889, which was 8,516,079, an increase of 1,247,572 tons over 1888, or 17 per cent. The production in 1890 was more than 40 per cent. greater than that in 1888.

The Ontario Mining Law enacts that any person may explore for minerals on any Crown lands, surveyed or unsurveyed. All such lands to be paid for at the rate of \$20 cash, but the timber will be reserved by the Government, except what quantity is required for building fences or for fuel. All locations must be surveyed by a provincial land surveyor, and lands patented under the Mining Act are free from all royalties.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can.
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier.	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq. de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

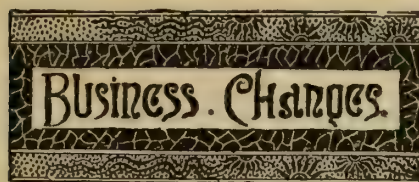
MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia





ONTARIO.

Alvinston—Trolley, Arthur, John, shoemaker, assigned to Jas. Flintoft, Sarnia.

Bloomington—Pepler, John G., general store, assigned to Wm. Roos, Berlin.

Bolton—Clarke, A. K., (Mrs. F.) fancy goods, assigned to Wm. K. Doherty, Toronto.

Consecon—Crane, Geo. H., dry goods, assigned to J. A. Johnson, Consecon.

Carleton Place—Butler, R. A., boots and shoes, offering to compromise.

Cobden—Reid, Jas. S., tinsmith, assigned.

Frankford—Pettit, P. P., contractor, etc., assigned to Wm. Hope, Belleville.

Grand Valley—Bird, Thomas, hotel, assigned to Geo. H. Cooper, Grand Valley.

Hamilton—Edmonson, Geo., butcher, assigned to Richard Buscombe. Hamilton; Hertzberg & Steinbui tailors, assigned to Townsend & Stephens, Hamilton.

Kingsville—Evans & Allan, grocers and bakers, assigned to Geo. A. Grenville, Kingsville; Harris & Ballard, dry goods, assigned to R. G. Hector, Toronto.

Lanark—Ward, David, general store, assigned.

Novar—Shaw, Mary A., (Mrs. Peter) general store, called meeting of creditors.

Peterboro—Knowles, Frederick, B., dry goods, assigned to John Ferguson, Toronto.

St. Thomas—Johnston, Thos. O., grocery, assigned to T. B. Escott, London.

Toronto—Tonkin, John J., merchant tailor, hats and furs, assigned to Sherman E. Townsend, Toronto; Edy, W. J., merchant tailor, assigned to G. M. Gardner, Toronto.

MANITOBA AND NORTH-WEST TERRITORIES.

Letellier—D'Auteuil, A., (Mrs. P. A.) general store, assigned in trust.

Regina—Collier, E. G., grocer and butcher, assigned in trust.

Winnipeg—Weldon Bros., grocery, assigned in trust; Weldon, J. H., grocery, assigned in trust.

QUEBEC.

Athelstane—Wilson & McGinnis, general store, demand of assignment.

Cote St. Louis—Reid & Denman, butchers, assigned.

Fraserville—Pelletier & Roy, general store, assigned.

Montreal—Allard, N. & Co., contractors, assigned; Gallery, Patrick, baker, demand of assignment; Monast, J. T., merchant, demand of assignment; Parker & Popham, wh. clothing, assigned in trust; Bernier Bros. & Co., dry goods, assigned; Brunet, L. C. & Co., hotel, assigned; Cuddy, Michael, dry goods, assigned; Murph, T. J., restaurant,

assigned; Prevost, L. A., dry goods, assigned in trust; Roy, Joseph, dry goods, offering to compromise.

Nicolet—Lariviere, P. B., dry goods, assigned.

Pike River—Robidoux, Arthur, general store, demand of assignment.

Quebec—Croteau & Frere, W. & R., grocery, noted on sheet No. 2211, asking an extension. Report denied.

St. Hyacinthe—Menard, M., grocery, etc., J. O. Dion appointed curator.

St. Jerome—Lallier, P., general store, offering to compromise.

St. Urbain—Sabourin, Israel, general store, meeting of creditors 31st inst.

Three Rivers—St. Pierre, L. P., grocery, etc., F. Valentine appointed curator.

NOVA SCOTIA.

Maccan—Long, Wm., carpenter, assigned.

Oxford—Hills, Geo., men's furnishings, assigned.

Pictou—McDonald, Mrs. Annie, liquors, assigned.

NEW BRUNSWICK.

Dorchester—Chapman, S. Leslie, grocer and hardware, offers to compromise.

Fredericton—Johnston & Co., agricultural implements, pianos, etc., asking an extension of time.

Moncton—LeBlanc, Leon, J., grocery, assigned.

NEWFOUNDLAND.

St. John's—Pittman & Mews, grocery and provisions, offering to compromise.

BRITISH COLUMBIA.

Vancouver—Chilberg, J. P., grocery, assigned.

SEASONABLE PRECAUTIONS.

Is your insurance all right? If not, this is just as good a time of year as any other, or perhaps better, to make it right. Not only is this the season dedicated by common consent to the making of good resolutions and commencing to put them in practice, but this is the period at which the danger of fire is greatest. Of course every man has a right to decide whether he should carry any insurance on his property or not. But the circumstances which could be held sufficient to justify a business man in dispensing with insurance on his stock are exceptional indeed; and what ever may be these circumstances, the owner of an uninsured establishment must expect to have a very limited credit, if any, extended to him. Therefore, we say to all our readers, look carefully after the heating and lighting apparatus and stoves, and see that stove and stovepipes and gas light are a proper distance from combustible goods and fixtures; handle lamps and lanterns with caution; take all possible means to minimize the risk of fire, but also, and in addition carry insurance on your property.—National Harness Review.

No young man can possibly have mistaken his calling who finds in it what the world wants done,

OUR CANADIAN COUSINS.

One half of this continent is in the possession of a common race. They claim the same country, speak the same language, and by the fiat of physical geography have a common destiny. In location a unit, they are in interests reciprocal, and their mutual development is in instinctive touch with a common impulse. That under these conditions there should be a schism in the race is unfortunate.* It is due to various causes. The forms of government differ, though more in form than spirit. Race hate and malevolence count for something, and political leaders who deprave the public mind for personal and partisan purposes are among the virulent energies in the great Anglo-Saxon schism. These objections are, however, but temporary. There is no vital stamina to keep them on their legs, and they are as certainly doomed to eventual extinction as a polar iceberg in the cauldron of a tropic sea.

But be race frictions what they may, Canada is a stupendous geographical fact. It is in extent of area, in resource, promise and potentialities the empress of the higher latitudes. It is larger than its neighbor, comprises 40 per cent in area of the British Empire, and holds in its rivers and lakes more than one-half of the fresh water of the globe. Its forests are limitless, its coast line fisheries are in two oceans, and its wheat producing regions could fill the graneries of the hemisphere. In mineral deposits there is untold wealth in its subterranean pockets. Of silver, copper and gold its reveals heavy storages. Platinum and nickel are not in stint, and iron is in exhaustless quantities, with limestone and coking coal in all necessary amounts. Coal is in fact found on both sea-boards, which in the development of foreign trade would be an accessory of profound importance. Petroleum abounds in the Mackenzie basin, gypsum in Nova Scotia and asbestos in the provinces. This bill of goods is of very respectable dimensions, and the value of raw and unwrought material under the shoe leather of the Canuck, is a statement in advance of what could be done by the magic touch of enterprise. Its commercial possibilities with its sturdy maritime population, and its grand trans-continental lines, with the empires of population that could centre on her territories, assure its future, with a race schism or without it. It is, however, the manifest destiny of the two sister nations, to fuse their industrial and commercial interests in reciprocity. This will yet be history, and at no remote period in the future. The momentum of industrial development has no mercy on diplomats and politicians, and even the estrangements and jealousies of creed and race, are ground into mighty fine powder in the grist mill of industrial economics.—Age of Steel.

Master the whole business and the way to fortune has been mapped out.

A feather duster disperses but does not remove the dust from the store.

The Gem Freezer

The Best in the World.

IS THE ONE YOU WANT, IF YOU WISH TO SELL YOUR CUSTOMERS THE FREEZER THAT WILL GIVE THE BEST RESULTS.

DO NOT ALLOW YOURSELVES TO BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM."

IF YOU CAN'T GET THE GEM FROM YOUR REGULAR JOBBER, WRITE TO US AND WE'LL TELL YOU WHERE YOU CAN GET THEM OR GIVE YOU PRICES AND DISCOUNTS.

AMERICAN MACHINE CO.,
LEHIGH AVE. AND AMERICAN ST., PHILADELPHIA.

JOHN H. GRAHAM & CO. MANUFACTURERS' AGENTS,
113 CHAMBERS STREET, NEW YORK.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East,
TORONTO.

WHY ARE SHEPARD'S LIGHTNING FREEZERS THE BEST IN THE WORLD?



SHEPARD HARDWARE CO.
MAMMOTH FOUNDRY — Buffalo, N.Y.

Electric Supplies for Electric Lighting, Electric Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23 1/2, 24 1/2
Straits 100 lb ingots..... " .. 23 1/2, 24 1/2
Strip .. " .. 26 1/2, 28 1/2

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box

I.C., usual sizes .. \$6 50 \$6 75
I.X., " .. 7 75 8 00
I.X.X., " .. 9 00 9 25

Raven & P.D. Grades—
I.C., usual sizes .. 5 50 5 75
I.X., " .. 6 50 6 75
I.X.X., " .. 7 50 7 75
L.X.X., " .. 8 50 8 75

D.C., 12 1/2 x 17 .. 5 00 ..
D.X., usual sizes .. 6 00 ..
D.X.X., " .. 8 35 6 80

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes .. 4 50 5 25
I.C., special sizes .. 4 25 5 25
B.V. Grade, I.C., usual sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 75 9 00
Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs .. 6 1/2c, 7c
" 14x60, " ..
" 14x65, " ..

Iron and Steel.

Common Iron, per 100 lb .. \$2 30 2 40
Refined " .. 2 55 2 65
Horse Shoe " .. 2 60 2 65
Band " .. 2 75 3 00
Hoop " .. 2 75 3 00
Swedish " .. 4 00 ..
Nova Scotia Bar iron..... 2 75 ..
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 25 3 40
Best Cast Steel, per lb. 0 13 0 14
Russian Sheet .. 0 10 0 12
Tank Plates .. 2 25 2 50
Boiler Rivets. 4 50 5 00

Boiler Tubes.

2-inch .. 12c
3-inch .. 17

Boiler Plate.

1/2 inch..... \$2 75
5-16 " .. 2 60
3/8 " and thicker .. 2 50

Sheet Iron.

1 to 20 gauge .. 3, 3 1/2
22 to 24 " .. 2 1/2, 3
26 " .. 3, 3 1/2
28 " .. 3 1/2, 3 3/4

Canada Plates.

Blains..... 1/2 bright 3 20 3 25
Boars Head .. " .. None
Maple Leaf .. " .. None
All Bright..... " .. None

Iron Pipe.

Wrought, 55 to 57 1/2 p.c. dis.
Galvanized, 25 to 27 1/2 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5 1/2, 5 3/4
26 gauge, " .. 5 1/2, 5 3/4
28 " .. 5 1/2, 5 3/4

Gordon Crown—
16 to 24 gauge, per lb .. 5 1/2, 5 3/4
26 gauge, " .. 5 1/2, 5 3/4
28 " .. 5 1/2, 5 3/4

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb..... 7 1/2, 7 3/4
" 1/2 inch, " .. 6 1/2, 6 3/4
" 5-16 " .. 5 1/2, 5 3/4
" 3/8 " .. 5 1/2, 5 3/4
" 7-16 " .. 5 1/2, 5 3/4
" 1/2 " .. 4 1/2, 4 3/4
" 3/4 & 1/2 inch " .. 3 1/2, 3 3/4

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per doz yards .. 0 13 0 50
Jack chain, double, per doz yards..... 0 15 ..
Jack chain, brass, single, per doz yards .. 0 20 1 10

Copper—Ingot.

Lake Superior, per lb .. 0 00 0 00
Baltimore " .. " ..
English B.S. " .. 0 15 0 16

Bolt or Bar.

Cut lengths, round, 1/2 to 1/2 in. \$0 25 \$0 28
" round & square

1 to 2 in .. 0 23 0 26
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light, 16 oz. 14x48 and 14x60 .. \$0 19 0 20
Untinned, 14 oz. and light, 16 oz. irregular sizes .. 0 20 0 21

Note.—Extra for tinning, 2 1/2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60 .. 0 30 0 32

Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb.. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T.K. Pitts.
Plain Tinned, per lb..... 0 26
Spun " .. 0 30

Wire.
Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up..... 0 26 0 29

Sheets, hand-rolled 2x4 ft..... 0 25

Foreign, per lb..... 0 06 0 06 1/2
Domestic " .. 0 05 0 05 1/2

Part casks .. 0 06 1/2 0 07
Part casks .. 0 07 0 07 1/2

Imported Pig, per lb..... 0 04 0 04 1/2
Domestic " .. 0 04 0 04 1/2
Bar, 1 pound .. 0 05 0 05 1/2

Sheets, 2 1/2 lbs, per square ft, by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.

Solder.
Half-and-half (guar.) per lb 0 19 0 21

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb..... \$0 20 1/2 0 21 1/2
Other makes " .. 0 18 0 19

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb..... 5 1/2
No. 1 Do. " 0 5 1/2
No. 2 Do. " 0 4 1/2
No. 3 Do. " 0 4 1/2

Prepared Paints.
(In 1/2 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.
(25 lb tins, Standard Quality.)
Venetian Red, per lb .. 0 05
Chrome Yellow " .. 0 09
Golden Ochre .. 0 06
French " .. 0 05
Marine Black .. 0 09
Green " .. 0 09
Chrome " .. 0 08
French Imperial Green .. 0 14

Colors, Dry
(In 1/2 and 1 gallon tins.)
Yellow Ochre (J.C. in bbls, per cwt 1 40
" (J.F.L.S.) " .. 1 75
Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 2 00
English Oxides " .. 3 25
American " .. 2 25

Paris Green, per lb .. 0 15 1/2 0 16 1/2
Burnt Sienna " .. 0 08 1/2
Burnt Umber " .. 0 05
do pure .. 0 07
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
Greens " .. 0 12
Golden Ochre .. 0 03 1/2

Varnishes (in bbls).
No. 1 Furniture, per gal .. 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac .. 2 20
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).
Raw, per gal..... 0 65
Boiled " .. 0 68

Turpentine (in bbls)
Selected Packages, per gal..... 0 62 0 63

Castor Oil.
Best, per lb..... 0 10 1/2 0 12

Glue (in bbls)
Common, broken .. 0 10 0 12
French medal .. 0 12 0 13
Cabinet makers .. 0 17 0 18
White..... 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing, per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled "..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... 7 50 9 00
" Sewing, "..... 7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 8 00 15 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 25 p.c. off Revised
list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro..... 4 60 13 50

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings', discount 60 per
cent.

Jennings' Imitation, list 45, 47½ per
cent.

Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.
Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... 1 25 1 75
Masco..... 1 35 1 85

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 60 and 5 per cent. to 65
and 5 per cent.
Tire, dis. 50 to 50 and 10 per cent
Stove, dis. 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 70 per cent.
Reversible, dis., 65 to 70 per cent.
Vegetable, per doz..... 1 12 2 35
Henis, No. 8 "..... 6 00
" No. 9 "..... 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 25

Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per
cent.

Cast Iron.

Loose Pin, dis. 60 to 65 per cent. and 10
per cent.

Wrought Steel.

Fast Joint, dis. 60 to 60 & 10pc.
Loose Pins, " 60 to 60 & 10pc.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 70 0 95

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World "..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 32 40

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc.
Plate "..... dis. 50pc.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold "..... 1 10
Queenston "..... 1 10
Napanea "..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red "..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer,
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns.
Boss or Daisy, dis. 50 and 10 to 60 p. c.
from factory 60 and 10 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p. c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.

Fawcets.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, "..... 2 80 3 90
Fenns Corkstops, No 2 p.doz..... 1 70
Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Canadian, dis., Amer. list 60 per cent.
Jovitt's, dis. Can. list, 25pc.
Horse Rasps, Kearney & Foote's dis
Am list, 50 pc.
Horse Rasps, Heller's dis. Am. list, 45
to 50 per cent.
Horse Rasps, Spencer's, dis. Can. list,
33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Peerless, discount 45 p. c.
Gem, dis, 50, 50 & 10 p. c.

Fruit Presses.

Henis' per doz..... 4 00
Enterprise, discount 10p.c.

Fry Pans.

Acme, discount 55 to 60 per cent.

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

United Inches—Box Price.

Size	Star.		Double	
	Per	Per	Per	Per
up to 26	50 ft.	100 ft.	50 ft.	100 ft.
inches	1.45-1.50	2.15	1.50	2.15
26 to 40 in	1.55-1.60	2.35		
41 to 50		3.50-3.60	5.45	
51 to 60		3.80-3.90	6.25	
61 to 70		4.10-4.20	7.20	
71 to 80			7.80	
81 to 85			8.75	
86 to 90			10.95	
91 to 95			13.75	
96 to 100			16.25	
101 to 105			22.00	

Pilkington.
Ordinary
1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 6 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge.

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 p.c.

Hoe.

C. & B., discount 30 p.c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian, per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 per
cent.
Light T and strap, dis 60, 62½ percent
Heavy, per lb..... 0 5 0 05½
Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets,
Screw, Eureka..... 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepherd's..... 1 00 1 50

Per doz. pairs,
Spring..... 1 50 3 50

Hoos.

Garden, Mortar, etc., discount 40 per
cent.
Planter's per doz..... 4 00 5 00

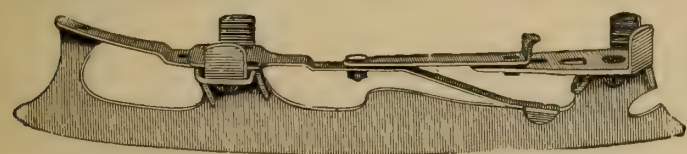
Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10
Clothes Line, "..... 0 27 0 63
Harness, "..... 0 72 0 88

Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can.
dis. 17½, 20 p.c.



HEADQUARTERS FOR

Bowman, Kennedy & Co.,
LONDON, ONT.,

Acme Club Skates, Sleigh Bells, Cow Ties, Snow Shovels X Cut Saws,
Buck Saws, Axes, Ammunition, Sporting Goods, all kinds,
Cutlery, Silverware, &c.

HARDWARE



No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

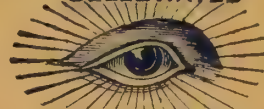
McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

NEEDHAM VEALL & TYZACK'S

CELEBRATED



CUTLERY

MANUFACTURERS OF

Table Knives, Carvers and Steels, Butcher, Palette and Artists' Knives.

Fine Pocket Cutlery.

SCISSORS, RAZORS, ETC.

Agents for Canada

Watson & Pelton,

MONTREAL.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks. Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED.

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.
Canadian Bank of Commerce Building (2nd floor), TORONTO.

THE MANUFACTURERS' LIFE INSURANCE COMPANY AND THE Manufacturers' Accident Insurance Company.

HEAD OFFICE : Yonge Street, Trader's Bank Chambers, Toronto.

Authorized Capital, \$2,000,000 and \$1,000,000 respectively.

Most Liberal and Varied Forms of Life or Accident Policies Issued. Life Policies incontestible on any grounds whatever after three years.

PRESIDENT :--Rt. Hon. Sir John A. Macdonald, P.C., G.C.B.

VICE-PRESIDENTS : { GEO. GOODERHAM, Esq., President Bank of Toronto.
WM. BELL, Esq., Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

JNO. F. ELLIS, Managing Director.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'

SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.



Improved patent asbestos floor and partition chimble. Patent and Sole Manufacturer, Canada and United States, Fairgrieve & Craig, 128 Richmond St., W. Toronto.

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL RAILS NEW OR SECOND HAND All Sections
Cast and Wrought SCRAP IRON in Car etc
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

HARDWARE.

Genuine Coppered Babbitt

PRICES.

Anchor	per lb. 8c.
(For Shafting, etc.)	
Star	per lb. 12c.
(General Purpose)	
Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

H. R. IVES & CO., Montreal.

MANUFACTURERS OF

Stoves, Hardware, Iron Railing, etc.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-("TRAP")
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

MONTREAL SMELTING WORKS

HAVING been large users of Antifriction Metals for many years, and
suffered from being imposed upon by inferior compositions under various
high sounding names, we are now offering under the above trade name a
more reliable kind of Antifriction Metal, which by merit alone we expect will
make its way in the market. It is put up in boxes of 50, 100 and 200 lbs. each.
For large quantities in bulk or casks a reduction in price will be made. Prices
subject to change without notice. Sample orders solicited. Terms: 60 days or 2
per cent. off for cash.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

-: Superior Quality Rubber Goods. -:

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brews' and Fire Hose; Rubber Valves, Car Springs, &c., &c.
Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**
WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.

DOMINION IRON, STEEL & COPPER.
WIRE
MANF'G Co'y
(LIMITED.)

Wire Drawers,
Galvanizers and
Manufacturers.

MONTREAL AND TORONTO.



Price Lists Furnished and Discounts Quoted on application.

Bright, Annealed,
Oiled, Galvanized,
Coppered, Spring,
Nail, Rivet, Telephone,
Telegraph and TINNED
(for Mattress and Broom makers use.)

- ALSO -

"LYMAN" 274 barb.

Ribbon, Thorn and Plain Twist.

Fencing,
Wire Nails and
Wood Screws.

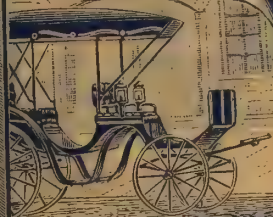
W
I
R
E

FEB. 14, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

NO. 6 WELLINGTON STREET WEST
TORONTO ONTARIO.



HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

—o—
Importers of
BAR IRON,
STEEL,
Shelf and Heavy

HARDWARE,

Builders' and
Mechanics'
TOOLS and
SUPPLIES.

—o—
32 KING ST. EAST,



JOHN LEYS,
Vice-President.

—o—
Mantels,
Grates,
Tiles,

- CUTLERY -

E. P. WARE

Housefurnishings.

—o—
TORONTO.

TAPER TOOTH.



Metallic Shingles,
Siding and Ceiling Plates,
Terra Cotta Tile,
Corrugated Iron, etc.

SEND FOR CATALOGUE.

METALLIC ROOFING CO., L'D.,

Rear 84 to 90 Yonge St.,

TORONTO.

Telephone No. 1457.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.

None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.

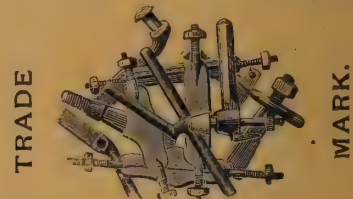
TRAVELLING MEN

WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.)
68 Esplanade St.



Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,

DEAR SIR,—I am pleased to say that
after nearly three years constant use, day
and night, on our largest engine your Cop-
perine has stood its work well. I have not
had to renew any of the heavy bearings yet,
so I consider that speaks for itself. I am
pleased to recommend it to any one in need
of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,
Chief Engineer Toronto Waterworks.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, FEBRUARY 14, 1891

No. 7

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

ATTENTION TO DETAILS.

A matter which should be uppermost in the minds of many dealers is the importance of attention to the small things that continually need watching in any branch of business. A merchant who considers he has been successful in his business life will look on this as a significant fact. He has always been careful as to details, and has ever kept a watchful eye on those matters that to us would appear trivial. The old saying "Take care of the shillings, the pounds will look after themselves," is illustrative of this one fact. No matter what walk in life a man adopts, the attention to details is necessary to his success. In a large mercantile or manufacturing business the looking after the small leaks is watched with more care than the large ones, and it is a fact that too much attention is paid to the important parts of a merchant's business, while the little leaks are unnoticed. There is found in every hardware store more or less unsaleable stock of goods, an attempt to sell which has never been made. They lie there, and the merchant not thinking of the money value therein contained, allows the dead stock of goods to become a bill of expense year by year. Much better to dispose of them at the door for what they will bring than to allow them to lie on the shelves, bringing no return. This is one of the many leaks of a business, and if not a few dealers would look around their place of business and think for one moment of the many forces that are slowly sapping away the vitality of their business, they would no doubt cause a wonderful reformation in their business affairs.

TRADE HOTHOUSES

There are many dealers who feel that the local demand does not turn auspiciously toward their stores, and that if they trust to its uninfluenced action their trade will vegetate too slowly. They are right, the demand has to be wooed. The gentle dew from heaven does not deposit its distilled drops indiscriminately, and neither does the demand which creates trade go blindly hither and thither. True it is, often capricious, but there is method in its caprice. There are certain definite conditions necessary to give the demand a steady drift towards any one point. There must be people to buy, the store must be inviting, the stock must be all it is claimed to be, weight and measure must be full, the service must be efficient and courteous, and the business must be advertised.

But traders dissatisfied with their business do not always look into their situation to see if all these conditions are to be found in it. If trade is dull, or if custom steadily holds its face towards other shops, there is a very general proneness on the part of the neglected traders to use a little artificial stimulus. They will let down prices in some one or more leading lines, and either take away custom from their competitors, or make the latter forego a portion of their profits. They will make trade by the hothouse method, and the trade they thus develop will be as delicate and sickly a product as the plant reared within the high temperature of its glazed environment. The only way to keep such a trade in existence is to keep it in the hot-house. Prices must be kept unnaturally low or the trade will dwindle away.

There are traders doing business of whom it might be said that the hot-house principle is the first law of their commercial being. Their profits are in inverse proportion to their cus-

tom. The greater the custom the smaller the profits necessary to run business, is their motto. If this is true, then it ought also to be true, that the less the custom the larger the profits required to run a business. The hothouse men, then having a body of custom that makes low profits suffice, their opponents must have a body of custom so much the smaller that proportionately higher prices must be asked, and thus the competition becomes a one-sided affair. And when the trade of a locality thus loses its equilibrium, when the heavy part of it gets concentrated on the weak point, there is nothing to be looked for but loss, and perhaps a general collapse. One big establishment run on the principle of diminishing profits with increasing trade has been known to make a financial wreck of its locality. It will run its rivals into failure, and when a few of these go to pieces, they pull into the vortex other traders in the same town who are their creditors, and thus wide ruin ensues. The strife for trade ought to be regulated for the good of trade, otherwise the mere disturbers of trade will be the rulers of it. There are two regulating agencies at work: association and wholesale combination. Which will ultimately quench the hothouse furnace?

CAUSES OF FAILURE.

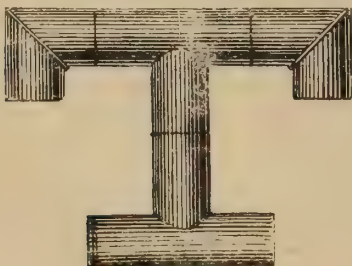
In a young country, so vast as this in its resources, the extent of which are almost unknown, and are only at the beginning of their development, there is room and to spare for every class of men who are willing to work for a living. There is no need for any business or profession to be overcrowded, if in making their choice the young men would select the occupation best suited for them. Unfortunately our youths have to make a start in life at such an early age that they are not properly qualified to judge for themselves, and their parents in many cases through not having the advantage of as good

an education as their children, do not understand how to choose for them, so that too many drift into a path of life they are not fit to travel in. We see no remedy at present for this evil, in so far as the business prosperity of the country is concerned, unless our leading merchants, more especially our wholesale merchants, take the matter in hand and use their influence, in the form of combinations or otherwise to stop the overcrowding of commercial centres, small and large, with ambitious, but incompetent young men, and put out of business all who have had a fair chance and failed to prove a success.

The various schemes that have been suggested for the distribution of bankrupt stocks in such a way that they will not hurt the legitimate trader are impracticable. Combinations seem to be the order of the day, and no doubt have worked a certain amount of good to some of our manufacturers, by preventing their goods from being sold at unremunerative prices. Would it not be possible to organize and work a combination that would insure to the legitimate retail merchants a living profit? The retail merchants cannot form one that will work successfully, because they cannot stop men of straw from coming in among them, with goods which they obtain somehow on credit, and which they will sell at any price they can get in order to raise the wind. It is just possible though that the wholesale merchants might be able to form a combination to prevent goods being given on credit to those who are not likely to pay 100 cents on the dollar. There is ample room for a full discussion of this very important and intricate question, and we invite the expression of the opinions of practical business men upon it.

STORE IMPROVEMENTS.

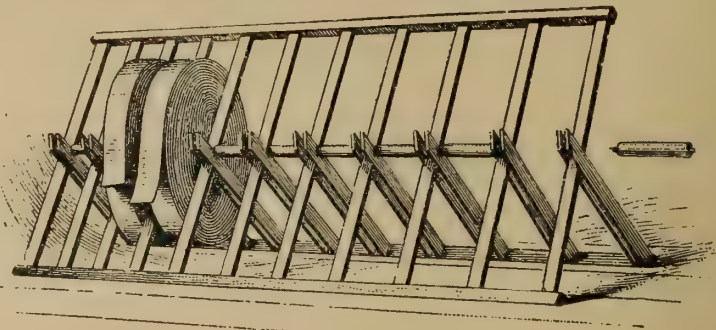
Most stores are so built that the top of the upper cornice can be used for a sign to inform the passers-by that stoves and hardware are for sale below. The ordinary board sign is sometimes used in this position, but unless it is securely fastened there is danger that it may be blown off by the wind, and its weight is such that much damage might result in case such an accident should occur. A strong and attractive style of letter can be made from round pipe, as shown in the illustration by the letter T, which can be made



by the use of two two pieced elbows and two T joints. If the word "stoves" is required, the S can be made from six three pieced elbows and the O from four. The V would

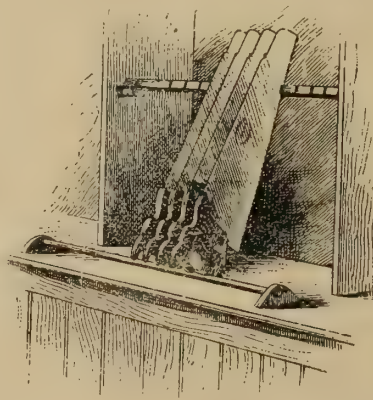
require a special angle for the base. These letters can be easily attached to the front of the upper cornice and secured by soldering at the bottom or any convenient means, the tops being held by iron rods or braces. The letters can be painted any color desired, or if made of bright tin without paint they would be very attractive.

We herewith illustrate a rack for leather belting. We are sure such a contrivance will be an improvement in the way some dealers keep their stock of belting.



The rack can be placed in any favorable position where it is convenient when taking off a considerable length for a customer. Every size, from the narrowest to the widest, may be kept in this rack, and always ready for use. Each spindle is separate, as is shown in cut, with an iron bar running through to make it more secure for the heavier sizes.

The illustration showing method of keeping hand and rip saws with but little trouble is one made use of by many merchants. A place may be made in a convenient portion of the shelving by removing two or more shelves in a tier and the necessary improvements according to the cut made. Any



salesman can see the utility of any arrangement such as we suggest, which can be made to contain as many different sizes and kinds as may be carried in stock.

A convenient way to have the stock of rope is the following:—Place the different sizes in a row in the basement, from the smallest to the largest size. Have them so placed as to be directly under a convenient portion of the salesroom. Have as many holes bored through the floor as there are sizes of rope. Then untie the coil (we might

say here that there is a right and wrong way of arranging a coil of rope, so as to have it pull perfectly free), bring the sizes up to the salesroom through the holes, and have a row of hooks to hang the rope to, in order to prevent it slipping through the hole to the floor below. This method will do away with the unwinding of many coils of rope on to a roller, and also is a superior way in every respect.

In sampling heavy articles such as hollow augers, hammers, and tools of every description, including many smaller articles, on

wooden boxes, copper wire can be used with the greatest convenience as well as strength. Any sample can be fastened very securely, and the wire inserted by boring as small a hole as necessary, and the wire fastened on the inside of the box.

FINANCIAL HINTS.

The dealer who looks after discounts and takes advantage of them whenever it is possible for him to do so, is always in the lead of the one who hoards idle money that might be used profitably, and become a revenue producer by taking advantage of the discounts that can always be had. There is less risk of losing the money after a bill has been paid and less temptation to use it for some other purpose, often leading to serious if not fatal embarrassment. Many dealers prefer time and the consequent loss of discounts when they actually have the money with which to meet their bills. Five per cent. off on a four month's bill is interest at the rate of 15 per cent., or nearly three times as much as money will ordinarily bring when safely secured.

Then the dealer who pays his bills promptly, taking advantage of discounts, soon establishes a much better credit than that possessed by the one who does not, and the benefits to be derived, taken as a whole, are well worth the careful consideration of every dealer whose eye may fall upon this.—Stoves and Hardware Reporter.

A powder manufactory is to be started in Buckingham. It will be known as the Ottawa Powder Co., and its promoters are J. F. Higginson, W. A. Williams, S. P. Franchot, phosphate miners, Buckingham; J. F. Patton, the Ottawa county powder manufacturer, and A. Lomer, phosphate dealer, Montreal. The capital stock will be \$25,000.

"That famous hotel, the Rossin House, Toronto, has been painted and decorated throughout in the highest class manner by Messrs. Elliott & Son, the well-known artistic decorators. The Paints, Colors and Varnishes used on this contract bore the stamp of the

ELEPHANT

The Messrs. Elliott prefer the manufactures of **FERGUSON, ALEXANDER & CO.** to all others on account of their uniformity, strength and fineness in grinding."

To save time, freight, packages and money please order from the

GLASGOW LEAD AND COLOR WORKS,

Montreal.

HOW FISH-HOOKS ARE MADE.

There is a little machine which turns out fish-hooks in six strokes, says an exchange. Stroke number one bites off a morsel of steel wire; number two makes the loop where you fasten your line; number three hacks the other end; number four flattens and bends back the barb; number five then makes the point; number six bends the wire; and your fish-hook drops into a little bucket, ready to be finished. Then it is either japanned—these are the common black fish-hooks—or they are tempered to the delicate blue that you sometimes see in cutlery. For this finish they are heated red hot and then cooled in oil.—American Artisan.

IRON MANUFACTURERS COMBINE.

An organization was formed at Youngstown, Ohio, last week, which will be the strongest in iron circles in the United States, representing an investment of \$7,735,000. The body will be known as the Mahoning and Shenango Valley Iron Manufacturers' Association, and includes the iron manufacturers of both valleys. These concerns include twenty-two furnace stocks, thirteen rolling mills, one pipe works, and one wash-metal plant. The output of pig iron is 1,200,000 tons annually and 450,000 tons of finished iron, while the number of men employed will exceed 2,000. It is the first time in the history of the iron business in eastern Ohio and western Pennsylvania that the iron manufacturers have been united.—Chicago Journal of Commerce.

Some nickel steel plates recently tested at the Carnegie Works, the specimens being cut from a $\frac{3}{4}$ -inch plate, gave excellent results. The elastic limit is said to have been from 59,000 pounds to 60,000 pounds, and the ultimate strength 100,000 pounds, and 102,000 pounds. The reduction of area was 29.12 per cent. and 26.12 per cent. respectively.

Scandinavian padlocks are now made self-locking, in brass and wrought iron. They are said to give satisfaction.

An "electric lock" has been invented. It is controlled from any part of the building desired, and being keyless is unpickable.

Among the number of smelting works to be erected at Sudbury is that of Messrs. Russel & Barnett. These parties are very active in working their mines, which are located in Graham township.

The telephone patents throughout the world will expire in March next. By this change a great trade no doubt will be carried on in electrical supplies, and hardware merchants should give this matter some thought, as the trade in various localities are placing in stock a supply of electrical goods.

Gowans, Kent & Co., wholesale crockery dealers, Toronto, are putting a new lamp on this market. It is called the Pittsburgh lamp, and that name is ground in its dome. The price is \$7. For the retailers' own use in the store, where the lighted lamp will be a grand advertisement, one lamp will be sent for \$5.50, but only one. Orders for more will be filled at the regular price. There are two sizes, the mammoth and the family. The strong points about the Pittsburgh lamp are that it gives a very brilliant, steady, and agreeable light, without any offensive odor, and keeps itself clean almost. All dirt and insects fall out when the chimney is removed. It is a lamp that will evidently sell well and serve well.

The barb wire manufacturers in the United States have had several meetings during the month past, and their efforts to effect a combination on the basis stated in the January number of Farm Implement News, have so far been successful. Their negotiations with the Washburn & Moen Manufacturing Company have progressed favorably, and it looks now as if the Columbia Patent Company would soon be in full control of the barb

wire trade. Unlike the National Harrow Company, the stock of the Columbia Patent Company will not be taken by the corporations or companies manufacturing, but each concern will have a representative for that purpose; neither will the maintenance of price be a condition expressed in the licenses or contracts passing.—Farm and Implement News.

American manufacturers of cutlery claim that their trade-marks are being adopted by manufacturers in other countries. Even famous Sheffield cutlers are included in this indictment. No doubt there is policy in such a course for the Americans to adopt, in making their unwary customers think their goods are so superior as to be even imitated by the "infant cutlery industry" of old Sheffield. In reference to the imitation of American trade-marks by unprincipled foreigners, the American Artisan says:—"As some of our readers may be aware, there is a clause in the McKinley tariff bill which prohibits the imitation by foreign manufacturers of the trade-marks of domestic manufacturers. This is accompanied by a recommendation that our manufacturers send copies of their trade-marks to the different ports of entry, to aid in the detection of fraudulent imitations. So far as we are aware, there is no law in operation which will prevent an ambitious member of the embryo American Tinned-plate Association from turning out inferior brands of tin-plate and stamping the same with one of the world-famous brands of a Welsh manufacturer, unless the brand of the latter is protected by registration under the trade-mark law. Hence the foreign makers of tin plate have in most cases sought this protection."

Soap and water are cheap, but soil on goods is expensive.

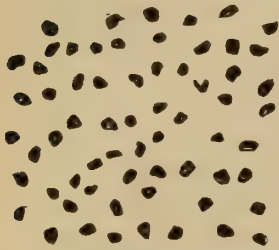
A feather duster disperses but does not remove the dust from the store.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

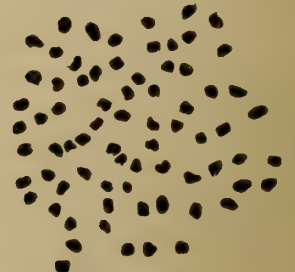
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

UPHOLSTERERS' HAMMERS.

Mr. R. Dennis, manufacturer of specialties in wire and iron, London, Ont., has introduced to the trade a new style of hammer for upholsterers. It is forged from the best quality of cast steel, is finished in a superior manner, and is made with or without handle. Dealers should write for prices. A cut of this hammer is shown on page 15.

FRAUDULENT USE OF BUSINESS CARDS.

The following communication, signed "West Country Manufacturers," appears in a late issue of the Ironmonger. It exposes the fraud some unprincipled parties practice by using a business card to procure low prices on any order they give. No doubt manufacturers and jobbers in Canada have suffered by such misrepresentation, and for their benefit we appropriate the following:—

"Some correspondence as to the abuse of trade-cards has lately appeared in your columns. We have to-day come across a case which should be made public, in order that manufacturers may be placed upon guard. A man known to us as a builder, pure and simple, has sent us a letter of inquiry. His paper is headed '———, wholesale and retail builder and iron merchant.' The man has not the faintest pretence to style himself an iron merchant. His paper is so headed with intent to deceive unwary manufacturers or wholesale merchants. Something more should be required from an inquirer than a trade-card or a piece of note-paper before wholesale prices are quoted. We trust that our experience may make other manufacturers cautious."

The Barnum Wire and Iron Works, of Windsor, have this week shipped some elegant electro-bronze office railings for the following branches of the Canadian Bank of Commerce:—Waterloo Walkerton and Strathroy.

JOHN PETERS & CO.

John Peters & Co., manufacturers' agents and commission merchants, Halifax, N. S., are, in their two-fold character as exporters and importers, doing a large and increasing trade. They do a brokerage business extending over the three maritime provinces, and handle grocers' and hardware sundries. They have excellent frost-proof warehouse accommodation at Halifax, and have exceptional facilities for representing any house in the interior provinces that handles flour, peas, beans, general produce, etc. They aim to add more business to that they are now doing. We recommend them with pleasure and confidence. A branch of their business has lately been opened at Kingston, Jamaica, and the resident manager is the junior member of the firm, Mr. E. B. Richardson. There they will handle, with the exception of liquors, all sorts of products, and will have the most protective storage buildings. The Jamaica addition to their business will make the firm a serviceable medium of trade in many lines that the opening West Indian intercourse will create new customers for.

GOSPEL TRUTH.

The would-be purchaser nowadays does not rush off to the first house he hears of and there place his order. If he is looking for a new thing in an old line, or for an entirely new line of goods, or if he is not an old patron of a house of long standing in which he can place confidence, he takes up his trade journal and carefully reads the advertisements until he finds what he thinks he wants. He corresponds with the advertiser, or goes to see him perhaps, and in either case the responsibility of that man becoming a customer of that advertiser rests solely with the latter. His goods must be right and he must know how to sell them right. An advertisement will not sell a poor article

to one man more than once, and in nine cases out of ten not that often. It is folly to advertise if you do not have something that is wanted by the people among whom the advertising medium you employ circulates. Too many advertisers expect the advertisement to do all the work, while they simply sit still and catch the shekels that they expect to drop to them. They forget that the advertisement is but a herald, an avant courier as it were, and that they must follow up its announcement or challenge to the trade with all the forces of their business acumen and experience. With this combination and a good article to sell they must win.—The Carriage Monthly

The Commercial Travellers Mutual Benefit Society has moved into its new offices in the commercial travellers building, 51 Yonge street, Toronto.

Mr. Thos. Darling, a well known accountant, died on Tuesday at his residence in Montreal. Deceased was born in Edinburgh, and came to Canada 57 years ago. He was 57 years of age, and was, up to 1875, a member of the firm of Wm. Darling & Co. hardware merchants of that city.

The newly discovered deposits of nickel and chrome ores, near Frankenstein, in Silesia, are turning out to be very rich, according to the Berlin correspondence of the London Industries. Herr Krupp has ordered the immediate delivery of 100 tons of nickel ore, 20 tons of which has already been despatched from the mine. Herr Krupp has, it is said, offered 1,500,000 marks for these mines. The discovery of the deposits is an important event in the history of the German iron and steel industry, in view of the rapidly increasing importance of nickel steel.

Restore goods to their proper places as soon after using as possible.

Master the whole business and the way to fortune has been mapped out.

CORRUGATED STEEL FASTENERS.

A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



Chas. Caron, tinsmith, Isle Verte, Que., has assigned.

J. H. Skinkle, hardware and groceries, Carberry, Man., is selling out to George Shillington.

Paulin & Price, dealers in hardware and house furnishings, St. Thomas, Ont., have been succeeded by Price & McMurtry.

The Hamilton Industrial Works Co., manufacturers of wringers, etc., Hamilton, Ont., has assigned to F. M. Willson, Hamilton.

A number of Montrealers are seeking incorporation as the Drummond McCall Pipe Foundry Company, with a capital of \$50,000.

We would call special attention this week to advertisement of Miller Bros. & Toms, Montreal, manufacturers of elevators of every description which appears in another page.

Messrs. Copp Bros., stove manufacturers, Hamilton, Ont., are henceforth to be known as the Copp Bros. Company. They have constituted themselves into a stock Company and control a capital of \$100,000.

Mr. H. S. May, hardware merchant, Huntsville, Ont., has erected a handsome new store in that town. The building is a substantial one, and a credit to Mr. May. He has recently moved his large stock into his new quarters, where he is prepared to attend to the wants of his many customers.

The rolling of cold steel wire is now accomplished with ease, and instead of the wire becoming weakened by the process, practical tests have demonstrated that its tensile strength is nearly doubled. In other words the tensile strength of hot drawn steel is 56,460 pounds to the square inch, while that of cold-rolled steel wire is 105,800 pounds.

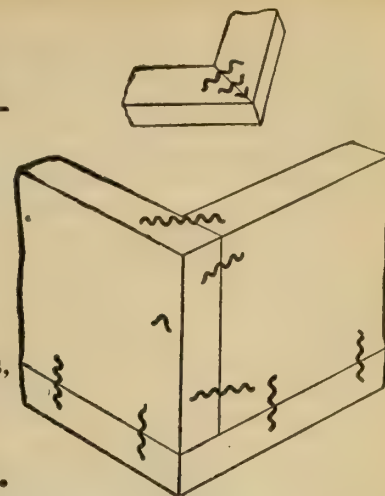
The Ontario deposits of nickel are the biggest in the world. The experts sent by the American Secretary of the Navy to spy out the land reported 650,000,000 tons of ore

in sight. How much there is unseen no one can estimate. As the ore carries say 4 per cent. of copper there is a double value to it. The value of Ontario's known deposits of nickel and copper is in the billions of dollars.

Prospectuses have been issued inviting the public to become shareholders in an Italian venture in a tinplate works, and which is to be built forthwith. This concern has the advantage of having a Welsh and an English tinplate maker on the directorate, and is to be known as the Anglo-Italian Steel and Tinplate Company. The names are Mr. Williams, of the Upper Forest and Worcester Tinplate works, Morriston, Eng., and Mr. A. C. Bright, Hawkwell, Cinderford, Hughes & Chenery are the London directors. The capital is £160,000.

The Barnum Wire and Iron Company completed and set up the magnificent iron store front of the Nasmiths stores on King Street West Toronto, and is said to be the handsomest store front in the city of Toronto. They have also completed the splendid iron grille elevator inclosure for the Board of Trade, Toronto. They have also received an order for another elevator enclosure and an elevator iron grille car for Rice, Lewis & Company, of Toronto. Also an order for a fine grille elevator car for the Dominion Bank of Toronto. These iron cars are now taking the place of the old wooden ones, and are much stronger and have a better appearance.—Walkerville, Ont., Mercury.

"I consider it a great advantage for country hardware dealers to visit the cities where they purchase their goods as often as they conveniently can," said the head of a St. Louis Jobbing house, to Stoves and Hardware Reporter. "He is bound to discover something he would otherwise never hear of and something that would be advantageous in his business. The travelling salesman does his part, but it isn't a bad idea for the dealer to come to headquarters occasionally. If he fails to secure any bargains he will at least pick up a few ideas that will recompense him for his time and money expended in the trip."



THE MONKEY WRENCH.

Many a salesman has puzzled his brains finding out why all ordinary wrenches are called "monkey" wrenches. Probably very few clerks, or even business men, know the origin of this term. It need not be supposed it is so called for its fancied or actual resemblance to a monkey, or because it is such a handy tool to "monkey" with. The truth of the matter is simply this: Mr. Charles Moncky, of New York State, was the man who first introduced this useful device to the trade, and it was he who was the patentee. By this time the civilized world has well nigh lost track of Mr. Moncky, but his production is like the pyramids—still lives to tell of its maker's genius.

A NEW NAIL.

The newest thing in nails is a twisted wire nail which is a cross between a screw and an ordinary plain wire nail.

This idea is of English origin, and it is supposed to represent as great an improvement upon the plain wire nail as that useful invention is over the old cut nail.

As is well known, the common cut nail tears and crushes the fibers of the wood as it is driven in, and its tapering shape destroys the greater portion of its holding power when it is partially withdrawn. The plain wire nail, being pointed and smooth does not crush the wood fibres as the cut nail does, but presses them aside. As the diameter of the nail is the same throughout its length, it fits as tightly and holds as firmly when partially drawn as when driven home.

The twisted wire nail not only crushes the fibers of the wood less than the two other forms of nail, but by its screw shape possesses a much greater holding power than either of the other forms. Quite similar to this screw modification of the wire nail is the recent American idea of making a wood screw that will drive nearly as well as a nail and yet can be withdrawn by means of a screw-driver as readily as any screw.—Boston Journal of Commerce,



PLUMBERS SOIL.

The following receipt for making plumber's soil appears in a late issue of the Metal Worker and for the information of the trade we produce it here: The soil is a mixture of lampblack and glue, made by adding lampblack to very thin glue size and boiling it for a considerable time. The proper proportions and time may be learned by experience, but the general shop practice is to test the mixture from time to time during the process of making by brushing some of it upon a piece of sheet lead. When dry rub hard with the fingers, and if it rubs off or crumbles easily it requires more glue in making. Then bend the piece of lead back and forth several times, and if the soil cracks off during the bending it has too much glue in its composition and more lampblack should be added. An excellent article of soil is now manufactured and sold, so it is seldom made in the shop. When soil is not easily obtained anything that will thoroughly tarnish the metal will answer the same purpose. A potato cut and rubbed on the lead is an excellent substitute, also flour paste carefully made and strained, to which a piece of alum about $\frac{1}{2}$ cubic inch in size has been added to about $\frac{1}{2}$ pint of the paste.

UNITING LEAD PIPE.

What may be found a convenient method of uniting the ends of pipe, the American Engineer thus explains:—Whatever the size of pipe may be, procure a block of hard wood, say four or five inches long and four inches in diameter, bore a hole straight through the centre, so nearly the size of the pipe that the block can be driven on the end of the pipe with a light hammer. If one has a set of auger bits it will not be difficult to select a bit of the proper size to make a water-tight fit. Let the block be driven clear on the pipe, so that the end of the pipe will be flush or even with the end of the block. Now place the two ends of the pipe together and drive the block off one pipe on to the other, until the joint will be at the middle of the block. If the hole in the block is made of the proper size the block will fit so closely that the joint will be water-tight; and if the ends of the pipe are dressed off true and square the joint will be so strong that it will sustain the pressure of a head or column of water one hundred feet high. Iron pipe may be united in the same manner. Should the joint leak a trifle let shingle nails be driven into the wood around the pipe so as to press the timber firmly all around the pipe.

J. L. Wells, plumber, Winnipeg, contemplates opening a branch business at Brandon.

PLUMBERS FOR INSPECTORS.

The movement looking toward the increase of sanitary inspectors for Chicago is an important one, and should receive an honest and intelligent consideration. No one at all acquainted with the extent of Chicago—the remodeling of buildings, the erection of new ones, old ones constructed before the modern sanitary regulations went into effect, continued repairs necessary, and other matters subject to sanitary inspection—can doubt for a moment that an increase of the force is an absolute necessity. The demand for this increase is not only reasonable, but it is essential for the promotion of public health. The sanitary condition of every building in the city should be known, and it is only through competent inspection that this can be learned. If a building be found to be in an unsanitary condition, the cause must be known before the remedy can be applied. The physician cannot cure a disease unless he knows what the disease is. In order to determine this, he makes an inspection, a diagnosis, and can then proceed intelligently to apply his remedies. So, if a building be diseased, the sanitarian or health officer must know what the disease is, the cause, in order to apply the proper remedy. To determine this, he proceeds as the physician, makes a diagnosis, an inspection, determines the nature of the evil, and is then in a condition to proceed intelligently with the proper remedies. Every building in the city is subject to become the patient of the health officer. Every one is under his care. It is impossible for him personally to make inspections. It will be recognized that the increased number of inspectors suggested in the amended ordinance is not more than the importance and extent of the work demand. Double that number could easily be kept busy.

The importance of thorough inspection and perfect sanitary service is not fully understood by many whose official duties call them to provide the means of securing these. It is not sufficient to keep only a portion of the city in a good sanitary condition. The ends of sanitation are not attained if there be one building in the city whose hygienic condition is bad. Epidemics have sprung from one unsanitary dwelling and spread over cities. Not long since a case was recorded where an epidemic of typhoid fever had its origin in a defective joint of a single soil pipe. From one polluted well, from one cesspool, from the defective plumbing of a single dwelling, epidemics of contagious diseases have originated, and spread suffering and death throughout a city. So it may be expected to befall any city at any time. Thorough inspection is the only means of preventing these calamities, and that cannot be had with an insufficient number of inspectors.

If it be admitted that the number of inspectors should be increased, as it surely will be, it may yet remain a question as to what

persons should be selected to fill these responsible and important positions. The amendment suggested provides for thirty-five sanitary policemen, twenty-five plumbing inspectors, thirty-four factory and tenement inspectors, and five female inspectors. The twenty-five plumbing inspectors are thus specified because no provision now exists for plumbing inspectors at all. This provision is a wise one, for it is reasonable to suppose that plumbers are the best inspectors of plumbing. It is their trade and their business to know good plumbing from bad. They do know this, and are the proper persons for this position, and the only ones who should be appointed. It is just as important to have

SITUATION WANTED.

SITUATION WANTED AS HARDWARE
Traveller or Salesman. Thoroughly posted in retail trade. Address, Iron, this office. 12



When writing to our advertisers please inclose the above.

M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

E. R. C. CLARKSON TRUSTEE AND RECEIVER

In affiliation with TORONTO,

JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Window Glass.

We are now booking orders for
Window Glass for

SPRING DELIVERY.

Write for Prices.

WALTER H COTTINGHAM & CO.,

56 St. Peter St. MONTREAL,

practical plumbers for plumbing inspectors as it is to have good plumbing. The importance of having good plumbing, and, consequently plumbing inspectors, will be understood when we realize that nine-tenths of insanitary buildings are caused by defective plumbing. If a city could procure proper plumbing for every house in it, its security from disease would be increased a hundred fold. The ideal city is one whose sewerage and house-drainage is perfect. There is nothing in the whole range of sanitary science so important as good plumbing. To secure this, it is absolutely necessary to have the plumbing inspected by inspectors who know what good plumbing is. If practical plumbers do not know, who does?

The Sanitary News is supposed to go further than the amendments go, and suggest that one-half of the thirty-four tenement and factory inspectors should be practical plumbers. In fact, a knowledge of plumbing should be a qualification in favor of any sanitary inspector.—Sanitary News.

A CUTTING PLUMBER CUT UP.

If we are to judge from the following poem that appeared in a recent number of the London Plumber and Decorator, the practice of cutting prices on plumbing work below the point of profit is not confined to this country alone :

A cutting plumber once we knew—
And what we now relate,
Perchance will tend to keep a few
From sharing his sad fate.

Day after day he rushed about ;
But wore himself away,
Trying to make a living out
Of work that didn't pay.

In always quoting very low,
No money did he win ;
So after getting out the work,
He thus was taken in.

A profit small he thought he'd make,
So toiled with all his might ;
And go so very wide awake,
He couldn't sleep at night.

As each week closed, it came to pass,
Collecting he'd begin ;
But though he had no end of brass
He couldn't get the tin.

And as the years went rolling by,
His balance smaller grew ;
Until one day we heard him sigh :
"Whatever shall I do?"

"I think 'tis strange, alas ! but true,
The needful I should lack ;
Though I've more work than I can do
My money comes not back.

"I fear the prospect is not bright,
"To struggle is no use."
And as he felt his funds get tight,
He went upon the loose.

He sought for comfort in the cup,
A rope put round his crown ;
So after feeling quite cut up,
He had to be cut down.

MORAL.

Our readers please a warning take,
And don't do work for fun ;
Just see that you fair profit make,
And ne'er long credit run.



Keith & Fitzsimons

MANUFACTURERS

GAS FIXTURES, ELECTROLIERS, BRASS GOODS.

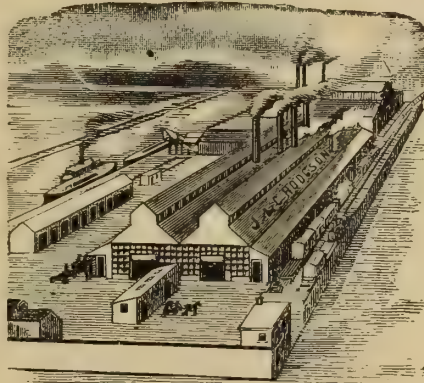
111 KING ST., TORONTO.



BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE : H. D. SIMMONS,

Our name is stamped on every pipe.

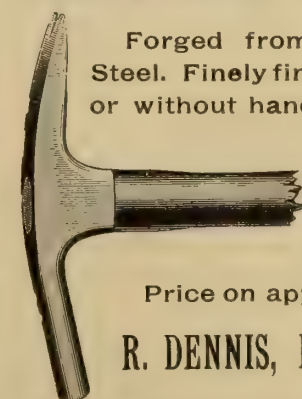
74 York St., Toronto.

A modest plumber boy opened a \$10,000 guaranteed burglar proof safe a few days ago, on a wager, in three minutes. Then they turned him out, set a new combination and invited him to try again. This time he got the big doors open in two minutes, without defacing the lock. The County authorities up in Dakota, who own the safe, now refuse to pay for it, and the manufacturers have taken a dislike to the plumber boy.—Stoves and Hardware.

A new problem has appeared on the horizon of the electrical manufacturer. He has seen the need of the dynamo, the stationary motor, the railway motor, the welding machine, and the hundred modifications as to the uses of these machines. But now comes the need, or at least the need is growing daily more apparent, for a modification of the form or method of assembling these standard forms of apparatus to meet certain strange requirements of transportation. Hitherto unless the trackless ravines and mountains now become important as possible possessors of valuable water-powers, which through the mystic agency of electricity can be put to some use, one, five, ten, or more miles distant. Thus the need arises, on the other hand to put this electric apparatus into such shape that its usefulness may be a benefit; for all the showings made on paper of wonderful results in economy in the employment of electrical transmission of

isolated water power go for nothing, if the apparatus is so constructed that the means of transportation to the water-power, or point of its application, are inadequate. Numbers of instances are coming to light daily wherein mule transportation alone can be employed. The average load in concentrated form which can be put on a mule is in the neighborhood of three hundred pounds. Consequently the manufacturer must so construct his apparatus that no one part shall weigh over this amount.—American Manufacturer.

UPHOLSTERERS HAMMERS



Forged from best Cast Steel. Finely finished. With or without handle.

The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.





A PECULIAR DISCOVERY.

Under some conditions, sheet-zinc, when in direct contact with brick-work, suffers, as we described some years ago, to an appreciable extent from rapid corrosion. It has been found in the Berlin city market halls that a portion of the zinc-work supported upon brick walls was deeply pitted at a number of places, this being particularly the case where the metal was close to the bricks. Chemical examination of the bricks showed that they contained as much as 1.14 per cent. of soluble salts, capable of producing the destructive effect in question, and stimulated to more energetic action by moisture. The proportion of such salts of course, varies with different kinds of bricks, while in some there may be nothing to induce any such corrosion. Lead also undergoes considerable changes in some lime mortar brick-work.—London Engineer.

SHOW WINDOW DECORATION

Windows in stove and tinware stores require as much attention as in any other branch of trade, and we offer the following hints as to how a window may be made attractive with little expense attached. For instance, fill the window with stove pipe and attach a card with this notice:

"You do not have fits when you put our Stove Pipes together, as it is the Pipe that has the 'fits.'"

There would be little use in having the card and pipe in the window for a decade—a week would be long enough. If the boys in the shop have some spare time a collection of tin cups could be made, from as small as the tinner can make to one of "jumbo" size. These cups being arranged in their order will be sure to attract attention. A small cook stove could be put in the window, and everything arranged as though the window were a kitchen. If the figure of a woman could be secured, and this supposed person be made to appear to be engaged in cooking, there would surely be a crowd in front of the store for days together.

After the tin cups have ceased to be a novelty some other articles of tinware could be selected for similar display. Almost every tin shop has wash boilers from 7 to 10 inches. By making two or three smaller sizes of boilers, and putting the collection in the show window, the desired effect will be sure to be produced using this article. The large dry goods stores have men called window dressers, whose duty it is to arrange the

show windows, and the passer-by each day observes a new display. Not only that, but the windows are often kept lighted after the store is closed, so those who pass can see what is to be shown. Similar ideas will pay in the stove and tinware trades. A little study and originality will accomplish wonders.

WHAT ARE CALLED TERNE-PLATES.

So many errors get into print regarding the nature of tin products that F. Lynwood Garrison writes, in his little pamphlet on the "Manufacture of Tin Plate":—

"It would seem about time the public was informed that what is usually called tin is simply sheet iron coated with from 2 to 5 per cent. of that metal, and that few or no articles of commerce are made of the pure metallic tin itself. When the iron sheets are coated with an alloy of tin, and from 25 to 60 per cent. lead, they are known as terne-plates, and have a dull leady appearance as compared with bright lustrous tin plate. Terne-plates are usually used for roofing purposes, and are not unfrequently sold as tin plate pure and simple. When used for purposes other than the preservation or preparation of foods, terne-plate usually fulfills its requirements quite as well as tin plate, and has the great advantage of cheapness."

There is also a popular misconception, writes Mr. Garrison, as regards galvanized iron, which is simply iron coated with metal-

lic zinc by being immersed in a molten bath of that metal. There does not seem to be any galvanic action whatsoever taking place during the operation, it is an alloying of the iron and zinc pure and simple.

SEEKING A STOVE TRUST.

There are still some indications of life in the stove trust, the promoters who went away baffled from the direct negotiations, having returned to the charge with the proposition to buy out the three great institutions of Detroit—the Michigan, the Detroit and the Peninsular factories. An envoy of these firms, the president of one of them, returned from Chicago yesterday, whither he went for the purpose of meeting promoter W. A. Vincent, of Springfield, Ill., who has general charge of the trust. It is expected that the proposition of purchase will be laid before the officers of the Detroit manufactories to-day and the subject discussed in all its bearings.

It is pretty generally understood that the trust has succeeded in securing all the principal manufactories of stoves outside of Detroit, and that if the Detroit people do not join the procession they will ultimately have to fight it. It is also asserted that the Detroit factories overcloud the various factories in different parts of the United States, having such strength as to enable them to place a better article of manufacture at the current prices of home made products of other city shops in their own home markets. Added to this is the fact that trade is generally dull, and while this does not materially affect the Detroit houses, it is seriously pinching all but the financially strongest of the houses of other cities.—Stoves and Hardware Reporter.

MILLER BROS. & TOMS,

SUCCESSORS TO
(Miller Bros. & Mitchell)
ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—
SAFETY ELEVATORS, Hand, Steam,
Hydraulic and
ELECTRIC
for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

Coppered Steel Spring Wire.
QUALITY GUARANTEED.

Made specially for Spring Makers.

Manufactured by

THE B. GREENING WIRE CO., LTD.,
Hamilton, Canada.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

If orders are now sent in with specifications we can supply in good time the latest improved Milk Can Trimmings with wide hoop and patent cover and Tinned Iron for the same, also Creamery Can Fixtures with the new patent Jersey gauge (which requires no putty).

We also have all kinds of Creamery Gates, Sap Buckets, New Galvanized Steel Buckets, good stock of Embossed Ware, in fact a heavier and more varied stock of tinware and house furnishing supplies than ever at prices as low as any.

Early orders, not necessary for immediate shipment, solicited.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



MONTREAL MARKETS.

MONTREAL, Feb. 12, 1891.

The markets for different lines of heavy material have shown very little change during the week, and there is an entire absence of any features that would induce any. The only factor in the way of business in a wholesale way, has been the activity in tinplate which continues firm, and some descriptions are so well cleared up now that they are not to be had at any price. Coke for instance is entirely off the market, and the same may be said of some particular sizes of charcoal. In pig iron there is no business to note, nor is there in other allied lines, the general tendency being easy with buyers indifferent. Chemicals encounter a slow movement, and there is an absence of orders in the way of spring shipments, which makes matters duller than otherwise, and the same remarks apply to oils and naval stores. On the whole there is no doubt that the approaching general elections are having the usual effect on trade, attracting attention, etc., etc.

IRON AND HARDWARE.

There is but little to note in connection with this market as regards the situation locally, except in one particular. This particular is tinplate, which is the only article in which there has been anything doing during the week. In it, however, considerable activity is to be noted, and irrespective of the jobbing movement some 1,000 boxes in the aggregate have been turned over in a wholesale way at full figures. All this business has been in charcoal, as there is now positively no coke on the market, and it would cost fully \$4.80 to import it. Hence it is impossible to quote it, and the same has to be said of some particular sizes of charcoal which have also been cleaned off the market, and are not to be had at any price. We quote \$4.75 to \$5.25, and stocks are being rapidly depleted. In pig there is no business of consequence to note since the sale of 200 tons Carnbroe to which we have already referred. We learn that this purchase was made by a firm of Montreal manufacturers who have secured the contract for the water pipes for the electric and water power company, who are to locate on the Bockriver. Otherwise there is nothing to note locally. Advices from primary markets continue of the same tenor. There are still 30 quotations from the other side on any brand of makers iron, except Eglinton, which is quoted at a recovery of 6d. from the one shilling decline noted last week. Other makers brands are not quoted and there is no definite news yet as to the date on which the various furnaces will blow in. Even when they decide to do so it will take six weeks before they are ready for work, so that with even an ordinary consumptive movement prime brands must be pretty scarce now and will be lighter as time proceeds. The stocks in public store also are considerably less than last year, and if

they were not they could have very little effect in the position of best brands for they are constituted solely of Dolmellington, Eglinton and Carnbroe and even then they have been called over so frequently that the residue must be pretty poor. In the face of these facts it is hard to understand the unsteady feeling of the market and the only possible solution is to attribute it to the recent monetary stringency. As it is however the market is just in that position where it is susceptible to a sudden change, if the necessary factor is only forthcoming. At the moment it is wanting, and buyers generally appear to be actuated by a very indifferent feeling. In other lines there is nothing particular to note. Bar iron is as before and tin copper and other metals are on the easy side.

NAILS.

There is nothing to note about this market in the way of business except an odd jobbing movement. After a long period of indecision however, makers this week resolved upon a change in the list price, and contrary to the expectations of some decided on Tuesday on a cut of 10c. bringing it down to a \$2.40 basis. As jobbers have been doing business at this all along, however it will affect the market a little.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 40
8 dy to 9 dy, " " "	....	2 65
6 dy to 7 dy, " " "	....	2 90
4 dy to 5 dy, Am. pat	....	3 15
3 dy, hot cut, per keg, Am. pat	....	3 90
3 dv fine hot cut, " "	....	5 40
4 dy to 5 dy, cold cut, Can pat.	....	2 90
3 dy, cold cut, " "	....	3 40
2 dy, hot cut, nails " "	....	5 60

	Steel Cut Nails	Wire. Nails.
10 dy to 60 dy, per keg	.....\$2 50	\$3 15
9 dy " " " " " " "	.....2 75	3 45
8 dy " " " " " " "	.....2 75	3 70
7 dy " " " " " " "	.....3 00	4 00
6 dy " " " " " " "	.....3 00	4 30
5 dy " " " " " " "	.....3 25	4 30
4 dy " " " " " " "	.....3 25	4 60
3 dy " " " " " " "	.....4 00	5 50
3 dy fine " " " " " " "	.....5 50	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	2 97
6 dy @ 7 dy, " "	.....	3 47
8 dy @ 9 dy, " "	.....	3 15
10 dy @ 30 dy, " "	.....	2 90
Cut spikes, " "	.....	2 45

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 70
1 " " " " " " "	.....	4 10
1 ½ " " " " " " "	.....	4 40

Finishing nails 65c. per keg over same size hot cut, viz., from \$6.35 for inch to \$3.40 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.35 for 1-inch to \$3.15 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.85 for 1-inch to \$3.65 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

This market continues dull; in fact if a small jobbing movement is left out of consideration, there is nothing to note in the way of business. Buyers seem to be actuated by an indifferent spirit, and the consequence is that they are taking only what they absolutely require, and no more. The tone as regards values is firm, and there are no

changes to note. Bleaching powder is stiff, and it is the same with Bicarb soda, and now \$2.50 is the very best figure at which business can be done in it. In fact all heavy chemicals are firm and likely to continue so, as the tenor of advices from primary markets is all that way. Very little is being done in this connection in the way of ordering fresh supplies, business in this respect being exceptionally backward this year.

PAINTS AND OILS.

There is only a jobbing movement to note on this market and consequently there are few noteworthy features. Several lots of oil were offered successively to different firms at tempting terms it is understood, but nothing could be done as buyers would take only what they saw an immediate outlet for. Prices rule nominally unchanged. Cod oil is the same 40 to 45c. and the same may be said of refined seal in which there has been some jobbing business at 57½c. Castor oil runs about the same while cod liver meets with a quiet jobbing enquiry at steady figures. In leads prices are nominally the same as follows: White, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4 to \$4.25; dry white, 6 to 6½c.; do. red, 4½ to 5c.

GLASS.

This article shows no change and there is only an ordinary jobbing movement to note at unchanged prices. We quote \$1.50 to \$1.60 for first and second breaks.

NAVAL STORES.

The only new feature in this market has been Turpentine, which has, as already noted, shown a firmer tendency, and this week some business has been done at an advance, but we still quote the old figure 60c. to 61c., although it is more than likely that before the end of the week an advance of 1 to 2c. will be fully established as advices from primary centres all tend that way. Stocks here are light also, and it is natural therefore that they should be firmly held. Other lines are without feature as there is practically no business to note. We quote as follows:—Turpentine, 60 @ 61c.; rosins, \$2 @ \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7@10c. for white; oakum, 5½@7½c.; and cotton oakum, 10 @ 12c.

CEMENT AND FIRE BRICK.

There is very little doing in cement at the moment, and in the absence of any important movement prices are more or less nominal. We quote \$2.45 to \$2.75 as a basis, the outside for best English brands which are in limited supply. Firebricks encounter an ordinary demand at \$25 to \$30 per 1000.

PETROLEUM.

The market remains in an unsettled position and although crude remains firm some jobbers have been indulging in further calling recently. In fact it is claimed that lots have changed hands at 15c. or less. American continues steady and unchanged. We quote:—Canadian 12c. at Petrolia and 15c. at Montreal, American 23c., American benzine 23 to 25c. and Canadian 14½ to 15c.

-: SAPOLIO :-

SEND FOR

1891

PRICE LIST.

JUST OUT.

EMIL POLIWKA & CO.,

36 Front Street, Toronto, Ont.

DOMINION AGENTS.

TORONTO MARKETS.

TORONTO, Feb. 13, 1891.

In the leading departments of the metal trade business this week has been lifeless, although there have been a number of inquiries which augers well for the future, the general impression is that consumers would do well to make arrangements at once for their spring requirements as it is generally believed that prices will improve ere long. The only article at all buoyant at the moment is tin plates. In manufactured goods a few variations have taken place in prices, and discounts as compared with a week ago. Trade has been fairly active in most lines. In nails there is a strong desire on the part of manufacturers and wholesale merchants to work more harmoniously in this, the leading line which has been handled without profit to almost every one in the trade whether wholesaler or retail merchant. It is, however, a most difficult matter to regulate the latter vendor, owing to the close competition many of them are disposed to make a leader of this article to catch customers, and they not unfrequently sell below cost to give customers the impression that all their wares are at correspondingly low figures. It is to be hoped that steady prices will be fairly established so as to avoid the constant friction among the manufacturers.

IRON AND STEEL.

Bar iron settled down to a lower basis, and there are now few if any sales at over \$2.25. Pig is moving slowly. Representatives of British houses have been offering lots to arrive at close prices, but buyers are indisposed to place orders at almost any figures. Most of them will reduce present stocks to the lowest possible quantity before reordering. Carnbroe stands at \$23.75 to \$24; Middlesboro' at \$22; American brands at \$23 for foundry and at \$23.50 for Southern.

COPPER.

The market is steadier, with rather better demand. Stocks here are light and prices somewhat irregular. The range of values, however, is the same. A five ton lot sold at 14¼c., and there have been other sales at figures which have not transpired. In smaller quantities a single ton sold to-day at 15¼c. Cables show that London prices have recov-

ered part of last week's decline, the latest quotation for spot now being £52 17s., and for future £53 5s.

TIN.

Ingot tin is quiet and steady. No transactions have occurred here that are worthy of recording. Local prices remain at 23 to 24c. as to quality. Cables are higher, the prices in London now being £90 15s. for spot and £91 5s. for future.

LEAD.

The market continues dull and weak. Cables are 5s. lower, London quoting £12 5s. on best soft Spanish. On spot sellers have not made concessions in prices, excepting large quantities. Pig is selling at 3¾ to 4c., and bar 4¾ to 5c.

ZINC AND SPELTER

Spelter has declined ¼c. in sympathy with the American markets, domestic now being 4¾ to 5c. and foreign 5¾ to 6c. Spelter is cabled at £23 10s.

ANTIMONY

Quiet but firm at the recent decline. Cooksons is now moving at 19½ to 20c. and other brands at 17½ to 18½c.

CANADA PLATES

Demand is very light and prices are nominally unchanged.

TIN PLATES.

The market is firm both here and abroad with an active demand. Cables report a still further advance in quotations, cokes now being quoted at 18s. On spot the market is firmer, and good merchantable brands cannot be had under \$5.50, with cheaper grades at \$5.25.

PAINTS AND OILS.

Prepared paints have been moving more freely. Prices are steady. The inquiry has been mostly for small lots but a few large orders have been booked for March 1 delivery.

Oils are firm with an advancing tendency under light offerings and a more active demand. Linseed oil is stiffer at 65 to 66c. for raw and 68 to 69c. for boiled.

Turpentine dull but firm at former prices.

LONDON LINSEED OIL MARKET.

LONDON, Jan. 29.—During the past week, the market has developed "tone," there being an inherent firmness in Linseed Oil, altogether apart from the outside circumstances generally ruling the market, viz.: the supply of Linseed, price of silver, etc.

At the same time there are "two prices" in the market, viz.: The quotation of the 'Crack' crushers who are already fairly booked ahead, and who are inclined to hold off business for the moment, and the quotation of the "Hull," and other provincial crushers,

who are ready to accept prompt orders oftentimes fully 1½ to 3d per cwt. under the quotations of the best and most reliable brands.

Business remains quiet, owing to the navigation, not yet having been completely opened up, but an advance of fully 3d. per cwt. has resulted on the week, prices at the close showing a strong upward tendency.

As accounting for the scarcity of oil, we would point out, that it pays the crushers far better to crush Cotton oil, there being a very full demand for the cake for feeding purposes—the supply of cattle "offal" being now small—bran selling as high as £61. Hitherto it has been the custom of the mills to crush about one-third cotton seed to two-thirds linseed, but at the present time the proportions are exactly reversed.

Supplies of seed are practically unchanged, but importers are very cautious about selling ahead, regarding the present position of the Silver Question as deceptive, and that the American speculators are only at present lying quiet, preparatory to attempting a fresh boom. Transactions with the Canadian market in oil continue limited, but operators largely interested in the export trade, are reported to be buying extensively ahead. To-day's quotations are as follows, f. o. b. London, p. cwt.: January-February, 22s. 9d. to 23s.; February-March, 23s. to 23s. 3d.; March-April, 23s. 3d. to 23s. 4½d.

OLD MATERIAL.

The market is quiet with prices the same as those quoted a week ago. Dealers paying prices are:—No. 1 heavy scrap, 65 to 70c.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

eow

GEM CREAMER GAUGE

Cannot Leak!

Easily put on!

FULL SETTS OF CREAMER TRIMMINGS.
CREAMER TAPS.
MILK CAN TRIMMINGS.
TINNERS' TRIMMINGS OF ALL KINDS.
PRESSED MILK PANS.
STAMPED WARE, full assortment.

WATER COOLERS.
SPRINKLERS.
TOILET SETTS. FLY TRAPS.
AGATE WARE. GRANITE WARE.
HARDWARE NOVELTIES
HOUSE FURNISHING HARDWARE.

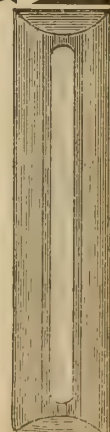
THOS. DAVIDSON & CO.,

Agents in Western Ontario for Chown & Cunningham Co.,
Manufacturers of stoves.

TORONTO: 11 Front St. W. MONTREAL: 474 St. Paul St.



Front view.



Back view.

MARKETS—Continued.

per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 50 to 60c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

As the daylight lengthens the oil trade shrinks. There is therefore a lighter business now being done. The only other change is an easing of the price of Canadian, which now quotes 15½ to 16c.

HIDES, ETC.

HIDES—Are still dull, but rather better than last week. They quote at 5 to 5½c. for green, and 6c. for cured.

SKINS—Are \$1 to \$1.40, and the supply is limited.

TALLOW—Is 2c. for rough, and 5½ to 6c. for refined.

WOOL—Is nominal at 20c.

RAW FURS.

Trade is getting dull as the weather continues moderate and the winter approaches its close. The prices have been steady though for raw furs. They quote at: Beaver per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, Feb. 12, 1891.

No important changes have taken place in any branch of the iron or steel trades the past few days. Orders for finished productions are almost uniformly on very conservative lines, and hardly up to the average volume for the season. Operations in crude materials are also devoid of spirit, while inquiries contrast in no marked degree with the general run previously this month. Despite the quiet condition of trade, there is little pressure to sell in any quarter, however, and prices are quite steady nearly all along the line. Negotiations are pending for a large block of forge iron, presumably for pipe-making. This aside, there is little if anything more than the routine demand, and the position of the market is practically the same at the present time as it was a week ago. Northern brands are quoted at \$17.50 to \$18 for No. 1, \$16 to \$16.50 for No. 2, and \$14.75 to \$15 for No. 3. Good Southern brands range between \$17 to \$17.50 for No. 1 foundry, \$15.50 to \$16 for No. 2 do., and \$14 to \$14.50 for No. 3. Bessemer pig is selling at \$15.50 to \$16.50 at furnace. On spiegeleisen and ferro-manganese there is no change, the demand being very moderate. Twenty per cent. spiegel may be quoted at \$19 to \$19.50, and 80 per cent. ferro-manganese at \$62 to \$64 here. Old iron finds slow sale, and the demand is without improvement. Latest transactions were at \$22.50

for tee rails and \$21.50 for No. 1 scrap f.o.b. cars at Jersey City. In steel rails no important new business comes to notice, and buyers are holding back as though determined to test the solidity of the manufacturers' combination. The prices quoted are \$30 f.o.b. Pennsylvania mills and \$31 at Chicago.

COPPER.

The copper market is without change. No new export business or demand comes to the surface, and, while home manufacturers are said to be securing more orders for their productions, purchases of crude material are made very cautiously. The nominal price of 15c. is still quoted by the large Lake Superior companies for ingot, but outside lots may be had at 14 1-2c., possibly at a shade less. Arizona is valued at 12 3-4c. and for common casting brands the range of 11 1-2 to 11 3-4c. is quoted.

TIN.

Prices for pig tin have ruled somewhat higher in the London market. This rise has served to stiffen values somewhat in the local market, but the actual advance is small and the heavy stocks here operate as a check upon the influence of the higher prices in the foreign market. Speculation is very slow and purchases by jobbers and consumers are unimportant. At the close 20.10 to 20.15c. net cash was quoted for 10-ton lots, and 20 1-4 to 20 3-8c. regular for jobbing quantities.

PIG LEAD.

Offerings of pig lead have been unimportant and sellers still make more or less showing of firmness. The demand is slow, however, and purchases of more than carload lots are the exception. Spot parcels are quoted at 4¾ to 4.40c. but 4.35c. is accepted for single carloads for shipment.

SPELTER.

Prime Western spelter is offered at 5.05c. for early shipment without leading to business of any importance. The demand is very slow and carload lots would not bring over 5c. on the spot.

TIN PLATES

Dealings in tin plate have been only fair and prices have undergone no change of importance. We quote prices as follows: I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.75 to ..; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.65 to; Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.25 to; Dean grade, 20x28, \$10.50 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$10.00 to; I. C. Coke—Penlan grade (iron), \$5.40 to \$5.45; J. B. grade, 14x20, \$5.55 to; I. C. Bessemer steel, 14x20, coke finish, \$5.45, I. C. Siemen's steel, coke finish, \$5.50 to; I. C. Bessemer steel, squares, \$5.55 to basis; I. C. Siemens steel, squares, \$5.65 to \$5.70 basis.

Not long ago South Africa had to import all the coal she used, but now, it appears, she mines all the coal she wishes for her own consumption, and exports the surplus. The reason is that the coal fields of Natal have increased their output to a remarkable degree. The railroad managers say they are saving \$250,000 a year by using coal that is produced at home.

THE TRADE IN FREEZERS.

While we have had so far a winter somewhat mild and even, the cold weather has been conducive to a favorable ice harvest. In Europe the season has been characterized by extreme cold weather, violent storms and heavy snow falls, bringing skates and sleighs into active demand. But though all this may be true in a direct sense, there is a future result of this so far favorable winter, which will tend to interest those whose sale of goods depend in a more or less degree on a "good old fashioned winter" as well as a tropical summer. We refer to the makers of ice cream freezers. This favorite delicacy is as well known in the household as patent medicines, and the trade in freezers is becoming a general one throughout the country.

Good ice cream can be home made as well as anything else, and every family should possess a freezer to supply its needs. The jobbing trade keep well supplied with the leading machines, and dealers should be on the watch to have a stock of freezers in time for the trade when it opens.

Ryland's Iron Trade Circular of January 24th last, commenting upon the tin-plate outlook, says: "Tin-plates continue in strong demand and appear likely to do so for some time to come. Prices are firm at late levels with even an upward tendency, and for May and June delivery advanced prices are asked. Tin-plate makers are now doing exceedingly well, and with cheap tin-plate bars tin-plate making is now the most profitable of any branch of the iron trade. From 12s. to 17s. for IC Bessemer steel cokes is a great rise, and modern improvements at many works have further added to the profits of tin-plate making. Tin-plates are now having their day, and it is probable that higher prices still will be obtained until the United States tariff bill comes into force in July next. Manufacturers of tin-plates have a great deal in hand at present prices, and, whether the tariff be increased or not, we do not anticipate any great collapse of our tin-plate industry."

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

ARRANGEMENT OF STORES ABROAD.

The arrangement of retail hardware stores, is a subject which has received a great deal of attention in these columns for some time past, and from letters which have been received from those who have profited by the suggestions contained in the various articles presented, we feel that our efforts in this direction have not been in vain. The subject is of wide interest both in this country and abroad, and the trade papers in England are devoting more or less attention to it. A recent issue of Ironmongery contains a number of suggestions as to the proper arrangement of the stock of a hardware store, and we present it herewith as of forcible interest to our Canadian readers:—

This is a subject which appears to us not to have received the attention it deserves—probably because of the obvious difficulties which its discussion involves. The numberless variations in the size and style which are presented by shop architecture make it a subject of the greatest difficulty. Still, it may be assumed that general principles may be laid down, which, while they must necessarily be varied to meet special circumstances, may be found of some practical value. For the purposes of this paper, we will then assume a shop of the usual type, with a frontage of two windows, and the entrance in the center, containing a counter down one side with drawers under it, and range of ordinary fixtures behind, and, if our readers like, a showroom or warehouse behind or above. It is probable, however, in the majority of cases, that several smaller warehouses have from time to time been brought into requisition, as the expansion in the volume of stock has required it, and in this case the same principles will hold.

We begin, then, with the shop itself. It will be clear to the merest tyro that some system of arrangement is absolutely essential in order that the law of association may be exercised to enable the ironmonger to lay his hand at once upon any required article; hence every ironmonger will, as far as possible, group goods of a kindred character. He will, for instance, keep all his brass foundry together, and on no account allow it, as some slovens do, to be mixed up with a heterogeneous collection of black goods; and he will also extend the principle and arrange according to their classification the various sub-sections of each class of stock. Thus, assuming that he has a range of fixtures extending behind and running the entire length of his counter, he will find them the most convenient depository for his brass foundry and parcel goods generally, placing the first-mentioned nearest the door, because of their lighter and more attractive appearance, and the last-named at the further end, making a clear line of demarcation between the two. He will then arrange the brass foundry in sub-sections, not

mixing up rack pulleys, and curtain rings, and fancy nails, and numerous other goods in inextricable confusion; but having a clearly defined space for everything, sash fasteners, for instance, occupying one division, rack pulleys another, and patent blind furniture another, and curtain rings and picture rings and all other articles being grouped in such a manner that to know where the leading article of a section is placed is to know where all the others are. Now, as to the method of keeping the stock, we are strongly in favor of the steel-bound cardboard boxes, which for convenience, attractiveness and cheapness are to be highly commended. Everybody has seen how untidy the best kept shelves will in course of time become, as parcels have been frequently opened and their contents gradually abstracted, to say nothing of the considerable time involved in unwrapping and wrapping up, and the not inconsiderable expense of paper and twine. This is all obviated, once for all, if these boxes, which have a most neat and attractive appearance, are used, and they can be procured of any size required, so as to fill conveniently any sized division of the fixtures.

Thus take for instance, a dozen rack pulleys; let one be fastened on the outside with tin copper or brass wire, and put the remainder in their tissue paper inside, marking the number, cost and selling price inside the lid, and the article is permanently faced. The customer sees at once, while yet upon the shelves, the article he requires. It is taken from the box, the lid replaced, and the box is back upon the shelf in less time than a parcel can be opened. There is an enormous advantage in this, especially on busy days, or when a long "fiddling" carpenters' order is being filled, as every one who has seen the pile of open parcels littering the counter or floor, will admit. Another great advantage offered by this system is that its very neatness inculcates a pride in having the remainder of the stock kept with such care and orderliness as not to destroy the tout ensemble. The expense need be no objection as the entire cost of boxes, for fixtures of, say, 16 x 6 feet, would not exceed £3 or £4, and once provided they will last in good condition for many years. This, then, deals with that portion of the brass foundry and black ironmongery which is exposed for sale on shelves. The spare stock should be kept in their original parcels in the warehouse or other convenient place. The arrangement of tools is a most important point. Where at all possible, a window should be specially reserved for these, or a portion of a window distinctly separated from the rest. The window should contain a sample of every tool contained in stock, for it is wonderful with what patience a workman will scan everything in the window until he sees the article he requires; and most ironmongers would find that a thoroughly well-dressed tool window would prove to be one

of the most profitable investments. The spare tools may be kept in any convenient place, but, as far as possible, together, and always in paper, to protect them from the ravages of rust and dust. Such small tools as Lancashire tools, however, would, with advantage, be kept in drawers under the counter, while the remainder are stored in good deep shelves further away. And our advice to ironmongers and assistants is always to sell from the window where possible; notwithstanding the disarrangement and trouble

H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.

Telephone 2164.

REPRESENTING

PECK, BENNY & CO.,
J. & C. HODGSON,
MILLER BROS. & TOMS.

} Montreal.

SHEPARD HARDWARE CO.,
AMERICAN BIT BRACE CO.,
ETC., ETC.

} Buffalo.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:—

Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

HARDWARE

—AND—

Paint and Oil Trade

SPRING SEASON 1891.

Our travellers are now on the road with complete line of samples of

BOECKH'S STANDARD BRUSHES

For Painters, Varnishers, Artists'
Household Toilet and Stable Use.

Please reserve your orders until you see our new lines for 1891.

CHAS. BOECKH & SONS,

Manufacturers, - - TORONTO,

ELECTIC

TUBULAR

this may cause, as by doing this the loss by depreciation of stock is reduced to a minimum.

Cutlery and scissors, excepting where it is absolutely necessary to expose them, as in the window, should be kept under glass cases laid upon the counter or, where these are not available, in drawers. Electroplated goods should always be placed with due regard to light, and may often be made to give a light and cheerful appearance to an otherwise dark corner of the shop. They should always be kept in air-tight and dust-proof cases, as otherwise, unless the sale be very rapid, they will be the source of endless trouble, and considerably depreciate in value. Copper and polished tin goods should be allowed to remain in their original paper, except those examples required for exhibition, and these last should be always, where possible, sold first, and replaced with others fresh from the paper. Great care is required in the treatment of the finer qualities of japanned goods, as they are peculiarly susceptible to the action of air and gas. The display of these should be limited in point of quantity and duration of exposure, and the bulk of stock should always be kept most carefully in the softest tissue, and be contained in cupboard or drawers. Fenders are perhaps best shown in some of the numerous racks which have been introduced for that purpose, and fire-irons, always well and cleanly oiled, as far

as possible should be exhibited in an upright position in a dust-proof case, or, where a case is not available, in properly made bags. For the purpose of effectively showing fenders it is desirable to have a fairly good register stove with a medium-quality marble or slate mantelpiece, in some well-lighted position, with a fender and set of fire-irons in position. This renders it possible to exhibit any fender required in such a position that the customer sees at once its suitability in point of taste or style for the purpose required. The general position to be occupied by glass cases must be determined by considerations of shape and dimensions of shop, the question of light, etc. The great points to be attained are—to make an effective display of stock without incurring more depreciation from exposure than is absolutely necessary, and to have the bulk so placed that it is at any moment available. It is entirely useless to continue month after month the exhibition of samples which have been exposed until all their original freshness and gloss have been removed, and the only sensible and business-like plan is to make a point of selling from the exposed stock and of replacing it with new. This system will have the double effect of minimizing the depreciation of stock, and, what is hardly less important, insure a continual change in the character of the stock exposed, and so produce a more effective general result.

CANADIAN CUTLERY.

Mr. Frank Jones of the Automatic Knife Co. (Limited) of Gananoque, Ont., has had an interview with the Minister of Customs relative to placing certain materials used in cutlery manufacture on the free list. These comprise German silver in strips, steel used for the backs of pocket knives, and knife blades. This company is the first and only one that has ventured in the manufacture of pocket cutlery in Canada, and have thus far expended \$10,000 in appliances to carry out their project. Mr. Jones thinks that to encourage such an enterprise, the government should allow the free importation of the raw material requisite in cutlery manufacture. Minister Bowell promised to have the matter considered.

The total production of pig iron in the United States last year was 10,307,028 net tons of 2,000 pounds, or 9,202,703 gross tons of 2,240 pounds, against 7,603,642 gross tons in 1889—an increase of 1,509,061 gross tons, or over 21 per cent. The production in 1889 was over 17 per cent. greater than that of 1888.

The discovery of nickel-bearing pyrites in New Brunswick is causing some excitement in that part of the country. The mine is said to promise a good yield, and the government will probably aid in extending the preliminary operations, testing the ore, etc., an appropriation for that purpose being allowed by a local law.

THE KING OF LAMPS

Producing an immense White steady flame, sufficient to brilliantly illuminate a space of 50,000 cubic feet.

Holds over a Gallon of Oil. Burns over 10 Hours without Re-filling.

It makes no Smell !

This is due in part to the perfect draft and perfect combustion of oil ; it is also due to the fact that dirt falls off of its own accord—not into a pocket, but off—it has no pocket. NO POCKET, NO DIRT ; No bodies of Insects to fry and stink unseen and unsuspected.

Better than gas or electricity at half the cost.

Does the work of 15 ordinary Lamps and not as troublesome to care for as any one of them. Only one Lamp to fill. Only one chimney to clean instead of 15.

GOWANS, KENT & CO.,

Toronto and Winnipeg.



HARDWARE AND FARM IMPLEMENTS.

"Dealers in farm implements and vehicles were first to add hardware to their stocks," said a travelling salesman to Stoves and Hardware Reporter, "and now the hardware dealers are adding implements and vehicles. It is my opinion that within another decade the majority of those engaged in the hardware business in a retail way will also handle implements and vehicles, and vice versa. There is no reason why they should not do so, for the two branches go well together."

A great deposit of mica is said to have been discovered in British Columbia, near the head of the Tete Jaune Pass.

Mr. A. F. Crier, Toronto agent for the Barnum Wire and Iron Works, returned last Wednesday from a business trip to Walkerton. He reports preparations are being made for the firm's removal to West Toronto Junction.

Rivalry, open, fair, good natured and enterprising, is the life of business.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

GRIFFITH & CO.

(J. MCARTHUR GRIFFITH)
Auditor to the Institute of Chartered Accountants of Ontario, 1886 to 1890.

ASSIGNEE FOR CREDITORS.

Auditing and Business Investigation a Specialty.
London-Canadian Chambers, Bay St., Toronto.
Telephone 1549—Cable "Griffith, Toronto."

GOLDIE & McCULLOCH'S SAFES

Have now a world-wide reputation. Their Fire Proof Safes have resisted the hottest fire in the biggest conflagrations, and their Burglar Proof has repeatedly foiled the burglars; their security is unsurpassed on the Continent. A large stock kept at the warehouse of

GEO. T. BOSTWICK,
24 West Front St., Toronto.

A Second-hand Safe for Sale Cheap.



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

Our new gauge for Creamery Cans is just what the trade have long asked for. Sample order will prove this.

All sizes body stock to suit trimmings. Milk and Delivery Cans made up. Sap Buckets and Spiles.

We make and supply everything used by the Stove and Tinware Trade.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

Toronto File Co.'s Works,

99 NIAGARA ST.

BERTRAM & Co., - Proprietors.



MANUFACTURERS OF

HIGH CLASS FILES AND RASPS,

Guaranteed equal, if not superior, to those imported from England and the United States. Using only special steel, all files stamped Toronto File Co. are warranted to give satisfaction.

PROMPT ATTENTION will be given to letter orders, and SPECIAL DISCOUNT from list price on application.

ADDRESS,

BERTRAM & CO.,
76 Wellington St. W.,
TORONTO.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87

GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.



A WESTERN HARDWARE STORE.

Mr. D. L. Wigle is one of the enterprising hardware merchants of Western Ontario. He has been connected with the hardware business of Amherstburgh for the past fifteen years, and by his strict attention to business, and undefatigable energy, he has placed himself at the head of one of the largest retail hardware establishments of the west. Mr. Wigle has found his old premises not adequate to the need of his growing business, and has purchased new quarters in the town, and built an addition thereto. The new building has been lately opened for business, and the interior displays the most approved appliances and plans for the proper dispatch of business. The stock of shelf hardware, cutlery, and silver plated goods are kept on the first floor of the old building. This is the main store, in the rear of which a space is occupied for office purposes, the two stories over all being occupied as a residence.

In the new building the stock of stoves and tinware is quartered, with the tinshop in the rear. An elevator is here located for the hoisting of goods from the basement to the floors above. The stock of oils, glass, rope, dry colors, and coal oil are kept in the basement, which also contains the furnace by which the salesroom is heated. One of the notable improvements of Mr. Wigle's store, and one which has not been adopted very generally by retail hardware dealers is a railway step ladder. This is attached to the top of the shelving so arranged that goods on the highest shelves can be easily reached, and it can be moved from one end of the

store to the other with the greatest of ease, the person using it not requiring to descend to the floor in making a shift.

The cash carrier system has also been introduced, in fact every facility for the employees in waiting upon customers has been placed in this store. The improvements which have been adopted by Mr. Wigle, are sure to be appreciated by his many customers, and the whole is indicative of that energy and progressive spirit that prevades the career of every successful business man.

TRY TO PLEASE THE EYE.

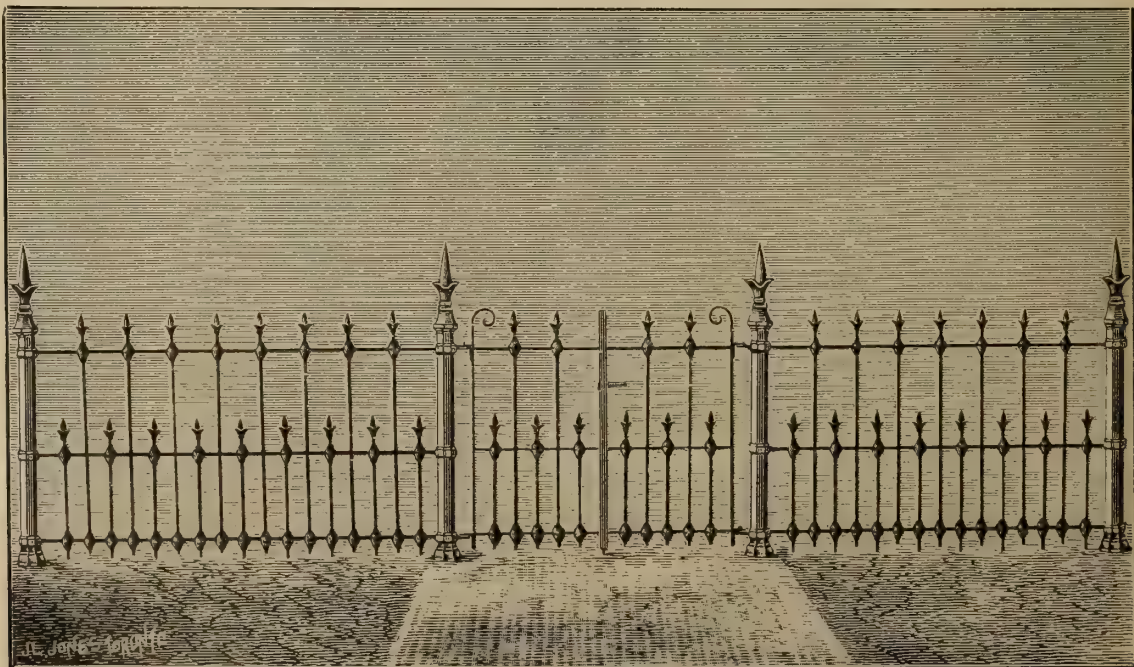
The hardware and stove dealer can afford to copy after the thrifty housewife, who, with rare genius, so arranges her pretty little parlor that when you enter it there is a decidedly pleasing effect to the eye, and one cannot resist the temptation to glance all about the room, though realizing at the time that it is far from conventional to do so. If the visitor were permitted to visit other rooms in the house he would find the same pleasing effect everywhere and the result would be a lasting one upon his mind. The finishing of that pretty home may have cost but a few hundred dollars, while in a mansion just across the street money by the thousands of dollars has been lavished upon the interior of the same, while the costliest works of art adorn the walls and expensive statuary stand half-hidden in the hallways, and the velvet carpets give out no sound as one steps across the threshold of the residence where money is not lacking, but genius and the ability to please the eye is. There is something chilling and repellant in all this grandeur, and one longs for another visit to the cottage across the way. So it is with the

store. Some dealers may argue that hardware or stoves cannot be displayed to as good advantage as clothing, furnishing goods or other merchandise, but they are in error. Leisure time during business hours cannot be better occupied than in arranging the stock so that it will at once attract the attention of the customer when he enters and be pleasing to his eye. True it requires a vast amount of energy and constant watchfulness to accomplish this, but the success that will inevitably crown the laudable efforts of such a dealer will be ample recompense for his labor.

Do not leave the display stock in any particular shape for all time, but change it about and thus secure new effects. In the daily round of business the attractiveness of the display must of necessity be temporarily marred by the taking down of goods for the inspection of the patrons, and when they are replaced is a good time to try some new design in arrangement.

Keep the store scrupulously neat and clean. Because hardware is heavy and fails to possess the colors that go to make a dazzling display, and because stoves must be polished, does not excuse lack of neatness in the store. There is an irresistible something that causes the eye to wander about a room, and the customer who is pleased with the appearance of a store will certainly call again.

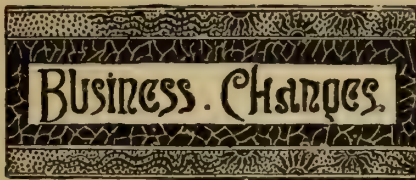
Attractiveness of display in the store also gives out an air of thriftiness that argues well for the dealer. It advertises him as a successful business man. It makes him famous where it pays for him to be well-known. It will pay.—Exchange.



Send for Catalogue.

SHIPWAY MFG CO.,

70-76 Victoria St.,
Toronto,



SALES MADE OR PENDING.

A. A. McDougall, general merchant, Selinah, N.S., has sold out.

W. H. Guild, general merchant and founder, Shubenacadie, N.S., has sold out.

Allan Bros., general merchants, Essex Centre, Ont., advertise their business for sale.

West Toronto Junction—Peake, T. J. L. & Co., hardware, sold out to W. Harkness & Co.

W. A. Broddy, general merchant, Uxbridge, Ont., advertises his stock for sale by auction.

The general store of F. S. Moule & Co., Killarney, Man., has been sold to James Thompson.

The general stock of John G. Peppler, Bloomingdale, Ont., is to be sold by auction on the 18th inst.

The stock of G. A. Weese, general jobber, Toronto, is advertised to be sold by auction on the 17th inst.

D. W. Dulmage, Kirkton, Ont., has sold out his general store to Robt. McGowan, who takes possession on the first of next month.

Ezra Smith, of White Oak, Ont., has bought the store owned by C. Howell, of Glanworth, for \$1,100. Mr. Howell intends studying veterinary surgery.

PARTNERSHIPS FORMED AND DISSOLVED.

Montreal—Leclerc, Pelletier & Brosseau, dissolved.

Halifax—Bates & Roue, glue and latherine manufacturers, dissolved.

Ellis & Cox, general merchants, Brookfield, N. S., have registered co-partnership.

Fink & Co., North Bend, B. C., have dissolved, and are succeeded by Mrs. J. Webb & Co.

New Westminster—Read, H. T. & Co., hardware, dissolved, Geo. Robertson succeeds.

D. McNeil, general merchant, Margaree, N. S., has admitted W. S. Lawrence, as partner.

Balcolm & Parker, general merchants, Nictaux Falls, N. S., have registered a co-partnership.

Amherst—Knight, Wm. Stoves & Co., admitted J. Avar Black partner under style of Knight & Black.

Toronto—Craham, T. H. & Co., manufacturers files and hardware, dissolved, succeeded by Thos. Graham & Sons.

Toronto Plate Glass Importing Co. (not incorporated), dissolved, Wm. Ferguson & Edwin Hill continues, style unchanged.

REMOVALS AND DEATHS.

Reuben Harlow, general merchant, Liverpool, N.S., has removed to Shubenacadie.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

L. Abinovitch, merchant, Montreal, has compromised.

M. D. Lafond, St. Hermas, Que., is offering to compromise.

H. Dickson, general merchant, Sackville, N. S., has assigned.

T. A. Christin, general merchant, St. Jovite, Que., has assigned.

Bannerman & Power, boiler makers, assigned to P. Larmonth.

E. Montgomery, general merchant, Cookshire, Que., has assigned.

David Pettigrew, general merchant, Isle Verte, Que., has assigned.

Ottawa—Automatic Refrigerator Co. (Jas. Gordon, proprietor), assigned.

Louis Bruneau, crockery dealer, Quebec, P. Q., is offering to compromise.

Newmarket—Wright, D. S., tinware, etc., assigned to W. C. Widdifield, Newmarket.

Jeffrey & McDonald, general merchants, Midland, Ont., have called a meeting of their creditors.

A. R. Sutherland, general merchant, Strathclair Station, Man., has assigned.

Wilson & McGinnis, general merchants, Athelstane, Que., have assigned.

Oliver Desmarais, general merchant, St. Francois du Lac, Que., has assigned.

Mrs. W. G. Livingstone, general merchant, Glenboro', Man., has assigned.

Mrs. W. A. Russell, general merchant and inn-keeper, Morris, Man., has assigned.

Arthur Robidoux, general merchant, Pike River, Que., has called a meeting of his creditors.

Meredith Grass, general merchant, Ridgetown, Ont., has assigned to R. H. Greene, Hamilton, Ont.

F. M. Northwood, general merchant, Blenheim, Ont., has assigned to Henry Barber & Co., Toronto.

COMMERCIAL TRAVELLERS
THIRTY YEARS AGO.

We find the following interesting item in a recent issue of the Crockery and Glassware Journal:

"It amuses me," said the white-haired head of a jobbing house, "to hear travelling men nowadays complain of the hardships of the road, the taking of late trains, travelling in cabooses, and such like inconveniences. Lord bless you! they should have seen the drummers of the old days and heard their experiences and then they would have known something about the woes of the travelling man. Thirty years ago I was young, ambitious, full of energy, and went on the road for a jobbing house. When I could not travel by river—and that could be done only by going through a certain portion of our trade—stage coaches and horseback were the only means of travel. Many a cold and weary winters day have I passed in the

saddle, starting out early in the morning, going through snow or rain, fording creeks, and half frozen all the time, until I could hardly dismount when my days journey was over. And when there were no banks or collecting agencies through the country to facilitate the collection of debts, and the drummers had all of that work to do. We traveled with old fashioned valises, which could be used as saddle bags when we had to ride horseback, and these were the receptacles for what money was collected. It was sometimes pretty ticklish work stopping at lonely country taverns with saddlebags filled with good, hard money, but it had to be done. I slept on the floor in a little tavern office one winters night with my valise under my head for a pillow, containing over \$1500 cash. It was a hard pillow, but I felt safer with it there, and slept quite soundly. The drummers of to-day don't know what hard travelling is. They should have frozen or half drowned or starved with us in the old school back in the 50's."

Work can always be found in a store without double-million microscope.

A reputation for truthfulness is indispensable to permanent and satisfying success.



P. DOTY & SON,

Successors to
W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

P. DOTY & SON

Oakville, Ontario.



HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each. 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing, per gross. 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross. 7 50 9 00
" Sewing, " 7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross. 8 00 15 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 25 p.c. off Revised
list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's. 5 50 8 00

" Peterboro. 4 60 13 50

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75

Moulders' " 7 50 10 00

Blacksmiths' discount 35, 40 pc. cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.

Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.

Excelsior—Jennings, discount 60 per
cent.

Jennings' Imitation, list 45, 47½ per
cent.

Jenning's Gen, net list to 5 p. cent. dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.

Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex. 1 25 1 75
Masco. 1 35 1 85

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 5 per cent. to 70

per cent. dis.

Tire, dis. 50 and 10 per cent. to 60 p.c.

Stove, dis., 45 to 50 p.c.

Elevator, dis., 35 to 40 p.c.

Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's. 6 00 7 75

Barber's Ratchet. 10 00 11 00

Farmers' " 2 00 2 75

Millar's Falls. 15 50 29 00

Brackets—Shelf.

Japanese Canadian, per

doz. pairs. 0 50 3 40

Berlin Bronze Cana'n. 0 85 3 20

Broilers.

Light, dis. 65 to 70 per cent.

Reversible, dis., 65 to 70 per cent.

Vegetable, per doz. 1 12 2 35

Henis, No. 8. 6 00

" No. 9. 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Batts—Brass.

Wrought Brass dis. 60, 60 and 10 per

cent.

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 to 60 & 10pc.

Loose Pins, " 60 to 60 & 10pc.

Berlin Bronzed, dis. 70, 70 and 5 per

cent.

Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross. 9 00 10 00

Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 70 0 95

Carpet Stretchers.

American, per doz. 1 00 1 50

Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50

World " 21 75

Daisy, " 24 00

Star, " 18 00

Crown Jewel, per doz. 29 00

Grand Rapids, " 32 40

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5

Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross. 8 50 11 25

Cement.

Portland, car load lots. 2 70

Thorold " 1 10

Queenston " 1 10

Napanee " 1 10

Chalk.

Carpenters' Colored, per

gross. 0 90 1 10

White, lump, per lb. 0 01½ 0 01½

Red " 0 05 0 06

Crayon, per gross. 0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.

Canadian, dis 35 per cent.

Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p c
from factory 60 and 10 per cent.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box. 3 60 13 00

Side. 3 60 4 00

Enterprise, No. 0. 1 35

" No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00

Coil, per doz. 0 88 1 60

English, " 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz. 16 00 51 50

P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis. 20 to 33½ p.c.

Fawcets.

Cork Lined, per doz. 0 30 0 60

Wine, per doz. 1 30 2 25

Star, " 2 80 3 90

Fenns Corkstops, No 2 p. doz. 1 70

Petroleum, per doz. 4 50 6 50

Files.

Kearney & Foote's discount Am. List,

50 & 5 to 50 & 10

Barton Smith, dis. 50 & 10 per cent.

Nicholson's dis., Amer. list, 50, 50 and 5

per cent.

Canadian, dis., Amer. list 60 per cent.

Jowitt's, dis. Can. list, 25pc.

Horse Rasps, Kearney & Foote's dis

Am list, 50 pc.

Horse Rasps, Heller's dis. Am. list, 45

to 50 per cent.

Horse Rasps, Spencer's, dis. Can. list,

33½ p.c.

Fluting Machines.

Each. 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Peerless, discount 45 p.c.

Gem, dis. 50, 50 & 10 p.c.

Fruit Presses.

Henis' per doz. 4 00

Enterprise, discount 10 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Windows.

United Inches—Box Price.

Star. Double

Size. Per Per Per Per

up to 26 50 ft. 100 ft. 50 ft. 100 ft.

inches 1.45-1.50 2.15

26 to 40 in 1.55-1.60 2.35

41 to 50 3.50-3.60 5.45

51 to 60 3.80-3.90 6.25

61 to 70 4.10-4.20 7.20

71 to 80 7.60

81 to 85 8.75

86 to 90 10.95

91 to 95 13.75

96 to 100 16.25

101 to 105 22.00

Pilkington.

Ordinary
1st break. \$3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.
1st break. 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each. 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list.

Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 1 00 3 50

Store door " 1 00 1 80

Chest, per doz pairs. 0 40 2 50

Chisel.

Firmer per gross. 3 00 4 50

Socket Firmer " 3 25 8 00

Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 p.c

Hoe.

C. & B., discount 30 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian, per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 per

cent.

Light T and strap, dis 60, 62½ percent

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000, " 0 60 2 70
Screw, bright, Eng., dis. 40, 5, 45 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 per cent

Horse Shoes,

Per keg 3 60 3 75

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun per lb .. 0 28 0 30

Copper, " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis 50 p.c.

Cabinet, Trunk, and Pad-

lock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list

dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " " 6 00 9 00

Lava, " " 8 75 10 00

Shutter, porcelain, F. &

L screw, per gross \$1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " " 1 87 3 85

King, wood, " " 2 75 2 90

" glass " " 4 00 4 50

All glass, " " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent.

Pawlock.

English and Am. per doz 50 6 00

Scandinavian, " " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carpt'rs', hickory " 1 25 3 75

Lignum Vitæ, " " 3 85 5 00

Caulking, each 1 60 2 00

Matlocks.

Canadian, per doz 8 50 10 00

Meat Cutter.

Enterprise, dis. per cent 20 25

Canadian, 37½ to 40 per cent.

Dixon's, each 1 60 2 00

Woodruff's " " 1 10 1 70

Hale's, " " 1 05 1 50

Hume, " " 13 00 16 00

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to

70 per cent

Nails.

Cut, 3 in. and upwards,

per keg 2 60

Brads & Moulding Nails, discount 00

to 60 and 10 per cent

Wire Nails, 65 to 65 and 10 per cent.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

Square, round and octa-

gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 0 16

Carbon Safety " " 0 18 0 18

Canada W.W. " " 0 20

American W.W. " " 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron

Oil Can, with Pump,

per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 00 3 50

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter 2 25 5 60

Picks.

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian, or American

dis. 50.

Wood, fancy Canadian, or American

dis. 35.

Bailey's (Stan R. & L. Co.) 33½ to 35

per cent.

Miscellaneous, dis. 10 to 12½ per cent.

Bailey's Victor, dis. 10 to 12½ per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis

37½, 40 p. c.

Button's Imitation, per

doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p. c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " " 22 33

Screw " " 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern &

Pitcher Spout, 60 and 60 and 10 p.c.

Punches.

Saddler's, per doz 1 00 1 85

Conductors' " " 9 00 15 00

Tinner's solid, per set 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½

Sliding Door, " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian

list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 40

Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope.

Sisal, per lb 11½ 12½ smaller than

Manilla, " " 15 16 7-16, ¼c. extra.

Cotton, " " 22 25

Russia Deep Sea, per lb. 15 16

Jute 09½ 10

Rules.

Boxwood, dis. 75 & 10.

Ivory, dis. 40, 40 & 5 per cent.

Sad Irons.

Mrs. Potts, per set 0 90 0 95

" N. P. " 1 20 1 25

Sand and Emery Paper.

B. & A., sand, 30 p.c.

Emery, per quire 55 90

Sash Cord.

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per

cent.

Kempsbell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p. c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p. c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D. dis. 30 to 35 per cent.

Hack, complete, each 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.

Scrapers.

Box, per doz 2 10 4 50

Foot, " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" H. H. " 72½ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Bench, wood, per doz 3 25 4 00

Bench iron per doz 4 25 5 75

Scythes.

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 33½ to 35 p. c

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p. c.

Seymour's dis. 60 p. cent.

Ætna, dis. 75 @ to 75 and 10 per cent.

Heinisch 60 per cent.

Sheaves.

Sliding Door, per set 77 1 40

Steel Shingles.

The Metallic Roofing Co. of Canada,

per square.

Heavy Eastlake Galvanized 5 75

Light " " 5 25

Heavy Eastlake Painted 4 00

Light " " 3 75

Tower or Mansard Galvanized 6 25

Tower or Mansard Painted 4 50

Terra Cotta Painted Tile 7 00

Eastlake Painted Siding 3 50

Manitoba Galvanized Siding 4 75

Heavy Man. Painted Siding 3 50

Light Manitoba Painted Siding 3 25

Heavy Sheet Pressed Brick 3 50

Light Sheet Pressed Brick 3 25

Painted Crimped, Siding or Ceil. 3 50

Shot.

Canadian, dis. 7½ per c.

Shovels and Spades.

Canadian, dis. 37½ per cent

Sieves.

Wood Rim, black, p. doz 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap.

Sapolia ½ gross boxes 3 25

½ and ½ gross boxes per

gross net cash 12 00

Soldering Irons.

Per lb. 0 32

Wrought Spikes.

Discount, net list to 10 per cent.

Spike Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons per gross 7 50 12 00

Dessert " " 21 00

Table " " 30 00 30 00

Dessert Forks 24 00

Medium " " 27 00

HARDWARE



No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

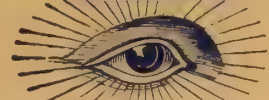
McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

NEEDHAM VEALL & TYZACK'S

CELEBRATED



WITNESS

CUTLERY

MANUFACTURERS OF

Table Knives, Carvers and Steels, Butcher, Palette and Artists' Knives

Fine Pocket Cutlery.

SCISSORS, RAZORS, ETC.

Agents for Canada

Watson & Pelton,

MONTREAL.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks. Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED.

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.
Canadian Bank of Commerce Building (2nd floor),

TORONTO.

SUBSCRIBED CAPITAL, \$100,100. FULL GOVERNMENT DEPOSIT.

THE BOILER INSPECTION and Insurance Company of Canada.

SIR ALEX. CAMPBELL, K.C.M.G. PRES.
(Lieut. Govr. of Ontario)

JOHN L. BLAIKIE, ESQ. VICE PRES.



J.B. WEBB - TORONTO

CONSULTING ENGINEERS.

G.C. ROBB, Chief Engineer A. FRASER, Secy. Treas

HEAD OFFICE.

TORONTO.

The prevention of Accident and attainment of Economy in use of Steam, our chief aims.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS' SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.



Improved patent asbestos floor and partition thimble. Patented and Sole Manufacturers, Canada and United States. Fairgrieve & Craig, 128 Richmond St., W. Toronto

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL RAILS NEW OR SECOND HAND All Sections
Cast and Wrought SCRAP IRON in Car lots
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

Send for Prices.

Genuine Coppered Babbitt

PRICES.

Anchor	per lb. 8c.
(For Shafting, etc.)	
Star	per lb. 12c.
(General Purpose)	
Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

H. R. IVES & CO., Montreal.

MANUFACTURERS OF

Stoves, Hardware, Iron Railing, etc.

MONTREAL SMELTING WORKS

HAVING been large users of Antifriction Metals for many years, and suffered from being imposed upon by inferior compositions under various high sounding names, we are now offering under the above trade name a more reliable kind of Antifriction Metal, which by merit alone we expect will make its way in the market. It is put up in boxes of 50, 100 and 200 lbs. each. For large quantities in bulk or casks a reduction in price will be made. Prices subject to change without notice. Sample orders solicited. Terms: 60 days or 2 per cent. off for cash.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen not using these goods to try them, and let them speak for themselves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada



-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brews' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

DOMINION IRON, STEEL & COPPER.
WIRE
MANF'G Co'y
(LIMITED.)

Wire Drawers,
Galvanizers and
Manufacturers.

MONTREAL AND TORONTO.



Price Lists Furnished and Discounts Quoted on application.

Bright, Annealed,
Oiled, Galvanized,
Coppered, Spring,
Nail, Rivet, Telephone,
Telegraph and TINNED
(for Mattress and Broom makers use.)

—ALSO—

“LYMAN” 274 barb.

Ribbon, Thorn and Plain Twist.

Fencing,
Wire Nails and
Wood Screws.

**W
I
R
E**

FEB. 21, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

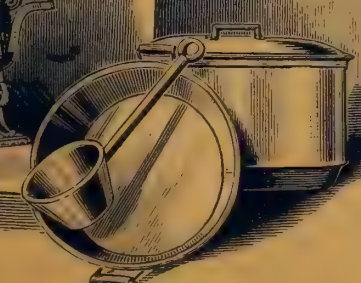
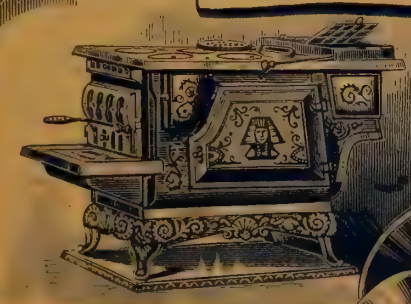
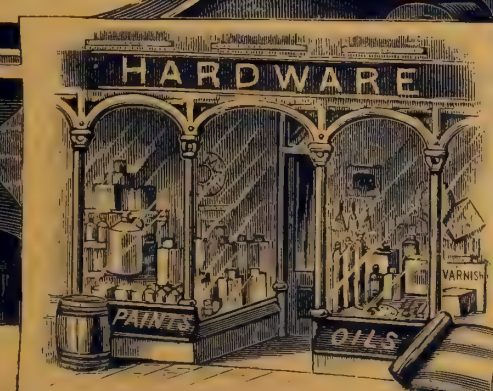
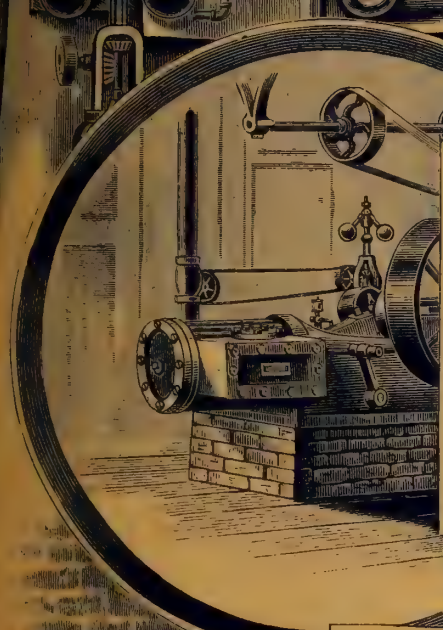
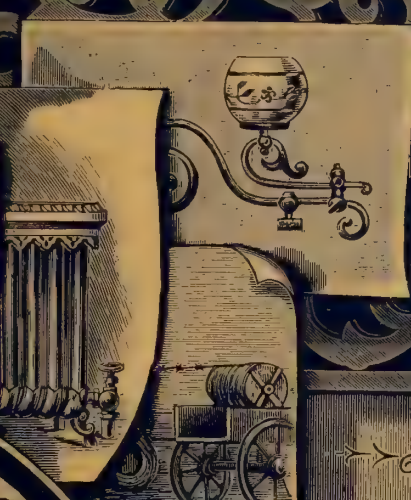
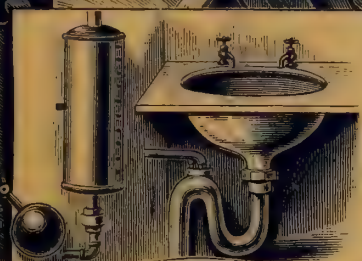
HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

Importers of
BAR IRON,
STEEL,
Shelf and Heavy
HARDWARE,
Builders' and
Mechanics'
TOOLS and
SUPPLIES.

32 KING ST. EAST,



JOHN LEYS,
Vice-President.

Mantels,
Grates,
Tiles,
- CUTLERY -
E. P. WARE
Housefurnishings.
TORONTO.

TAPER TOOTH.



Metallic Shingles,
Siding and Ceiling Plates,
Terra Cotta Tile,
Corrugated Iron, etc.

SEND FOR CATALOGUE.

METALLIC ROOFING CO., L'D.,

Rear 84 to 90 Yonge St.,

TORONTO.

Telephone No. 1457.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.

None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.

TRAVELLING MEN

WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.,)
68 Esplanade St.

TRADE



MARK.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,

DEAR SIR,—I am pleased to say that
after nearly three years constant use, day
and night, on our largest engine your Cop-
perine has stood its work well. I have not
had to renew any of the heavy bearings yet,
so I consider that speaks for itself. I am
pleased to recommend it to any one in need
of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,
Chief Engineer Toronto Waterworks.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 8 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vcl. 3.

TORONTO, FEBRUARY 21, 1891

No. 8

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

BINDER MANUFACTURING.

The Canadian manufacturers of harvesting machinery look forward to the approaching season with better hopes than for several years. For three or four years the market has been crowded, and the position of some of the weaker ones made matters still worse. Prices have been borne down by the pressure of the unhealthy competition until all but the strongest have succumbed. Of the score of manufacturers who were in the field not more than six remain—not more than that number who do a business more than local. The failures of firms that have followed after one another fast during the past two years or so have cleared the air, and the survivors hope for better times in the future.

The history of the binder manufacturing industry is a unique and interesting one. On both sides the line the main features are the same. There was the sudden rearing of a gigantic interest consequent upon the adoption of the new harvesting binders. Too much capital rushed into the industry, and in the inevitable struggle for existence which ensued the weaker firms were crowded to the wall. In the United States the manufacturers, casting about for a relief, conceived a trust scheme. And with a capital stock of \$35,000,000 the American Harvester Company was set on foot a month or more ago. Its sudden collapse astonished every one, and the explanation of the President that it was abandoned because its promoters found legal obstructions in the way of its operations was received with incredulity. The more avowed explanation is that there was too

much jealousy among the stockholders. If this be the case there is small promise of any abatement of the over-production that affects the industry over there.

In Canada the amount of money that has gone into the bricks and mortar in the binder manufacturing industry is much greater proportionately than in the United States. And there has been in Canada much more over production and a hotter competition than in the States. Prices in Canada last season were lower than across the border. When the binders came into use and superseded the old reapers this market was preserved by the tariff to the Canadian manufacturer. The manufacturers then doing business enlarged their capacity to meet the immediate demand for the new machines. New manufactories were established, and the industry was put upon a footing that the most sanguine patriot could hardly have expected to be sustained by the settlement of the North West and the development of the Dominion generally. The settlement in the North West has not reached expectation, the older provinces have been supplied, and the manufacturers have had to face the fact that the industry in future must to a principal extent be content with supplying renewal machines. In anticipation of this situation some of the manufacturers have looked into markets outside this continent, and trade has been opened with Australia and Japan and other nations. But the bonding privileges granted by the customs department for this branch of the industry can be availed of by only the largest of the manufacturers.

The failure last fall of Maxwell, of St. Marys, and Elliott, of London, was not unexpected by the manufacturers. The first firm, it is said, was responsible for the lowest price cutting. The prices they are said to have accepted last season were below low

water mark. During this coming season the manufacturers hope to stiffen prices. They will meet with stout protests, no doubt, from the farmers, but it will only be a reasonable measure for their own protection. For years the farmers have been buying binders too cheap. It is too much to expect them to see and understand the necessity that requires the manufacturers to stop the descent of prices and turn them the other way, but it is the better prospect of some such move that gives to the opening of the season of 1891 a brighter color than had the close of 1890.

AMERICAN Vs. FOREIGN FILES

The discussion on the quality of American files which has been carried on in some United States papers opens a wide field of different opinions. The question was opened by Mr. Henry Binsse, proprietor of the Newark, N.J., machine test works, who attacked the home-made files in a New York evening paper and showed them in unfavorable contrast with the foreign goods. Mr. Binsse wrote how one day at his works the worthlessness of the American files was made plain. "A die of hardened steel was brought to my works," Mr. Binsse wrote, "to be filed smooth. The work was begun at seven in the morning. Presently my foreman came to ask for a new file, the first one having been worn smooth by the die. After an hour or so he reported again that no progress was being made. This called my attention to the matter, and I found that not one American file in my shop—and I had the three best makes—not one of these files could smooth that die. By this time it was noon, and three files had been ruined. The die was needed for the following day. I asked my foreman if there was no file which could do the work. 'Oh, yes,' he said, very calmly, 'I think an English or Swiss file will do it.' By 1 o'clock I had a Swiss file, and be-

fore six the die was smooth, and the Swiss file enjoyed a life of usefulness for six months afterwards."

Mr. Binsse was started investigating, he said, and the conclusion he arrived at was that the American files are so good-for-nothing that the only explanation to be given why they remain so largely in use is, that users have not had their attention directed to their inferiority. Mr. Binsse expects the American files from ten inches upward in length from his condemnation. They will bear comparison, he says, with the English, French or Swiss files. But were it not for the prohibitive duty on them, the smaller sizes, which the American file makers, he says, know to be "simply best," they could hold the market. That the home made article has the market in its hands, he explains on the ground that the merchant pushes its sale because of the large profit on it. And thus he says, "little by little we have accustomed ourselves to the inferior article and a decreased output." According to Mr. Binsse's calculation every machinist, locksmith, die-maker, toolmaker, instrument-maker, and watchmaker using files of the inferior American make finds his product thereby diminished about one-half, and his profits correspondingly lessened.

Such a sweeping arraignment naturally drew as vigorous replies. The American manufacturers have made several defensive statements. One of these refers to the preference shown the American files in Canada, where they are on a footing of equality as regards duty charges. Mr. Binsse is charged with ignorance and inefficiency. Another writer questions him whether he used the best quality of American files as against what were undoubtedly the best foreign make. A firm of importers taking a hand in the controversy consider Mr. Binsse's statement overdrawn, and suggest that he may have come across a package of files that by some error had not been tempered, or else that he had not tried any of the leading American brands. Referring to the McKinley tariff on files this firm says:

"As to the tariff—as manufacturers we like it as it is, but as importers, of course, it should be repealed. At any rate we think no one would be harmed but everyone benefited if the tariff on files was slightly reduced. The manufacturers here were not so highly protected while they were learning to walk, and none of them act now as though they needed crutches. The McKinley Bill does not increase the duty on files, but makes a deduction of 25c. per dozen on the larger sizes, which are seldom if ever imported. Perhaps Mr. Binsse has come across a package of files that by some error were never tempered, or else he has not yet tried any of the leading American brands. If he will communicate to us his address we will send him samples of American-made files that we claim are good."

CREDIT GIVEN UNDER FALSE PRETENCES.

A charge to the Grand Jury made by Judge McMahon at a recent assize court in Toronto referred to the law on obtaining goods under false pretences. There is a distinct difference between what makes a case of misrepresentation and the conditions of a case where, the goods having been obtained without false pretence, the seller can only look to the personal liability of the buyer for payment. If the buyer wilfully leads the seller to believe him in a position to pay, whereas he is not, and his position is in fact such that the merchant, if possessed of all the facts regarding his financial standing, would not trust him, then the merchant has parted with his goods under false pretences. They still belong to him in the eye of the law, and he may recover possession. And the purchaser has no more right to the goods than if he obtained them by larceny. The purchaser is protected, however, if he has concealed nothing that could influence the seller in extending credit to him; or if he had substantial reasons for believing himself in a position to pay for the goods. In such cases the seller's only recourse is the honesty of the purchaser and his promise to pay, unless a lien upon the goods has been given. The importance to the merchant of the law with regard to fraud in securing credit, is that it sets aside the necessity of his looking to the financial ability or inability to pay and allow him to go in and again take possession. But the right to do this cannot be sustained on flimsy grounds, and its operation must be guardedly used. The difficulty of sustaining it is very much increased if the seller omits to make reasonable enquiry into the financial standing of the buyer.

The misrepresentation must be positive or negative, the buyer must have made untrue statements or too highly colored statements, or he must have concealed facts of importance in a consideration of his position. If the buyer frankly make admission of his position and tells upon what possibility or probability he expects to pay for the goods, although the chance come to nothing there is no misrepresentation. The seller shared the chance with the buyer. Further, the representation must be plausible, must be such that a reasonably cautious business man would be deceived by it. The misrepresentation is not in the falsity of the story told but in the deception that is practised. For instance, if a man went into a King street tailor's establishment, told the merchant he was the Prince of Wales, and asked for a hundred dollars worth of credit, and the merchant without further questioning gave him the goods, the man could not be charged with misrepresentation. The story would be too preposterously false.

Even in the event of concealed facts, the buyer must have a conviction that the seller believed that what was concealed was not a

fact, and that he would have acted differently if he had known of it. The buying of goods on credit after the buyer knows himself to be insolvent, is a transaction that comes under the head of misrepresentation, as does also the buying of goods on credit, under a statement of financial standing which, though true when made, has at the time of the purchase become false by change of circumstances. This is in fact one of the methods by which material facts may be concealed and the charge of misrepresentation stand.

And then in order that the law of misrepresentation may be operative, the aggrieved party must act with promptness on discovery of the fraud. If he does not, he condones the offence and deprives himself of the right to regain possession—a right that follows the goods, even though the original debtor has disposed of them and the second purchaser of them has taken them under circumstances that would have aroused the suspicions of a prudent man that they were obtained by fraud. If the creditor does not act promptly, return what benefits he may have received under the contract, less damages from breach of the contract, and take proceedings to regain possession, he is left only the personal remedy against the debtor.

STORE IMPROVEMENT.

A dealer who does a trade in guns and sporting goods should give this stock a prominent place. During the season this fact should be especially heeded, and a window devoted to the display of such goods. The party who is entrusted with the dressing of such a window should know his business, and make a display that will do him credit. Guns should be kept in a dust-proof case, having the doors to slide in place of swinging outward, and having as much glass surface as is possible. They should be placed upright, in proper order, and great attention should be given to the care of this important stock. As there is no class of goods that are more handled by customers than guns, they should be oiled with sweet oil after being shown to prevent rust.

All loading tools, cartridges, caps and primers, should be together. A good place for such a class of goods is under the gun case, all properly assorted and priced. A certain number of shells should be on sale all ready loaded, to save delay when such are required by customers.

Building hardware will soon be in demand, and steps should be taken to replenish the stock and get the same in order. Everything in this line should be on exhibition in some prominent place, as this branch of the trade is becoming an important one, and demands special attention. Any dealer who keeps a more expensive line of builders' goods should have a competent salesman in charge, who will devote his time to the requirements of that branch of trade. As the spring

"That famous hotel, the Rossin House, Toronto, has been painted and decorated throughout in the highest class manner by Messrs. Elliott & Son, the well-known artistic decorators. The Paints, Colors and Varnishes used on this contract bore the stamp of the

"ELEPHANT"

The Messrs. Elliott prefer the manufactures of **FERGUSSON, ALEXANDER & CO.** to all others on account of their uniformity, strength and fineness in grinding."

To save time, freight, packages and money please order from the

GLASGOW LEAD AND COLOR WORKS,

Montreal.

trade returns it is desirable that goods that are saleable at that season should be brought under the observation of the trade. Wood-ware, which is being sold now extensively by the trade, is one of the lines of goods that may be given a conspicuous place. A space should be reserved in the front of the salesroom for wooden bowls, step-ladders, rolling pins, saw horses, bread boards, clothes baskets, all kinds of pails and other goods that are sure to sell during the spring trade. The window should be decorated with a line of such goods, and we might suggest that prices be marked in plain figures while such a sale is going on.

THE PAINT TRADE.

Paris green seems to have stepped off in lively demand this season. Whether the festive bug will materialize or not remains to be seen, but no druggist or color dealer can afford to wait until the Colorado beetle really makes his unpleasant appearance. Prices are firm at about last year's quotations. We warn our readers to be very guarded that they adhere to the law in retailing this article. Packages must be labelled "Poison" and with the name of the vendor; and note must be taken of the parties to whom the Paris green has been sold. White-lead seems to be in very good demand for spring shipment, and there is a strong tendency amongst dealers to frown down on bogus labels and purchase only reputable reliable brands. In face of a good demand prices are very firm.

Castor oil is arriving in splendid condition and is now largely bought as a lubricant, especially by some who have done their machinery great injury by inferior mineral oils.

In colors, varnishes, and painters' sundries there is little if any change, but stocks should be well maintained in these items as in the staples, as they afford a fair margin of profit.

SUGGESTED MINING ACT AMENDMENTS.

Men interested in the mineral resources of Algoma, prospectors and others, are endeavoring to procure from the government improved mining regulations. They are not content with the amount of protection from prospectors and discoverers, and suggest several changes and additions to the Mining Act with reference to other mining matters. They ask that any person filing an affidavit of discovery of mineral on unoccupied government lands, accompanied by an application for license, and on payment of the sum of \$5 for each 40 acres, be given a certificate or license entitling him to test such claim and obtain a patent therefor on payment of the purchase money at the rate of \$2 per acre, within one year from the date of such application. And so soon as he shall deliver up the certificate of license for cancellation the lands shall be reopened for sale, and the applicant shall be entitled to obtain another certificate or certificates of license on other lands which may then be open for sale under the Mining Act. Provided that in case the licensee has expended upon the property under certificate of license during the current year an amount equal to one-half the purchase money of the location, he may be allowed to renew the certificate for one additional year by payment of an additional fee of \$5 on each 40-acre claim.

They do not consider the increased demand for nickel properties should justify the increasing of the price of mining lands beyond \$2 per acre. They ask that no person at any one time be entitled to receive certificates of license for and greater area of land than 160 acres. The Government is also asked to enact that in the event of any prospector discovering mineral on any unpatented located lands previously undiscovered by said locatee and substantiating the same by proper evidence furnished on affi-

davit, that some provision be made that the discoverer should be entitled to an interest in the discovered minerals. That in case the discoverer develop the discovered claim he shall be entitled to one-half interest in the mineral claim if tested and developed within one year from the discovery thereof, but in case the locatee develop the claim the discoverer shall be entitled to one-quarter interest in it. The Government is also asked to establish throughout the district offices where township maps and other important information may be obtained regarding mineral lands on payment of a small fee, and where certificates of license may be granted and sales of land made under the Mining Act. They suggested Sault Ste. Marie, Thessalon and Webbwood as suitable locations for such offices.

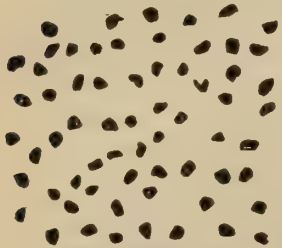
PATRONS OF INDUSTRY.

Our friends in Thamesville are being stirred up just now by a genuine friend (according to his representation) of the down-trodden farmer. We venture to say the same farmers have never been as badly scalped by tradesmen in ten years as they have been by this man in as many days. It is said that he is able to organize three or more lodges per week, his modest charges being thirteen to twenty dollars per lodge, or fifty dollars per week, and it is expected by the trade that he will be able to carry off about \$2,000 to \$4,000 from Western Ontario before the whole thing falls through. Our informant has had great difficulty in getting at just what the farmer will make out of these Patrons of Industry. They will tell you that they expect to get their goods at 12 per cent., above invoice price, and out of that 12 per cent. the dealer must pay his freight, make good all shrinkage, pay insurance, all his taxes, contribute to churches and the poor, and keep his family. That is what the farmers expect. What they will get remains to be seen, but our inform-

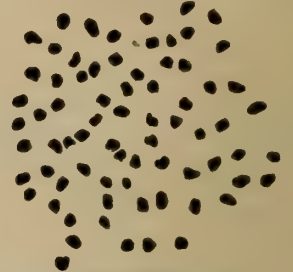
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

ant tells us that in the small but live town of Thamesville the fool has not been found yet that will take their trade, and the best men in town in the hardware and other trades have indignantly refused to have anything to do with it. As one merchant said, "No man here will take it unless he is on his last legs, and for such a man to carry the stock necessary for such an undertaking, better credit will be required than he can get; unless the farmers back his notes, which they are not likely to do, unless their smooth-tongued organizer comes back and tells them to do it. The compact between the organization and the trade is rather a lop-sided affair. The mill is bound to grind out their supply at the per cent. agreed on, but there is no agreement on the other side to take their grists to that mill if they can get the grist ground just as fine at any other. No doubt the one who accepts this menial position will experience some annoyance as well as the contempt of his fellow tradesmen. At Wallaceburg it is pretty evident the two traders who are serving them are doing no more trade than other stores in town, and what surprised our informant most was that the secretary of the trade association of that town was one man that took them up, and the president of the same was another. Our informant was further told it was likely to break up the association, if it had not already done so. Here as at other towns it was openly spoken of as a fact that the poorest business men in the town were those that had taken it up, and there was a rumour that a good order from the retailer was cancelled by a certain wholesale house when they learned he was serving the Patrons. The question was asked a representative of this paper by fifty different traders through these several towns, if he thought the wholesale houses should take action in the matter, as a man's credit was impaired by fixing such a low per cent. on trade. Besides it was injuring those who would not

deal with them. Messrs. McVane & McVane, hardware merchants, Dresden, were approached by one of the leading ones in the organization. He wanted them to agree not to sell goods as cheap to anyone else as to the Patrons. Mr. McVane put the matter to him in this way: The Patrons' custom will average from six to eight dollars per member, while our trade to builders and citizens will average from forty to a hundred dollars. Why should I sell to you cheaper than to them? He says the bulk of the goods bought by farmers is nails, and such goods as do not pay 12 per cent., and a farmer wishing to build could get the entire bill at less than 12 per cent. above cost anywhere. So there would seem to be no cause for any disturbance in the hardware trade, Patrons or no Patrons. In Chatham, the Patrons are still hunting to find recognition, and many of the better class of farmers see how obnoxious and demoralizing the whole thing is as far as trade is concerned, and make no mention of their being members.

CANADIAN COPPER.

In order to encourage the use of copper smelted from Canadian ore the Dominion Government has just issued an order-in-council admitting this article at a reduced rate of duty. At present importers have to pay a duty of 10 per cent. ad valorem, but under the order just issued copper smelted from Canadian ores will be admitted on the payment of 10 per cent. on the actual cost of smelting only. This will make a difference in the case of pig copper of at least 5 per cent. Special regulations have been drawn up by the department to govern the importation and to prevent fraud, but copies have not yet been received by the trade here.

Master the whole business and the way to fortune has been mapped out.

TWO WAYS OF DOING BUSINESS.

We heard the other day of two merchants in the same line of business, who, while waiting for something, were having a friendly talk. The one was proprietor of a first-class store up town; the other, proprietor of a down town store. The up town man said that some time ago he had purchased at first hand 50 cases of a certain line of goods. He had got them right, which meant at rock bottom prices, and when the market was away down. The prices had risen since by leaps and bounds, until now he was getting a large profit, and there was no danger of any of the goods being left over. The down town man claimed that were he in the same position he would stick them in his window and rush them off, ignoring the rise of the market. The question is, which of these men is right—the one who advances his price with the market, or the one who takes no notice of the advance? Since the goods could not be replaced at anything like the figures they cost, we are of opinion that the up town merchant is in the right of it, for while the down town man would in all probability rush the goods off in a hurry, he would only be attracting customers for a line which he would soon exhaust, and then have to hunt for another leader to take their place. The up town man, however, would supply his trade and reap the benefit accruing from the rise in the market. Retailers too often lose sight of the fact that while they are compelled to follow the market when it has a downward tendency, it is only right and proper that they should take advantage of the advance. Here will be seen a big difference between the wholesale man and the retail one.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

CORRUGATED STEEL FASTENERS.

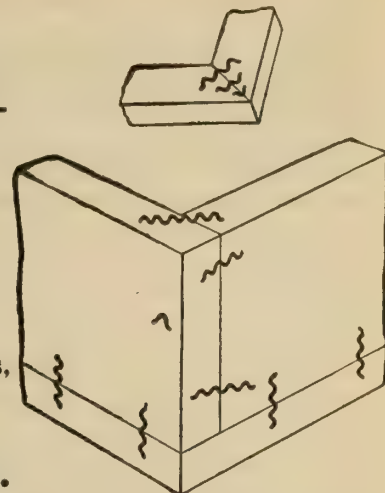
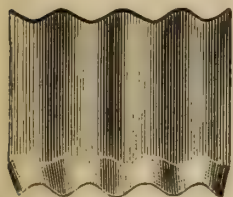
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



ADULTERATION OF WHITE LEAD.

MONTREAL, 28th Jan., 1891,

DEAR SIR,—The trade, as well as the public, are indebted to you for the interest you have shown in this matter, and I believe that your publication has contributed to an improvement in the quality of white lead now being sold in our markets. I think, however, that the paragraph in your issue of 24th, culled from the North-western Mechanic must have been inserted through inadvertence, as the substance of it is entirely erroneous. To any intelligent mind, it must be plain that a pound of white lead cannot produce a pound of lead metal, for it must first throw off the oxygen and carbonic acid. It is simply impossible that any preparation from a metal can produce its full weight of the metal itself, and I shall therefore be glad if you set your readers right by correspondence or otherwise as to a true test of white lead purity. I am, yours truly, SUBSCRIBER.

[The usual test for adulterated white lead is not by putting it into a ladle, as described in the North-western Mechanic, and heating over a hot fire which is liable to burn up lead adulteration and everything else, but by the nitric acid test, which is mostly used by analytical chemists. Briefly the method of doing this is to procure a test tube, in which is placed say half an ounce of nitric acid. A piece of the lead about the size of a large pea is then dropped into the tube. In a few seconds the pure lead will be completely dissipated, and if adulterated the adulteration will be precipitated to the bottom of the tube. If the residuum, however, is infinitesimally small it is likely the lead is pure. If adulterated the solid substance left is very noticeable and is probably sulphate of barytes, which is of no earthly use as a paint. Great care should be taken in using nitric acid, as it is a deadly poison and it will also burn the clothing. Another favorite test is that of the blow-pipe and charcoal, but this in the hands of an amateur is not a very good one.—EDITOR HARDWARE.]

Mr. S. J. Ritchie authorizes HARDWARE to state that the \$5,000,000 on which he is asking the Ontario government to guarantee a 3 per cent. dividend, for 10 years, will be spent in Toronto on the erection of smelting works and nickel steel works. He admits, however, that work may also be erected in Trenton.

COLLECTING AGENCIES.

One very important feature in association work among tradesmen, and one which should not be lost sight of, is in the matter of collecting agencies. Wherever there is an association a delinquent list should be one of its features. It matters not how it is kept up from a financial standpoint. Whether the member is taxed separately for its use or whether its payment comes out of the funds, does not affect the point we desire to bring out. In all cities and towns we find so called collecting agencies set up by private individuals or corporations. These agencies commence by taxing the tradesman all the way from \$5 per annum up to \$30 or \$40 for the same period, and the tax does not end here. They want from 10 to 25 per cent. on all collections besides. This in itself is a very heavy amount, and, we venture to say, far in excess of the value of the work performed. Toronto subscribes some thousands of dollars yearly to these agencies, and as a general rule the results are far from satisfactory. The number of these agencies which had sprung up during late years, and after a brief existence disappeared, is legion. Still they find material to prey upon. Associations should therefore make it a point not only to protect their members from dead beats who rob them of their goods, but they should also protect their members from these agencies. If a delinquent list and collecting branch is impossible in an association, then let them confine their attentions to one agency and give it their undivided support. Special terms could no doubt be secured, and the difficulty got over in that way. We do not by any means advocate this as the better way, but simply as a substitute for a delinquent list run by the members. A list worked inside the association is by all odds the most satisfactory, since it can be made thoroughly effective and the work done at a much less cost. The shrewd business man who carefully guards his business from delinquent debtors is, strange to say, to be found upon the list of subscribers to these agencies. One would suppose that he would have no use for them, but he cheerfully pays in his hard earned cash for the privilege of grumbling at the results.

Long before his first year has expired he makes up his mind that this is the last year he will throw his money away to collecting agencies, but in the near future some kid-gloved and silk-hatted gentleman comes along with a brand new scheme, and in he goes again, only to have the same experience. When will this shrewd business man profit by the results of his experience? When will he recognise the fact that he is being preyed upon in like manner as the dead-beat preys upon him? Experience teaches. Some men take a long time, getting, not the requisite amount of experience nor the necessary teaching—they get enough of both—but some how they are a very long time in understanding the tactics of so-called collecting agencies.

Freight bureaus are fast assuming important functions in connection with railroad operations in the States, and recent events show the necessity of having them in Canada. Almost every railroad centre of any significance now has or soon will have an institution of this kind, which is an organization of local shippers who employ an experienced railroad man to look after their interests. It is his business to guard against discriminations by the railroad companies in favor of other trade centres, to see that the members of the organization are kept posted on changes in schedules affecting their interests, to settle disputes of various kinds, and most particularly, to let the railroads see that the shippers have an organization established to maintain whatever rights they possess. In a city like Chicago, for instance, with its 55 or more railroads, there are questions arising almost every day which need the attention of the local business men, but which would be neglected if they were left to be settled by individual remonstrances. A request coming from 1,000 business houses is apt to be very respectfully considered.

EVERY Reader of this paper is a buyer. Therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what readers want.



ADVISE FOR THE HOUSEWIFE

Here is a bit of advice given the housewife by Harper's Bazar :

"To find the water pipes leaking, frozen, or perhaps burst, is no rare occurrence during the winter in the modern much-plumbed houses. Nothing more thoroughly demoralizes the domestic machinery than such unlucky happenings. Floors are wet, ceilings leak, the water is shut off, and the whole household is at a standstill, waiting for that vexatious will-o-the-wisp, the plumber. Whenever the leak is visible, the housewife can cure the ill herself, at least temporarily. Shut off the water first, and then spread some white lead on a cloth, like a plaster. Tie this firmly over the leak, and the plaster will soon harden, for the water cannot work its way out or prevent the plaster's adhering. Unless the plumber will make thorough repairs when he does come, the hard plaster is more permanent than any puttied joint or weak solder. Let a pound of white lead stand a day or two until a skin has formed over it, and then cover it with water. It will be soft and ready for use at any time, and the housewife can "snap her fingers at the plumber's ways," to paraphrase Sir Joseph Porter, as best suits a frosty morning. Strips of rubber cut from old rubber shoes and bound tightly over the leaks in hot water pipes will close the holes and stop the dripping flood.

"When the water freezes in the traps of the bath room or the kitchen sink, a quart of common salt thrown into them will thaw them out more rapidly than hot water. A lighted lamp placed under a frozen water pipe is more rapid and convenient in its work than pouring on hot water. A lamp, the flame partly lowered, placed under an exposed bend or length of pipe which is liable to freeze is a simple preventive of trouble in bitter weather."

We have not been called on for any advice in this matter, but as there is no charge we will volunteer this to the said housewife : Don't subscribe for or read the Bazar. Get an almanac. We do not say the almanack will be as good as the Bazar, but it will be cheaper. Now, if the Bazar should read the above he would think "what a fool that man is." That is right. He ought to think it, for that is just what "that man" thinks of the Bazar when he advises the housewife to attempt her own plumbing repairs instead of sending for a plumber. And if the Bazar does not know that many pipes are burst by "thawing them out" with torch, lamp or shovel of coals, it ought to. In the hands of inexperienced persons this is about as successful way of bursting pipes as is known.

But, to make a long story short, the best advice to give a housewife regarding plumbing repairs is to go straightway and get a good plumber to do the work.

Now, we want to give that same housewife a little advice : "If your child should break its arm, go at once and get a surgeon to reduce the fractured limb. Do not attempt to "set" it or plaster or tie it up yourself, for you do not know anything about it and cannot do it. Now, you will heed this advice. You would have done just this thing if no such advice had been given. It is right that you should. It is sensible. But why can you not be as sensible in the other case, and, when an arm or leg or any part of your plumbing system gets broken or out of order, go and get a plumber to repair it? "But," says the housewife, "in the former case the welfare, happiness and usefulness of my son are involved." True, they are ; but in the latter case the health and life of your entire family are involved. It is right to provide for the welfare of your son, but it may become many multiples of that right for you to be as careful and watchful regarding the welfare of your whole family.—Sanitary News.

Mr. Joseph B. Sargent, the well-known manufacturer of hardware at New Haven, Conn., is pre-eminently a self reliant man, and as an illustration of it and of his ability to control the immense business which has grown under his hands, it is related that upon being informed that a certain man in his employment was "positively indispensable, and might leave the factory," he replied :

"What should we do then, if he died?"

"Oh, of course, in that case, we should have to do without him, I suppose," naturally replied the informant.

"Then consider him dead!" replied Mr. Sargent, to the plain astonishment of the other, who had failed to comprehend the fact that indispensability was no recommendation to a man who relied upon his own executive abilities to conquer difficulties.—Industrial World.

It is found that a permanent and satisfactory joint can be effected between rough, cast iron surfaces by the use of mineral asbestos mixed with sufficient white lead to make a very stiff putty, says the Boston Journal of Commerce. This, it is ascertained, will resist any amount of heat, and is so unaffected by steam or water as to be serviceable for mending or closing cracks in cast iron retorts employed in the distillation of oil and gas from cannel coal. The heat being applied to the bottom of the retorts and the temperature of the iron maintained at a bright-red heat, after a time the bottom of the retort would give way, the larger portion of the crack being downward toward the fire. The method employed was to prepare the mixture and place it on top of a brick, then

put the brick on a bar of iron or a shovel, and press the cement upward to fill the crack in the iron, holding it up for some time until it had penetrated the cavity and become somewhat set—necessarily, during this operation, the lid being removed from the retort, so that no pressure of gas or oil should force the cement outward until set. The use of asbestos in this way possesses various advantages, not the least of which is that the substance cannot burn.

Soap and water are cheap, but soil on goods is expensive.

A feather duster disperses but does not remove the dust from the store.

SITUATION WANTED.

SITUATION WANTED AS HARDWARE Traveller or Salesman. Thoroughly posted in retail trade. Address, Iron, this office. 12



When writing to our advertisers please inclose the above.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**

JNO. B. CLARKSON

Temple Buildings, - - - **MONTREAL.**

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

Window Glass.

We are now booking orders for
Window Glass for

SPRING DELIVERY.

Write for Prices.

WALTER H COTTINGHAM & CO.,

56 St. Peter St. MONTREAL,



Both journeymen and master carpenters in Chicago, it is said, are preparing for another struggle, April 1, the last adjustment of wages having proved unsatisfactory.

The cutlery industry of Sheffield, England, is feeling the result following the passage of the McKinley Bill. Exports during January last dropped to \$41,655, as compared with \$77,000 for the corresponding month in 1889.

Vessel owners are beginning to look around for their spring supplies in the hardware line—such as chains, rope, tackle, and fittings generally. The Richelieu & Ontario Navigation Company have handed in to Messrs. Ferguson, Alexander & Co., of Montreal, an order for fifteen tons of the "elephant" brand of white lead, to be used in painting their large fleet of steamboats.

Hostility to all kinds of trusts and combinations designed to control prices or limit production is in no degree abated. In the New York Senate a bill has been introduced designed to provide for a legislative investigation of the American Sugar Refineries Company, formerly known as the Sugar Trust, and the Senate of Indiana has passed a bill denouncing all such organizations as "conspiracies," liable to severe penalties.

The Norwalk Iron Works Company have been notified by cable that an international commission of American, English, French and Swiss engineers, headed by Sir William Thompson, who were appointed at the instance of the Cataract Construction Company, of New York, had awarded them the first prize for their plan of transmitting the power from Niagara Falls to Buffalo and the surrounding country by the pneumatic method.

Mr. Evans, of Ferguson, Alexander & Co., Montreal, was in Toronto this week after a tour of western and northern Ontario. He says trade is in a very healthy condition. In some of the towns customers complain somewhat of collections, but stocks are not by any means too heavy. Whatever the dry goods men may complain of the hardware merchants certainly feel that a very fair spring business will be done. Actual failures are almost nil in this branch of business, and but a very small percentage of the retail hardware trade are seeking for assistance. Indications point to a good turn over for 1891.

The question of establishing a factory for the manufacturing of band circular and other saws in Ottawa, was discussed at a meeting in the Russell house on the 11th inst. The meeting was well attended by a large number of the most prominent mill owners and private capitalists, amongst whom were Senator Clemow, Mr. Hiram Robinson,

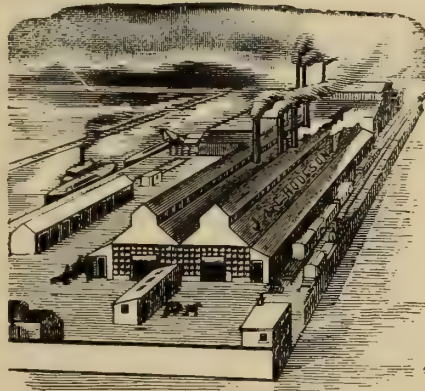


Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**
Our name is stamped on every pipe. 74 York St., Toronto.

Hon. E. H. Bronson, Messrs. W. G. Hurdman, E. B. Pattee, A. MacLean and others. The meeting thoroughly discussed the matter at length with Joshua Oldham, the well known saw manufacturer of New York. It was decided to begin operations at once and arrangements were made for floating a company. The meeting concluded that the prospects for a large and remunerative business are remarkably promising, and that the undertaking will undoubtedly be a great success. The stock list will be opened at an early date. Mr. Oldham has already been appointed manager.

A general coal miners strike in the United States, to take place on the 1st May of this year to secure eight hours as a day's work, is being talked of. If such a labor struggle were precipitated it would be the greatest the world has ever seen. But the labor organizations are at present disunited; there is not good fellowship between the Knights of Labor and the American Federation of Labor, two of the most powerful organizations, and the two that would be most concerned in such a strike. The presidents of the coal combines in New York whose views have been solicited, feel no concern in the matter. A miners' strike of the character described is among the least probable of events, and at no previous date could such an attempt be made with so much certainty of defeat. These are the views of the magnates, although they cannot conceal that there is trouble in the Ohio, Illinois and Indiana coal fields.

-STORAGE-

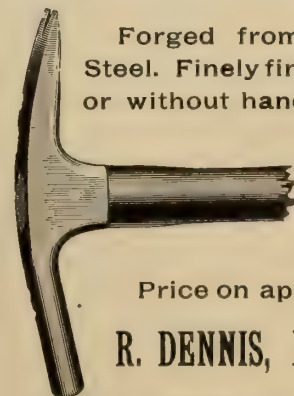
(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,
184 Front St. East,
TORONTO.

UPHOLSTERERS HAMMERS

Forged from best Cast Steel. Finely finished. With or without handle.



The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.





MANAGEMENT OF FURNACES.

In taking care of a furnace the first and most important thing, aside from putting in coal, is to keep it free from ashes everywhere. Ashes collect in the flue where the smoke pipe enters until it stops the draft; sometimes ashes are allowed to accumulate under the grate until the air is completely shut off—in this case it will only take about 20 minutes to melt a grate that would otherwise last for years. If you wish to melt iron, shut off the air with a hot bed of coals.

If we wish to manage a furnace economically, the first thing to be done is to get the house thoroughly warm, and then see that it does not get thoroughly cold. It will cost some coal to fill the house with warm air, but after this is effectually accomplished, less coal will be required to keep it warm than if it is constantly cooling and heating. It is certainly greater economy to keep fire all night than to force a heavy fire in the morning to drive out the cold air that has gained possession during the night. A furnace that will not keep fire all night is not a profitable furnace, because in extreme cold weather you would have to drive the fire so much harder. It is also economy to keep your furnace full, as by having in but little coal it more readily becomes ignited through and burns faster. When the furnace is hot and the coal is well ignited, shut up the furnace as close as it will stand, and keep up sufficient heat if you have a strong cold air connection; reduce it at night when the fire is shut down, but be sure and open it in the morning; don't forget and wonder why you do not get the heat. In the morning, if your fire is pretty low, open your draft and put in but a small quantity of coal until it gets to burning then increase until it is full. Do not use a poker on top of the fire, especially if you have just put on fresh coal. If you are burning hard coal it is bad treatment to ever disturb it on top. In filling furnace with any kind of fuel, the bottom or ash doors should be closed and the damper in pipe should be opened; otherwise, unless the draft is remarkably good, some smoke and gas will be forced out of feed door; by always closing the bottom doors this is generally avoided. If you have a furnace that will heat quick and strong, the heat is sometimes complained of in mild weather; in that case don't shake the grate; keep your furnace just as full as ever, but keep the draft shut and allow the grate to clog. Do not misunderstand this shovel also allow the ashes to accumulate under of inexp rate. No matter how many ashes there successful in top of the grate it wont do any harm,

but will lessen combustion, but to accumulate under the grate will destroy it. We will reverse this if we want the fire to burn rapidly.

To get a quick, strong heat the large furnaces are the most economical, because you can soon stop the draft up the flue, you can move more air, not heat it so hot, have less strain on the construction, keep closed more hours, feed it less often, it produces better circulation, and consequently a better quality of air. Never shut all the registers at once, as the heat must go some place. If you are not needing a room heated on a cold morning, you may close off that register, or those registers, but be careful they do not all get closed at one time, or you will either burn the furnace or heat the register too hot; it being hot might burn the carpet or floor. All fires that ever did occur were because the heat conductors were made of galvanized iron, or the register shut off and burnt the floor, or the iron smoke pipe was too near the wood, or the furnace built too high up under the joists. If these four things are avoided, it is the safest mode of heating. Rats will build their nest around a steam pipe and the nests will get on fire; a piece of slate snap out on the carpet from the grate; a stove pipe will fall down from a stove, etc., etc., but a furnace is perfectly safe.—Ex.

The town council of Niagara Falls, Ont., has raised the license fee of pedlars from \$25 to \$75. The advance was made in compliance with a petition from the local retail trade.

RECOVERY OF TIN FROM TIN PLATE SCRAP.

Another method for the utilization of waste tinplate has been proposed, which differs from its predecessors in requiring plant and materials of a simple and inexpensive nature. Herr B. Schultze, the inventor, has given a description of the process in Dingler's Polytechnisches Journal, in which he states that the tinplate scrap is collected together into iron pails and immersed in wooden tubs containing an acid solution of ferric sulphate. The tin is dissolved fairly rapidly, and the stripped iron remaining in the pail is in a sufficiently clean condition to be at once transferred to the heating furnace. The solution of the tin in the acid ferric solution takes place as long as there remains any unreduced ferric salts in the liquor. After the reaction, the stannous and ferrous sulphates are associated with a considerable amount of free acid; it is necessary, therefore, before precipitating the tin to neutralize the liquid, which is effected by allowing it to remain in a vat containing metallic tin and iron rust. The neutralized solution is next run over clean iron scrap, when the tin is precipitated on the metal in a crystallized form. The liquors from this last operation are practically free from tin, and are allowed to concentrate, when crystals of ferrous sulphate separate out, which, on re-crystallization, can be sold, or the liquor used for preparing the iron solution required in the stripping process.

MILLER BROS. & TOMS,

SUCCESSORS TO
(Miller Bros. & Mitchell)
ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—
SAFETY ELEVATORS, Hand, Steam,
ELECTRIC Hydraulic and
for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

STEEL WIRE CHAIN.
BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making four sizes, viz., 0000, 000, 00, 0. Send for samples and prices.

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

If orders are now sent in with specifications we can supply in good time the latest improved Milk Can Trimmings with wide hoop and patent cover and Tinned Iron for the same, also Creamery Can Fixtures with the new patent Jersey gauge (which requires no putty).

We also have all kinds of Creamery Gates, Sap Buckets, New Galvanized Steel Buckets, good stock of Embossed Ware, in fact a heavier and more varied stock of tinware and house furnishing supplies than ever at prices as low as any.

Early orders, not necessary for immediate shipment, solicited.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



MONTREAL MARKETS.

MONTREAL, Feb. 19, 1891.

The week has witnessed little of interest in the way of business in any particular line of heavy material. Last week we had some activity to note in tin plate which made some stir, but holders have become so firm in their views that business has been checked in this respect. Indeed there is little or no stock left here and although a five box lot might be had at quotations, it is likely that if a buyer wanted a larger line that he would have to pay an advance. This has induced some large buyers to feel around regarding fresh supplies on the other side, but they have been confronted there with an exceptionally firm market. Holders over there are extremely firm and although we have to note some business in unusual sizes for future delivery at a little under the standard price, the cost was an exception, for the lots in question were knocking around the market open to any bid. The same firm feeling prevails in regard to terne plates, bar iron, hoops and bands, sheet iron, etc., at primary markets as will be seen from the appended review. In chemicals there is nothing particular to mention and the same may be said of other branches of business.

IRON AND HARDWARE.

There has been no material change in this market since our last report, business continuing of moderate proportions; in fact there has been practically nothing doing on spot, as the move in tin plates to which we referred in our last has ceased, owing to the high values put upon them by holders. There are very few here anyhow, and only a small lot of charcoal—which is the only description offering—could be moved at our quotations, for it is quite possible that if more than a five-box lot were bid for the holder would advance the price. In fact stocks have become so well reduced and holders so independent that buyers, against their will, have been compelled to do some feeling around in the matter of supplies from the other side. Indeed, with \$4.75, the very inside here, and 17c. freight tacked on, buyers in the West at least can better themselves by importing, as stock can be laid down from primary markets on as favorable a basis. There has been some business done in this connection recently, some of our large buyers picking up some bargains in unusual sizes, which were offering on the market on the other side at a little under standard rates. These transactions aggregate some 2,000 odd boxes. Advices with regard to regular sizes, however, quote a very strong market with prices very firm, the most recent f.o.b. quotations at South Wales ports being 17s. 9d. to 18s. 6d. for coke and 19s. 6d. for charcoal. Terne plate is in the same way, in fact, 33 to 34s. is being asked for it on primary markets, while it has been selling here at \$8 to \$8.25. There has been some improvement in the inquiry for it though, and this, with the strong advices has strengthened holders in their views, so that an advance on our present quotations shortly is not improbable. Other lines do not show any change, pig remaining as before, while there is nothing special from primary markets. Bar iron on spot is unchanged with little or nothing doing, but cables on English

bar are very firm, quotations on best Stofordshire brands being firm at £6 10s. and sheet iron £7 10s.

NAILS.

The nail market has developed nothing since our last, makers reporting matters quiet, while jobbers are doing an ordinary kind of business at quotations, while some it is claimed are even cutting on the recent reduction.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 40
8 dy to 9 dy, " "	....	2 65
6 dy to 7 dy, " "	....	2 90
4 dy to 5 dy, Am. pat	....	3 15
3 dy, hot cut, per keg, Am. pat	....	3 90
3 dv fine hot cut, " "	....	5 40
4 dy to 5 dy, cold cut, Can pat.	....	2 90
3 dy, cold cut, " "	....	3 40
2 dy, hot cut, nails " "	....	5 60

	Steel	Wire.
	Cut Nails	Nails.
10 dy to 60 dy, per keg	.....\$2 50	\$3 15
9 dy " " "	.....2 75	3 45
8 dy " " "	.....2 75	3 70
7 dy " " "	.....3 00	4 00
6 dy " " "	.....3 00	4 30
5 dy " " "	.....3 25	4 30
4 dy " " "	.....3 25	4 60
3 dy " " "	.....4 00	5 50
3 dy fine " " "	.....5 50	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	2 97
6 dy @ 7 dy, " "	.....	3 47
8 dy @ 9 dy, " "	.....	3 15
10 dy @ 30 dy, " "	.....	2 90
Cut spikes, " "	.....	2 45

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 70
1 " " "	.....	4 10
1 ½ " " "	.....	4 40

Finishing nails 65c. per keg over same size hot cut, viz., from \$6.35 for inch to \$3.40 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.35 for 1-inch to \$3.15 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.85 for 1-inch to \$3.65 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

There has been no business to note since our last except a small jobbing movement, consequently there is little or no change to the market. The tone remains firm, and values, especially on heavy chemicals, are very steady. Caustic and soda ash are unchanged, while bleaching powder, bicarb and sal soda are the same. Otherwise there is nothing to note either in the matter of business or prices.

PAINTS AND OILS.

A small jobbing movement at steady prices sums up this market in every particular at present, for in it, as in other lines, there is nothing doing in the matter of securing new supplies, which makes matters duller than otherwise. This may be attributed to the elections which are having a deterrent effect on various lines of this kind as in other branches. Cod oil is as before, 40 to 45c. for Newfoundland and Gaspe, while linseed runs from 65 to 70c. for raw and boiled. Castor oil is unchanged and there is little doing in cod liver. In leads prices are the same.

GLASS.

Previous reports accurately describe the market for this article at the moment. There is very little doing and prices are unchanged at \$1.50 to \$1.60 for first and second breaks respectively.

NAVAL STORES.

There is only a small business passing and ship chandlers have little to occupy their attention just now.

Turpentine is the only line that has furnished business of any account, for there is some demand induced by the probability of higher prices shortly. Figures on it have not been altered yet, but it is expected they will go higher shortly. We quote as follows:—Turpentine, 60 @ 61c.; rosins, \$2@\$.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7@10c. for white; oakum, 5½@7½c.; and cotton oakum, 10 @ 12c.

CEMENT AND FIRE BRICK.

The movement in this market is practically nil, in fact there is nothing but the merest hand to mouth trade doing, while there is no disposition at all towards ordering fresh supplies for spring delivery. We quote the range \$2.45 to \$2.75 as before, the outside for best English brands. Firebricks are unchanged \$25 to \$30 per 1000.

PETROLEUM.

The petroleum market has been somewhat steadier during the week, while refiners agents report a fair movement in both American and Canadian oils at quotations. We quote Canadian 12c. at Petrolia and 14c. in Montreal in car lots, 15 for smaller quantities, and American 23c. in car lots and 23 1-2 to 24 1-2c. in smaller quantities; American benzine, 23 to 25c., and Canadian 14½ to 15c. Crude is still quoted at \$1.29 at Petrolia

TORONTO MARKETS.

TORONTO, Feb. 20, 1891.

Trade is exceptionally dull for this season of the year. Travellers reports and letters received from country merchants indicate that politics engage more and greater attention than business, and that retailers or their customers are not disposed to place orders for future deliveries of anything until after the election contest is over. No matter which party is successful there does not appear to be any reason to suppose that there will be an immediate or early change in duties that would effect a retail dealer. Stocks in the hands of wholesale dealers are low, and most of them are making up specifications for orders for the home and foreign manufacturers, and all anticipate a good spring business. The tin plate trade continues to occupy the principal portion of the attention of the larger handlers of metals. Among the features of the week has been the placing of an import order by an American firm with a Canadian house for 30,000 boxes.

In manufactured goods nails are steady at last week's decline of 10c., as noted in our Montreal correspondence. On brads and moulding nails the discount is now 65 per cent., and on wire nails 70 per cent.

Binder twine manufacturers are not prepared to quote prices at the present time.

IRON AND STEEL.

Bar iron continues weak, and sales are being made at \$2.20 to \$2.25 for domestic. Pig is easy. No business is reported in British, but American has been sold in the west, at \$23 for No. 1 Southern foundry and \$22 for No. 2. Demand, however, is light.

COPPER.

Sheets remain unaltered, but ingot copper has weakened on this market in consequence of the action of the Dominion Government in reducing the duty on copper smelted from Canadian ores. There has of course not yet been any actual change in the actual values of stocks on hand. Sales of round lots have been made as low as 14½c., but on orders

MARKETS—Continued.

for single tons 15 to 15½c. has generally been charged. Cables are easier, spot copper being quoted in the London market at £52 10s., and futures at £52 15s.

TIN.

Ingot tin was cabled early in the week at lower prices, spot being £89 12s. 6d., and futures £90. Late private cables say that the market has picked up the last day or two. There does not appear to be any apprehension that stocks in London or New York will accumulate to such an extent as to force prices below to-day's figures. Sales are making here this week at 23 to 24c., but in tons the lowest quotation has been shaded, but the actual figures have not transpired.

LEAD.

The market continues in a sluggish condition, and there is little or no inquiry. Prices remain at 3¾ to 4c. for pig and 4¾ to 5c. for bar.

ZINC AND SPELTER

Zinc spelter is steady at the recent decline. There is a fair local demand, and jobbers are getting 4 3-4 to 5c. for domestic and 5¾ to 6c. for foreign.

ANTIMONY

Remains steady at 19½ to 20c. for Cookson's and at 17½ to 18½c. for other brands.

CANADA PLATES

Dull and nominal. No demand.

TIN PLATES.

The local market is firm at last week's quotations. Demand is good and there is a considerable reduction in stocks in jobbers hands. The English market is as firm as ever with a good demand from United States buyers, a good indication that the principal manufacturers of this particular article in the United States are not likely to do much this year. Large consumers have sent and are sending in specifications to English commission houses, one of which for 30,000 boxes came through a Canadian house.

In New York, according to the metal market, prices have remained strong and unchanged for spot delivery, there being a considerable scarcity in squares. It is very difficult to make purchases for future delivery on squares and odd sizes, sellers insisting on passing orders unless protected by a clause in the contract by which they are not held responsible in case of non-delivery or delays from the maker, and this becomes a strong argument for buyers not to delay placing their orders. It is anticipated that this indisposition to take any risks in deliveries from the English makers will spread into all sizes. While the amount of business done in January was very large, still the rank and

file of buyers generally, especially among the smaller consumers, have apparently made but few purchases for their spring requirements, and there is every indication of a good demand, with perhaps periods of excitement and activity between now and next July, when the new duty goes into effect.

PAINTS AND OILS.

The market rules unchanged. Trade is fairly active and prices of paints are steady. Turpentine remains at the figures quoted a week ago, 62 to 63c. for selected packages, but is easier in the South. Linseed oil is easier having lost the firmness noted a week ago and is now quoted at 64 to 67c. for raw and boiled. A review of the situation appears in another column.

LONDON LINSEED OIL MARKET.

(From Tulloch & Co.)

LONDON, Feb. 5.—Since our last there is little change in position to record, except an increasing reluctance on the part of the leading crushers to accept business forward at present market rates.

Trade prospects open well this month. The Continent continues to order forward steadily. Home trade carries a very bare stock, and export business shows an improving tendency. Enquiries from Canada continue to come on this market, and it is evident that although many importers still hang back, there is an under current of business passing for the Dominion which goes to show that the position on this side of linseed oil is not entirely unappreciated by those who are most conversant with the facts of the situation after all, although there are many outside influences indirectly affecting the price of oil; the main factor is supply and demand. Viewing the continued small stocks, and fairly healthy appearance of trade, the circumstances of the market, appear to many, no less strong than the position this time last year when we were experiencing a steady rising market.

It will be noticed from undermentioned statistics, that supplies of seed show an increase on same date last year, but the quantity is far too small to affect prices, especially bearing in mind that imports into London so far this year only amount to 43,860 qrs. against 90,280 to same date last year.

Quantity of seed afloat to U. K. from Calcutta: 1891, Qrs. 71,329; 1891, Qrs. 44,288. Quantity of seed afloat to U. K. from Bombay, 1891, Qrs. 343,65; 1890, Qrs. 163,11.

The weakest feature in the market is the low price of silver, but at present Eastern exchanges continue above the parity of value.

To-day's quotations are as follows, f. o. b. London, per. cwt. Feb. 22s. 9d. to 23s.; Feb. and March, 23s. to 23s. 3d.; March and April, 23s. to 23s. 4½d.

GALVANIZED IRON

The demand is more active both here and abroad. The English market has advanced £1, but on spot there is not a quotable change in values.

OLD MATERIAL.

Copper and brass are dull and easier, in sympathy with the decline in copper, but there is no actual change in the range of quotations. Other metals unchanged. Dealers paying prices are:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 50 to 60c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 25c.; new scrap copper, 10 to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¼ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Prices easier for ordinary Canadian. It of course is now on the wane on account of lengthening daylight. Prices are unchanged.

HIDES, ETC.

HIDES—Are very dull. Green bring 5c., and cured 5¾c., though there is very little business in the latter.

SKINS—Are scarce at \$1 to \$1.40 for good sheep.

TALLOW—Rough is 2c., refined 5 1-2 to 6c.

WOOL—Hardly moves at 20c.

RAW FURS.

The market is duller, in sympathy with the waning trade in dressed furs. Prices are yet quotable as follows:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, Feb. 19, 1891.

Some departments of the iron and steel trade show a slight turn for the better. The improvement is slight but encouraging, nevertheless, coming, as it does, chiefly in the branches that have been conspicuous as weak spots since the beginning of the year. The steel rail manufacturers evidently find it difficult to convince buyers that their combination, or agreement, has enduring quali-

GEM CREAMER GAUGE

Cannot Leak!

Easily put on!

FULL SETTS OF CREAMER TRIMMINGS.
CREAMER TAPS.
MILK CAN TRIMMINGS.
TINNERS' TRIMMINGS OF ALL KINDS.
PRESSED MILK PANS.
STAMPED WARE, full assortment.

WATER COOLERS.
SPRINKLERS.
TOILET SETTS. FLY TRAPS.
AGATE WARE. GRANITE WARE.
HARDWARE NOVELTIES.
HOUSE FURNISHING HARDWARE.

THOS. DAVIDSON & CO,

Agents in Western Ontario for Chown & Cunningham Co.,
Manufacturers of stoves.

TORONTO: 111 Front St. W. MONTREAL: 474 St. Paul St.



Front view.



Back view.

ties, but what business does go through is at the prices previously fixed, and negotiations direct or conducted through brokers find mill agents steadfast to the agreement. It is not known that there is any combination on billets, rods, etc., but slightly better prices are recorded on actual transactions in those forms of steel, and there seems to be some increase in the volume of business also, Bessemer pig iron is doing a little better also, and improvement is noted in spiegeleisen that indicates response in those lines to the turn that has taken place in the market for the products of the mills. Besides this, there is to record some increase in the sales of pig iron for foundry use at fairly good prices, and a slightly better demand has prevailed also for some descriptions of old material. In no case is the demand particularly brisk, but, as a whole, imparts more tone to the general market.

PIG IRON.

The Thomas Iron Company have thus far booked orders for 60,000 tons of foundry pig iron, out of which current deliveries are billed at \$18 for No. 1 X and \$16.50 for No. 2 X. Other Pennsylvania brands, popular in this market, have been sold to a very fair extent also, some at the prices quoted, and some at 50c. less. Good Southern brands are moving to a fair extent, but those that are of doubtful quality find slow sale. The range of prices is \$16.50 to \$17.50 for No. 1 foundry and \$15.50 to \$16.50 for No. 2 foundry. Mill grades are irregular, the prices varying between \$14 to \$15.50, according to brand. Bessemer pig iron seems to be a shade firmer at \$16 to \$16.50 at furnace. Spiegeleisen has received rather more attention and a fairly good amount is said to have been placed at \$28.50 to \$29 for 20 per cent. and \$23.50 for 10 to 12 per cent., future delivery. Old iron tee rails are slow at \$22.50 f. o. b. cars at Jersey City, but wrought scrap iron is more active. About 400 tons of the latter, recently at hand from South America, have been sold at \$19 to \$19.50 ex ship. There are about 1,000 tons more on the way from that quarter. Of old car wheels about 100 tons have been sold at \$17 f. o. b. cars Jersey City.

STEEL RAILS.

The transactions in steel rails, as far as reported, have been confined to rather small lots, but all sales were at the \$30 rate, and the manufacturers maintain a very firm position. The local agent of one mill reports having sold 20,000 tons since the agreement was made to make \$30 the minimum price. From Pittsburg there are reports of sales of billets and slabs at \$26.00@26.50 and wire rods at \$38, which prices are slightly better than those that were recorded a week ago. Eastern manufacturers note somewhat better sales also. In structural shapes there does not appear to be a great deal doing at the moment, but a greater number of specifications are before manufacturers.

PIG TIN.

Between the influence of the decline in the price of silver and continued liberal shipments of tin from the sources of supply, the pig tin market has been depressed. In the local market there has been a fall to 19.80c. net cash for round lots. Speculation has shown rather more spirit on the decline, the transactions involving about 250 tons, chiefly February and March deliveries at 19.80@19.85c. but including a moderate quantity at 20c. for June and July. Jobbing parcels have been dealt in at relatively lower prices.

COPPER.

The common class of ingot copper used chiefly in castings find rather freer sale. About 500,000 pounds have been taken at 11¼ to 11½c. the past few days, and at this

writing 11½c. is considered a very close rate, being hardly on a level with the price at which matte is selling in Europe. Arizona ingot remains at 12 3-4 to 13c., with but little movement. Lake Superior product is selling at 14¼ to 14½c. from second hands, but the large producers have not changed their price.

PIG LEAD.

The pig lead market has remained positively dull. Consumers are buying very indifferently, and the demand from other quarters has not improved to the slightest extent. For prompt and early future deliveries 4.30c. is quoted.

SPELTER.

Spelter has undergone no change whatever. The demand runs light and, while the offering is somewhat reserved, prime Western can be secured at 5.05c., possibly at a shade less for early shipment.

TIN PLATES

Tin plate on the spot has found somewhat freer sale and the movement in futures has also been better. Prices are without quotable change, yet firmer than they were a week ago. We quote prices as follows: I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.75 to ..; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.65 to; Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.25 to; Dean grade, 20x28, \$10.50 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$10.00 to; I. C. Coke—Penlan grade (iron), to; J. B. grade, 14x20, \$5.50 to \$5.55; I. C. Bessemer steel, 14x20, coke finish, \$5.45; I. C. Siemen's steel, coke finish, \$5.50; I. C. Bessemer steel, squares, \$5.55 to basis; I. C. Siemens steel, squares, \$5.65 to \$5.70 basis.

EXPERTS IN THE STOVE BUSINESS.

It does not need to be said that in order to realize the fullest measure of success in any line of business the person who embarks in it should be thoroughly posted in all its details. While this will be admitted in a general way by every one, its importance is not appreciated as it should be in all cases by business men. There is a tendency to specialism in many professions and occupations, and this is necessary in order to expertness, for there is so much to know in the professions and in many departments of business that often the energies need to be concentrated upon some particular feature to accomplish the best results. Thus a lawyer may become expert in criminal practice, admiralty, the settlement of estates, land titles, etc. It is a very common thing for physicians to confine their attention to a particular class of physical derangements. Great mercantile establishments have their special buyers and managers of different departments. This is necessarily so in large hardware jobbing houses.

In the retail trade there is need of a good general knowledge of the entire business, and it cannot be expected that the person at the head of it can devote his time and attention largely to any one particular feature of his trade. And yet it is possible and is certainly very desirable that any one who handles stoves, which is usually done in connection with the hardware business in the majority of retail concerns, should thoroughly understand them. He should know the quality of iron contained in them; should be able to judge whether the castings are so made and put together that they will stand the strain

of expansion and contraction caused by heating and cooling without fracture; should know whether the flue construction is favorable to successful operation, and be able to judge whether the fire box and flues are rightly proportioned to the kind of fuel to be used; whether the grate and openings giving access to it are such that the fire may be readily freed from ashes and clinkers, and the air given free circulation through the burning fuel; whether dampers are so constructed and located as to give perfect control over the fire; whether the arrangement for heating water in the reservoir is such as to insure success without depriving the oven of necessary heat; whether the proportions of the stove, arrangement of flues, etc., are such that the oven may be guaranteed in advance to bake well and evenly; or in the case of a heating stove whether the size, location and arrangement of flues are such as to secure the proper radiation of the heat developed from the consumption of fuel so as to secure warmth and economy.

Such a comprehensive knowledge of stoves, it will be evident, cannot be obtained apart from observation or experience, to some degree, in the practical operation of stoves. And this brings us to the point of saying that an expert stove man will be able to tell a customer how to manage a stove successfully to get the best results in cooking or heating with the best economy of fuel. He will be able, if a stove does not work right, to say what the trouble is and how to remedy it. This implies a knowledge of chimneys and chimney connections. Now-a-days if a stove in the hands of an ordinarily intelligent housekeeper does not work properly the trouble is likely to be in the chimney. This implies that the stove has been properly set up, the flue stoppers securely put in place, the right size of pipe used, and a close and proper connection of the pipe made with the chimney. Many a stove has been condemned because the flue stopper was not securely fastened in place, or because the proper size of pipe was not used throughout, or the connection at the chimney so loosely made as to admit air there and to that extent destroy the draft of the stove. The stove expert will detect any discrepancy of the nature just mentioned and have it immediately corrected.

There are housekeepers, plenty of them, who do not think themselves in need of instruction in regard to running a stove, but the stove expert will be able to give pointers which will prove valuable to ninety-nine out of a hundred housekeepers about the successful and economical management of cooking and heating stoves. In the use of gasoline or gas stoves the dealer who handles them ought by all means to be an expert.

The stove expert will have satisfied customers, and he will find them once a customer always a customer. People find pleasure in dealing with such a man because they find satisfaction with their purchases. There is nothing about the furnishing of a house in which perfection of operation is so essential as in the cooking range. If that does not work properly the household will soon be out of sorts. The piano may be out of tune and the sewing machine drop stitches, but if the food is not properly cooked or meals ready on time, life takes on a pessimistic aspect at once. The stove expert can secure and preserve the happiness of the family as no one else, unless it is the family doctor, can. Dealers in stoves will find it pays to be a stove expert, and this pocket-book argument ought to prevail if the other considerations do not.—American Artisan.

Your Attention

Is called to our Specialties.

**Tooth-Picks, Berry Baskets,
Fruit-Tree Tags.
Tarbox Self-Wrining Mop.
Pinless Clothes Line.
Woodenware, etc., etc.**

We are pushing for new goods all the time. Wait for our travellers—or write us for terms and circulars.

TARBOX BROS.,

73 Adelaide St. W.,
TORONTO.

A SCIENTIFIC PARADOX.

It is an accepted axiom of physics that no force can be created, nor can any be annihilated; that we can transform one force into another, but we cannot add one iota thereto. For instance we can, by the use of heat, change liquid water into the elastic vapor, steam, which can be used to move an engine, thus turning the heat of the burning coal under the boiler into motion; the engine in turn runs a dynamo, and the motion appears as electricity; the latter can be used to produce light and heat, two other modes of motion. But there is a loss at every step of the process, due to imperfection of our methods, and the potential of the resultant electric light or heat is much less than the initial energy stored in the coal.

But is there not an exception to the dictum that there can be no creation of force? A horseshoe-shaped piece of steel, if brought in relation to an electric current, undergoes a change whose nature is not yet understood, by which it becomes a magnet. It acquires a new property—that of attracting iron or steel to itself. Suspend the magnet, and it will cause a fragment of iron to fly upward and adhere to its poles—the ends of the horseshoe. Remove the fragment, and, on placing it again within the magnetic field, it is again attracted. Suppose the fragment of iron weighs one pound. That magnet will hold the pound of iron, against the power of gravity, for an indefinite time. It does not lose its power; in fact, it grows stronger instead of weaker by use. It pulls that pound of iron steadily to itself, by a force that is, so far as we know, eternal. Had Cheops, the builder of the Great Pyramid, suspended such a magnet in a sealed chamber in the middle of that enormous structure, with a pound of iron adhering to it, the explorer who first entered that chamber to-day would find the magnet still holding up its load, after 4,000 years.

Here is a result entirely disproportioned to its cause. A minute's exposure to the influence of the electric current imparts a

power to the steel horse-shoe which it did not before possess, and that, too, without itself being neutralized. It is a power which persists so long as the horse-shoe exists. It is, as we remarked above, eternal, so far as we can ascertain. Now, consider the actual power required to hold that pound of iron for one day, and multiply it by the 365 days of a year; multiply it by any number of years—4,000, for example, in the instance cited above—and you will have an expression of force which far exceeds the entire original current of electricity, which created so to speak, the magnetism in the horse shoe.

How does this phenomenon agree with the doctrine that force cannot be created? It runs counter to the accepted scientific ideas on the correlation of forces. It is an unsolved problem. If it cannot be explained in accord with the commonly accepted scientific theory, then that theory must go to the wall. Fortunately, the devotees of "clear-eyed Science," when they meet a fact which does not agree with what are supposed to be scientific truths, do not deny the fact. Nor do they call it a miracle; there are no miracles in physics. They merely abandon the theory they have hitherto accepted, welcome the stubborn fact as a new step in the path of progress, and strive to find a new theory which will embrace it and reconcile it with other previously ascertained facts. And we feel that in the action of a magnet there is a fact whose relations to the doctrine of the conservation and correlation of force are not yet understood. We should be glad to have them ascertained and made plain.

MASTER YOUR BUSINESS.

In the professions and in many trades the beginner is taught to gain such a knowledge of the profession or avocation it is his purpose to pursue for a livelihood that no reasonable question can be asked by client, patient or patron without the same being promptly answered. In short, the young man is taught that to be successful he must be proficient to as perfect a degree as is possible for human to attain. So it is with the dealer, or rather, so it should be. The hardware merchant who masters his business and knows just what to carry in stock in order to be able to supply all demands in his line made upon him is always successful, while the dealer who neglects to keep stocked up on ever so small or insignificant an article is liable to lose customers who have dealt with him for years. Once a patron is compelled to seek another store for a pound of nails or a tack hammer for the reason that the dealer with whom he has always traded has run out of the desired article "without knowing it," he is almost as good as lost, for if the rival dealer be a keen business man who keeps posted on the condition of his stock and is always ready to supply any demand for a staple article, though its price be but a few cents, he will, in nine cases out of ten,

capture the disappointed customer who could not get what he wanted at his regular trading place. It will pay the dealer to be as thorough in his business as is the professor, the lawyer or the physician—to know what is wanted and to be ready at all times to supply the demand.—Stoves and Hardware.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

Telephone 2164.

REPRESENTING

PECK, BENNY & CO.,
J. & C. HODGSON,
MILLER BROS. & TOMS.

} Montreal.

SHEPARD HARDWARE CO.
AMERICAN BIT BRACE CO.,
ETC., ETC.

} Buffalo.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

**W. H. STOREY & SON,
ACTON, ONT.**

HARDWARE

—AND—

Paint and Oil Trade

SPRING SEASON 1891.

Our travellers are now on the road with complete line of samples of

BOECKH'S STANDARD BRUSHES

**For Painters, Varnishers, Artists'
Household Toilet and Stable Use.**

Please reserve your orders until you see our new lines for 1891.

**CHAS. BOECKH & SONS,
Manufacturers, - - TORONTO.**

TALKS WITH RETAILERS.

"I find that it pays to be economical in the disposition of time. It can be done in various ways; but in my experience I have found that when trade is slack it can often be bettered by re-arranging my display of goods. I have not infrequently had quite a lively run of customers for goods that I actually believe caught their fancies in passing the show windows of my store. Some merchants may say that it was not due to any artistic merit in exhibiting them, but I don't agree with them. I have impressed this idea upon my clerks, that it induces them to study how to obtain the best effects in window dressing."

"I always keep my goods plainly marked. A customer passing through a store does not like to ask the price of every article that attracts his attention, and he will not. The marking of goods helps to sell them, too, as there are many customers who will buy articles that are marked simply because the price caught their idea, whereas if they had found it necessary to enquire the price and learned that it was much higher than they had anticipated, they might have felt that in not buying it they were actually confessing their poverty. In marking my goods, I put the selling price in plain figures, so that every visitor to my store can read for himself. By plainly marking your goods with the selling price only you secure a pretty safe protection against the cutting of prices, as it impresses the buyer with the belief that he has seen the lowest and the only price at which he can buy the goods. However, if a customer should request a reduction, the merchant can gracefully point to the plain figures, and inform him that no other price, higher or lower would be accepted for the article. I have learned another thing, and that is, there is no place like a well-dressed shop window for displaying goods with the prices marked on them in plain figures. In fact, I don't believe that a window is complete without the prices, as the passer-by is just as much, if not more, interested in knowing the cost of the articles as he is in observing the styles."

"I attribute a good deal of the popularity of my store to the fact that I inculcate into the minds of my clerks the invaluable benefit of being good-humored to customers. Good humor is an excellent quality for all salesmen to cultivate. A frown, an impertinent expression, or exhibition of incivility has sent many a customer away from a store and has created a prejudice against the establishment that the proprietor has subsequently found it hard to overcome. If I were asked what should constitute the most important quality of a salesman, I would say patience, for in no occupation is that virtue more necessary than in selling goods to customers, who are hard to please and who often do not know what they want when they go into a store. The salesman



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

Our New Creamer Gauge, and Corrugated bottoms are the latest out. Sample order solicited.

Delivery Cans made up. Sap Buckets, Spiles, Dairy

Pails, Bottoms, &c.

We make and supply everything used by the Stove and Tin-ware Trade.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the



**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

-: Superior Quality Rubber Goods. -:

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

should not lose his interest in a customer from the time he makes his appearance until he goes away. He should not lose his temper if the customer argues with him as to the merits of the goods and wares shown. He should wait upon him as politely as possible and never be disagreeably persistent in pushing the sale of goods. A careful observance of these points is vital to the success of a salesman, and merchants cannot be too careful in calling the attention of their clerks and employees to the points I have enumerated."

"I can tell you one thing of the greatest importance to the success or non-success of a merchant, and that is whether or not he

keeps a watchful eye on his stock. How often it is that a customer asks for an article and is told, 'Oh, we are just out, but shall have some in a few days.' Every time the merchant says this he loses trade, and, may be, a customer. It does not do to be out of staple goods. A merchant should make it a rule to inspect his stock daily, or a portion of it, and as soon as an article is running tight in stock an order should be made, so that the fresh supply may be on the shelves by the time the present stock is exhausted. There is money in keeping the orders bunched as much as possible, as every unnecessary package reduces the year's profits to the amount of freight charged."—Winnipeg Commercial.





WE want the members of the different Commercial Travellers' Associations to clearly understand that we freely and ungrudgingly place our columns at their disposal for the interchange of opinions, and for the discussion of questions of general interest to the fraternity. Any personal or general items will also be welcomed. Now gentlemen, don't be backward in sending in your contributions. When you have a few moments to spare after hustling for orders and writing your firm, send a note, with any news or ideas you may have come across, to the editor. Secretaries of Associations might also keep us posted on items that come under their immediate observation. We hope that every commercial traveller will take a personal interest in this department of our paper.

TAKE NOTE.

The attention of commercial travellers in the dry goods and allied trades is specially asked to the circular which accompanies this number. It explains itself.

SHOW YOUR CERTIFICATES.

A large number of the members of the Commercial Travellers' Associations, especially among the older ones, take strong exception to ticket clerks asking them to show their certificates. In conversation with Mr. Orr, second vice-president of the Toronto association on this subject, he strongly emphasized the advisability of every traveller cheerfully acquiescing in this request when made. He pointed out that the mere fact of the traveller being granted the certificate, bearing certain privileges, laid upon him the obligation of presenting such certificate without the necessity of being asked to do so. Another thing to be considered was the fact that bystanders on hearing a traveller at the ticket office calling out his number with-

out showing his certificate, might, and possibly do, take advantage of the travellers' privileges by giving a number without detection. Besides, it is a part of the ticket clerk's duties to ask for production of these certificates, and no man should be blamed, but rather praised, for performing his duty faithfully. Mr. Orr is very severe in his strictures upon older members of the Association being guilty of this practice as they thereby show a bad example for the younger members to follow. He states that he personally knows of instances where this has been taking advantage of by non-members and he thinks, in view of the privileges and courtesies extended by the transportation companies to the fraternity, every member should be willing and anxious to further their interests and comply with their reasonable conditions. It is to be hoped that there will be no necessity for calling attention to this matter again.

OBITUARY.

Mr. Charles E. Stevens, a well known commercial traveller, died at Manitou Springs, Colorado, on January 19th. He was in his manhood but fell a victim to that relentless disease, consumption. His young wife was with him and helped to soothe his dying moments. She came with the remains to Toronto, and the funeral took place from the residence of the deceased's father in that city to Mount Pleasant Cemetery on Sunday the 25th. As an evidence of the respect in which the deceased was held, the funeral was attended by a large number of the members of the Commercial Travellers' Association and of Zetland Lodge, A. F. & A. M. No. 376 G. R. C., of which the deceased was a member.

Thomas G. Ralston, a commercial traveller of St. John, dropped dead at Chatham Junction, N. B., Friday morning, Feb. 6th.

THEIR NEW QUARTERS.

The Commercial Travellers' Association of Canada is now ensconced in its new headquarters, 51 Yonge Street, Toronto, a description of which was given in our last issue. The rooms occupied by Secretary Sargent present a most comfortable and cheerful appearance. The furnishing of the other rooms is not yet completed, but when that

is accomplished the fraternity will have for business and recreation a suite of rooms that each and all will have cause to look upon with pride and pleasure. May every success attend the Association in its new headquarters is our earnest wish.

FREIGHT TRAINS.

While waiting at a wayside station on the Grand Trunk the other day a REVIEW representative got into conversation with an intelligent railway official. The long spell between trains was talked about, the scribe complaining that as he could have done his business in the village in half an hour it was a serious loss of time to him to have to wait five or six hours before he could get a train. "Why" said the railway man "don't you men who are almost constantly on the road make an application to the superintendent for the privilege of riding on freight trains? I am sure it would be granted and would be a great boon to you. Now two freight trains pass here before the next passenger train comes and you could save considerable time by travelling on one of them." The railway official was not far wrong. Any one carrying light baggage could jump on a freight train, and be taken to the next station very handily without interfering in any way with the rules and regulations of the railway company. Would it not be a help to commercial travellers in many instances?

TRAVELLERS' TAXED.

Some years ago the municipalities of Three Rivers, Que., the city of Quebec, and St. John, N. B., imposed a tax upon visiting commercial travellers but they were forced to repeal it. The municipality of Victoria, B. C. has stepped into the arena and imposed a tax of \$50 upon every commercial traveller before he can do any business in that city. The Board of Trade has asked for the repeal of the tax and will no doubt be successful. It is a poor rule that doesn't work both ways and if the travellers of the wholesale houses in Victoria were taxed by other municipalities in like manner, would their principals not be the first to make a vigorous kick and denounce the tax as a most unjust and iniquitous measure?

A BRIGHT FUTURE

The best salesman is he that holds his trade the longest, and does it upon fair conditions to customer and employer. The future is bright with possibilities for the commercial traveler if he will but fit himself for its demands; the successful commercial traveller of the present should be the progressive merchant of the future.—Ex.

MUTUAL BENEFIT.

Life is so uncertain in this busy, hustling world of ours that it becomes a solemn duty of every man who has others dependant upon him for support not to leave them totally unprovided for in case of his death. Many men do not from various causes save anything out of their earnings, and when the dread summons arrives their families find themselves in a position that need not be described. A man who could be guilty of such conduct, considering the various ways in which it can be avoided through life insurance, is not worthy of the name of man.

Always keenly alive to the best interests of their members, the various Commercial Travellers' Associations in Canada have inaugurated life insurance schemes which have proved most successful. The members themselves have also fully recognised the obligations incumbent upon them and have started mutual benefit schemes which are in a most flourishing condition. We propose in this issue to devote some attention to these schemes, as we are fully impressed with the fact that every commercial traveller should, whether married or single, support them loyally, and they can best do so by becoming members.

It was in March, 1881, that a special meeting was held in Toronto at which it was decided to form the "Commercial Travellers' Mutual Benefit Society." The originator of this humane scheme was the late Mr. Lewis Samuel, of Samuel, Benjamin & Co., Toronto, who was honored by being elected the first President of the Society. That year an Act of Incorporation was applied for, the members named in the charter being: Lewis Samuel, William Christie, Warring Kennedy, John F. Ellis, W. G. H. Lowe, John Zimmerman, Robert Edminson, John Burns, W. P. Garvin, E. R. Poole, R. B. Linton, R. S. T. Davidson, James Sargent, of Toronto, Adam Brown, E. A. Dalley, of Hamilton. The Act of Incorporation was passed in January, 1882. The society began with a comparatively small membership, the death benefit being only \$100, but it quickly grew in popularity and membership and the by-laws were amended providing for the payment of a definite sum upon each certificate—\$1,000—which certainly was more satisfactory than the ordinary system of so much per capita. This sum has been paid to the beneficiaries of deceased members for the past seven years. Another progressive feature was introduced in extending the benefits of the society to wholesale merchants and manufacturers and their salesmen and clerks on equal terms with the original members. Up to date nearly \$70,000 has been paid to beneficiaries at a small average cost to the members, making it about as cheap a scheme of life insurance as there is in existence. The only expenses are for the Secretary's office, the President and Trustees giving their services gratuitously. There are

no canvassers to pay, every member being expected to help the Secretary as much as possible in increasing the membership, which has now reached over 1,700. Last year \$12,000 in death claims was paid and \$2,000 reserved for two other claims for which the necessary papers had not been filed, but notwithstanding this heavy call of \$14,000 in one year, the reserve fund amounts to nearly \$13,000, and at the close of the year there was a balance of over \$1,200 at the credit of General Expense Account.

Any person in sound health between 15 and 50 years of age may apply for membership, and if accepted has to pay an admission fee of \$2 and a small fee for medical examination. The graduated table of assessments is as follows:—

AGE AT ENTRY.		
Under 25 years.	.....	\$1 10
25 years and under 30 years	.....	1 20
30 " " 35 "	.....	1 35
35 " " 40 "	.....	1 50
40 " " 45 "	.....	1 75
45 " " 50 "	.....	2 00

The annual dues to meet expenses are



Mr. WARRING KENNEDY, Treasurer.

only \$2. The average yearly cost for \$1,000 is \$9.10, a very trifling amount, considering the benefit to be ultimately derived from its payment. There are no restrictions upon certificate holders travelling in the United States, British Provinces and Europe, excepting in times of war.

The advantages to be obtained by this mode of insurance need not be commented upon, and they should appeal to the common sense of every intelligent person. It may be pointed out that the Commercial Travellers' Mutual Benefit Society is the only society of its kind in Canada which is not only incorporated by Act of Parliament, but is licensed by the Dominion Government and is under the supervision of the Department of Insurance at Ottawa, which forms a guarantee of its stability.

Two important clauses in the By-laws are as follows:

17. Any member who does not pay to the Secretary the amount of the assessment

within forty days from the date of such notice shall forfeit his membership, and the certificate issued to him shall thereupon become and be null and void, and of no effect.

(a) Every such person may again become a member upon payment of all arrears, furnishing a new medical certificate and such other evidence of good health as shall be satisfactory to the President and obtaining his approval in writing, which approval shall operate as a revival of the certificate.

(b) No forfeiture shall be waived in any case by payment after the expiration of the said forty days or by any action or notice, of or from the Secretary, or other officer of the Society without full compliance with the foregoing and obtaining the approval of the President as aforesaid.

(c) Non-payment of the annual fee on or before the 1st day of March in each year, shall operate as a forfeiture as in the case of default in payment of an assessment, and re-admission shall only be secured by full compliance with the provisions of this By-law.

21. Should any member in respect of whose death any benefit is claimed have been personally engaged in transportation of highly inflammable or explosive substances or in any extra hazardous occupation or shall have entered any military or naval service whatsoever (except the militia when not in actual service), or shall die in consequence of a duel, or of the violation of the laws of any nation, state or province; or shall become so far intemperate as to seriously or permanently impair his health or induce delirium tremens, or in case the answers and declarations made in the application for membership shall be found in any respect untrue in any matter material to the contract, then the certificate issued to him as such member shall be null and void, and in every such case the Society shall not be at all liable thereunder or under the provisions of these By-laws.

The following gentlemen are the past presidents of the Society:—Lewis Samuel, John F. Ellis, W. G. H. Lowe, and R. L. Patterson.

The present officers are: President, Jos. Bonnick; Vice-President, James Greenfield; Treasurer, Warring Kennedy; Trustees for Toronto, T. M. Bayne, Robert Crean, Thos. Dunnet, W. B. Dack, H. Goodman, W. H. Lailey, Hector Lamont, Joseph Taylor, S. R. Wickett; Trustees for Hamilton, Wm. Bremner and E. A. Dalley.

Mr. W. G. H. Lowe, a past president of the Society, is the Secretary, who has earned for himself the respect of every member by his admirable conduct of its affairs.

It is surprising to us, in view of the very small annual outlay, that every commercial traveller, young or old, and every salesman in a wholesale house, is not a member of the Mutual Benefit Society. The business is admirably managed, being under the supervision of two of the most competent actuaries in the Dominion. The members have every reason to feel proud of its success, and it is safe to say that no other society of its kind has such a thoroughly devoted and enthusiastic membership. Every member takes a personal pride in furthering its interests, and we trust the day is not far distant when all who are eligible will have their names inscribed on the roll of membership.

Every line of goods embodies a history and a science worth years of study to understand.

Goods conveniently located save time, money and temper in showing.



SALES MADE AND PENDING.

Wilson and Co., hardware, Brandon, have sold out their branch business at Wawanesa.

John J. McCallum, general merchant, Dunsford, Ont., has sold out to Wm. Germyn.

The general stock of E. Pedler, Gravenhurst, Ont., is advertised to be sold on the 20th inst.

Sherlock, Freeman & Co., general merchants, Grenfel, Man., have sold out to O. Skrimmes.

Mr. S. H. Dickson, general merchant, Pakenham, has sold out to Mr. McLean, of Arnprior.

The stock of S. S. Ritchie, general merchant, Lindsay, Ont., is advertised to be sold by auction.

The general stock belonging to the estate of F. M. Northwood, Blenheim, Ont., is advertised to be sold by auction on the 20th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Mr. Thomas Murray has withdrawn from the following firms of general merchants: Murray & Milligan, Chapleau, Ont.; Murray & Tuff, Cobden, Ont.; Murray & Loughrin, Mattawa, Ont.; T. & W. Murray, Pembroke, North Bay, and Missanabie, Ont.; Wm. Murray & Co., Rapides des Joachims, Que.; and from the firm of Murray & Gorman, boot and shoe traders, Pembroke, Ont. In every case the business is continued by the remaining partners, and the style is unchanged in all but the Pembroke, North Bay and Missanabie firm, which is now Wm. Murray & Co.

FIRES.

W. H. Annett, general merchant, Stanstead, Que., is burnt out.

A fire at the Ontario Tack Company's works, Queen street, Hamilton, on Monday night, caused a loss of about \$500.

In the destructive fire which visited the business part of New Westminster, B. C., on Monday, L. J. Trapp & Co., hardware dealers, was burnt. The explosion of a stock of powder in the store made the fire unmanageable.

REMOVALS AND DEATHS.

M. Scates, general merchant, Highgate, Ont., is removing from that village.

Stewart Freeman of the firm of Stewart Freeman & Co., general merchants, Jordan River, N. S., is deceased.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Ottawa—Sinclair Robt., plumber, assigned to P. Larmouth.

Minnie Zickrick, general merchant, Ninga, Man., has assigned.

Mrs. D. Rheaut, general merchant, St. Albert, Que., has assigned.

Smith & Hope, general merchants, Granby, Que., have been asked to assign.

Lindsay—Moxley Jos. tinware and stoves, assigned to Wm. H. Miller, Kingston.

Angus McDonald, general merchant and liquor dealer, Port Hood, N.S., has assigned.

T. H. Pentland & Co., general merchants, Holland, Man., have been granted an extension.

James Brown, general merchant, Desboro, Ont., has assigned to M. A. Halliday, Chesley, Ont.

Jas. Calhoun & Son., general merchants, Dundalk, Ont., assigned to F. H. Lambe, Hamilton.

J. J. Zealand, hardware dealer, Milton, Ont., has assigned to A. H. Hope, Hamilton, Ont.

Wm. Rankin, lumber dealer and general merchant, Hermon, Ont., has assigned to Jas. C. Dale, Madoc, Ont.

Mr. Marshall Wallace Ralston, hardware manufacturer and iron founder, doing business at 198 and 200 Craig st., Montreal, under the firm name of M. W. Ralston & Co., assigned at the demand of Mr. Fred. Wm. Hudson, accountant. His liabilities amount to \$27,276.88. Among the direct liabilities, the largest creditors are: Edward W. Leonard, \$1,842.73; Fred. R. Cole, \$569.08; Robert White, \$658.14; John P. Kelly, \$641; John S. O. Pollard, Walden, Mass., \$750; A. Bolte, Toronto, Ont., \$929.59; Dom. Collin, \$610.07; F. X. Letourneau & Co., Quebec, \$869.74; S. S. Kimball, \$380; the Warren Scale Company, \$340.38; Cornelius Ryan, \$300; Seymour & Co., \$400; Molson's bank, \$1,000. The indirect are the Molsons bank, \$8,000; Fred Nash, \$1,000; Banque Ville Marie, \$1,800; Banque Jacques Cartier, \$350, and Banque Nationale, \$270.

After alluding to the new screw list, a hardware man in Western New York remarks in the Iron Age:—Isn't it about time we had another change in the base of nails; also bolt list? In fact, if the whole hardware trade could be turned up once in three months, with some new experiment in prices, so it would take a Philadelphia lawyer to keep track of anything, it would please everybody.

From the annual statement of British commerce for the past year it appears that in the class of metals and machinery there was a gain of more than 10 per cent. in exports of copper and brass, and considerable gain in lead and minor articles, but a heavy loss

in exports of manufactured iron and of machinery. In exports of minerals and metals the decrease in quantities exported was more than 10 per cent., but the advance in prices was so great as to represent an increase of 14 per cent.—The Iron Age.

The business men of Pennsylvania are moving to have Saturday afternoon made a legal holiday between the middle of June and the middle of September. Custom has all but made it a general holiday, and now law is sought to sanction the usage.

A new manual training school was opened in Philadelphia last week in which iron work has a prominent place. Adjoining the principal class-room is the iron-work department. The furniture in this room consists of two rows of benches, with 24 vises, and beside each vise lies a complete set of tools. In one corner of the room is a forge for tempering the iron and tools. The only expense for each boy is the furnishing of two aprons and a set of mathematical instruments.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia



Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere.

R. CARRIE,

27 Front St. E. Toronto.

eow

STORAGE

ICE CREAM FREEZERS.

IF YOU WANT TO SATISFY YOUR CUSTOMERS---SELL THEM
THE BEST, THE MOST CONVENIENT AND
ECONOMICAL

The Gem Freezer
The Best in the World.

DO NOT ALLOW YOURSELF TO BE IMPOSED UPON BY THOSE
WHO MAY TRY TO SELL YOU OTHER FREEZERS BY
TELLING YOU THEY ARE "JUST AS GOOD" OR
"JUST THE SAME AS THE GEM."

IF YOU CAN'T GET THE GEM FROM YOUR REGULAR JOBBER,
WRITE TO US AND WE'LL TELL YOU WHERE YOU CAN GET THEM
OR GIVE YOU PRICES AND DISCOUNTS.

DOUBLE ACTION. WHITE CEDAR PAUL.
GEARING COMPLETELY COVERED. SELF-ADJUSTING SCRAPER.
CANS FULL SIZE. USES LEAST ICE.



MANUFACTURED BY
**AMERICAN
MACHINE CO.**
LEHIGH AVENUE AND
AMERICAN ST.,
PHILADELPHIA.

JOHN H. GRAHAM
& CO.,
MAN'FRS AGTS,
113 CHAMBERS ST.,
NEW YORK.

How to Sell Goods

Send Ten Cents to the HARDWARE PUB-
LISHING CO. for a copy of B. F. Cummings's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East,
TORONTO.

See here OLD MAN! if you want to
TIME the "LIGHTNING FREEZER" get a
STOP-WATCH.



SHEPARD HARDWARE CO., Buffalo, N.Y.

Electric Supplies for Electric Lighting, Electric
Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Straits 100 lb ingots..... " .. 23 24
Strip .. 26, 28

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes \$6 50 \$6 75
I.X., " 7 75 8 00
I.X.X., " 9 00 9 25

Raven & P.D. Grades—
I.C., usual sizes 5 50 5 75
I.X., " 6 50 6 75
I.X.X., " 7 50 7 75
L.X.X., " 8 50 8 75
D.C., 12½ x 17 5 00
D.X., usual sizes 6 00
D.X.X., " 8 35 6 80

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes 4 50 5 25
I.C., special sizes 4 25 5 25
B.V. Grade, I.C., usual
sizes 4 85 5 00

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terns.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 75 9 00

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs } 6½c, 7c
" 14x60, " }
" 14x65, " }

Iron and Steel.

Base Price.
Common Iron, per 100 lb .. \$2 30 2 40
Refined " .. 2 55 2 65
Horse Shoe " .. 2 60 2 65
Band " .. 2 75 3 00
Hoop " .. 2 75 3 00
Swedish " .. 4 00 4 25
Nova Scotia Bar Iron..... 2 25
Domestic Bar .. 2 20 2 25
Sleigh Shoe Steel 2 50 2 75
Tire Steel 3 00 3 25
Machinery 3 25 3 40
Best Cast Steel, per lb. 0 13½ 0 14
Russian Sheet 0 10½ 0 12
Tank Plates 2 25 2 50
Boiler Rivets..... 4 50 5 00

Boiler Tubes.

2-inch 12c
3-inch 17

Boiler Plate.

½ inch..... \$2 75
5-16 " 2 60
¾ " and thicker 2 50

Sheet Iron.

1 to 20 gauge 3, 3½
22 to 24 " 2½, 3
26 " 3, 3½
28 " 3½, 3¾

Canada Plates.

Blaina..... ½ bright 3 20 3 25
Boars Head..... " None
Maple Leaf " None
All Bright..... " None

Iron Pipe.

Wrought, 55 to 57½ p.c. dis.
Galvanized, 25 to 27½ p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb 5½, 5¾
26 gauge, " 5½, 6
28 " 5½, 6½
Gordon Crown—
16 to 24 gauge, per lb 5½, 6
26 gauge, " 5½, 6½
28 " 5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb..... 7½ 7½
" ½ " 6 6½
" 5-16 " 5½ 6
" ¾ " 5½ 5½
" 7-16 " 5 5½
" ½ " 4½ 4½
" ¾ & ½ inch " 3½ 3½

Trace, per doz. pairs \$3 60 5 90
German coil, per 100 ft 1 65 2 50
Jack chain, iron, single, per
doz yards 0 13 0 50
Jack chain, double, per doz
yards..... 0 15
Jack chain, brass, single, per
doz yards 0 20 1 10

Copper—Ingot.

Lake Superior, per lb 0 00 0 00
Baltimore " 0 14½ 0 15½
English B.S. 0 14½ 0 15½

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 25 26
" round & square 0 23 0 28
Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light,
16 oz, 14x48 and 14x60 \$0 19 0 20
Untinned, 14 oz. and light,
16 oz, irregular sizes 0 20 0 21
Note.—Extra for tinning, 2½ cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 0 30 0 32
Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb.. 0 22 0 26
" 35 to 45 " 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T.K. Pitts.

Plain Tinned, per lb..... 0 26
Spun " 0 30

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " 0 23 0 29
" 30 and up..... 0 26 0 29
Sheets, hand-rolled 2x4 ft..... 0 25

Zinc Spelter.

Foreign, per lb..... 0 05½ 0 06
Domestic " 0 04½ 0 05

Zinc Sheet.

5 cwt casks..... 0 06½ 0 07
Part casks 0 07 0 07½

Lead.

Imported Pig, per lb..... 0 03½ 0 04
Domestic " 0 03½ 0 04
Bar, 1 pound..... 0 04½ 0 05

Sheets, 2½ lbs, per square ft,
by roll 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll 4 75 5 00

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Soldier.

Half-and-half (guar.) per lb 0 19 0 21
Note.—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb..... \$0 19½ 0 20
Other makes " 0 17½ 0 18½

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. irons, per lb..... 5½ ..
No. 1 Do..... " 0 5½
No. 2 Do..... " 0 4½
No. 3 Do..... " 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon \$1 05 \$1 10
2nd qualities " 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow " 0 09
Golden Ochre 0 06
French " 0 05
Marine Black 0 09
Green " 0 09
Chrome " 0 08
French Imperial Green 0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per cwt 1 40
" (J.F.L.S.) " 1 75
Venetian Red (R.C.2) " 1 50
Ven. Red, Cookson's " 2 00
English Oxides " 3 25
American " 2 25
Paris Green, per lb 0 15½ 0 16½
Burnt Sienna " 0 08½
Burnt Umber " 0 05
do pure 0 07
Drop Black " 0 09
Chrome Yellows " 0 12
" Greens " 0 12
Golden Ochre 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal 0 70
Extra " 1 00
Brown Japan " 0 70
No. 1 Carriage " 1 50
Gold Size Japan " 1 40
Pure Orange Shellac " 2 20
Hard Oil Finish 1 50

Linseed Oil (in bbls).

Raw, per gal..... 0 64
Boiled 0 67

Turpentine (in bbls)

Selected Packages, per gal... 0 62 0 63

Castor Oil.

Best, per lb..... 0 10½ 0 12

Glue (in bbls)

Common, broken 0 10 0 11
French medal 0 12 0 15
Cabinet makers 0 17 0 18
White..... 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each..... 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross..... 0 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled "..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... 7 50 9 00
" Sewing, "..... 7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 8 00 15 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 25 p.c. off Revised
list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro..... 4 60 13 50

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings', discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jennings' Gen, net list to 5 p. cent. dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... 1 25 1 75
Mascot..... 1 35 1 85

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 65 and 5 per cent. to 70
per cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 70 per cent.
Reversible, dis. 65 to 70 per cent.
Vegetable, per doz..... 1 12 2 35
Henis, No. 8 "..... 6 00
" No. 9 "..... 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60, 60 and 10 per cent.

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 to 60 & 10p.c.
Loose Pins, " 60 to 60 & 10p.c.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 70 0 95

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World "..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 32 40

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50p.c. } to 50 and 5
Plate " dis. 50p.c. } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold "..... 1 10
Queenston "..... 1 10
Napanea "..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red "..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz..... 0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p.c.
from factory 60 and 10 per cent.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis. 20 to 33½ p.c.

Fawcets.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, "..... 2 80 3 90
Fenns Corkstops, No 2 p.do. 1 70
Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25p.c.
Horse Rasps, Kearney & Foote's dis
Am list, 50 p.c.
Horse Rasps, Heller's dis. Am. list, 45
to 50 per cent.
Horse Rasps, Spencer's, dis. Can. list,
33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Peerless, discount 45 p.c.
Gem, dis. 50, 50 & 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00
Enterprise, discount 10p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

United Inches—Box Price.

Size up to 26 inches	Star.		Diamond.	
	Per 100 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
26 to 40 in	1.45-1.50	2.15	2.15	2.35
41 to 50	1.55-1.60	3.50-3.60	5.45	
51 to 60		3.80-3.90	6.25	
61 to 70		4.10-4.20	7.20	
71 to 80			7.80	
81 to 85			8.75	
86 to 90			10.95	
91 to 95			13.75	
96 to 100			16.25	
101 to 105			22.00	

Pilkington.

Ordinary
1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 6 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent.

Hoe.

C. & B., discount 30 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 per cent.

Light T and strap, dis 60, 62½ percent

Heavy, per lb..... 0 5 0 05½

Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepherd's..... 1 00 1 50

Per doz. pairs..... 1 50 3 50

Hoes.

Garden, Mortar, etc., discount 40 per cent.

Planter's per doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross..... 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can.
dis. 17½, 20 p.c.

BOWMAN, KENNEDY & CO.,

LONDON, ONT.,

HEADQUARTERS FOR

General Shelf and Builders' Hardware, Cutlery, Silverware, etc. Glass, all kinds, single, double thick and fancy, Paint, Putty, etc. Oils, raw and boiled Linseed, Castor Oil, Coal and Machine Oil.

WHOLESALE ONLY.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 0 60 2 70
Screw, bright, Eng., dis. 40, 5, 45 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 per cent

Horse Shoes.

Per keg 3 60 3 75

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun per lb 0 28 0 30

Copper, " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz 2 75 3 25

Bronze, Gem, " 6 00 9 00

Lava, " 8 75 10 00

Shutter, porcelain, F. &
L. screw, per gross \$1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " 1 87 3 85

King, wood, " 2 75 2 90

glass 4 00 4 50

All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent.

Palaack.

English and Am. per doz 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vite, " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Gutter.

Enterprise, dis. per cent 20 25

Canadian, 37½ to 40 per cent.

Dixon's, each 1 60 2 00

Woodruff's " 1 10 1 70

Hale's, " 1 05 1 50

Hume, " 13 00 16 00

Mining Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.

Cut, 3 in. and upwards, 2 60

per keg base 2 60

Brads & Moulding Nails, discount 65
per cent.

Wire Nails, 70 per cent.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octa-
gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " 0 18 0 18

Canada W.W. " 0 20

American W.W. " 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump, 19 50

per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 00 3 50

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter 2 25 3 60

Picks.

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian, or American
dis. 50.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R. & L. Co.) 33½ to 35
per cent.

Miscellaneous, dis. 10 to 12½ per cent.

Bailey's Victor, dis. 10 to 12½ per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " 22 33

Screw 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern &
Pitcher Spout, 60 and 60 and 10 p.c.

Punches.

Saddler's, per doz 1 00 1 85

Conductors' " 9 00 15 00

Tinner's solid, per set 72

hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½

Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Stropps.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 40.

Iron " 40 to 45 per cent.

Burrs, Iron, 30, 33½ p.c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope.

Sisal, per lb 11½ 12½ smaller than
Manilla, " 15 16½ 7-16, ½ c. extra.

Cotton, " 22 25

Russia Deep Sea, per lb 15 16

Jute 09½ 10

Rules.

Boxwood, dis. 75 & 10.

Ivory, dis. 40, 40 & 5 per cent.

Sad Irons.

Mrs. Potts, per set 0 90 0 95

" N. P. " 1 20 1 25

Sand and Emery Paper.

B. & A., sand, 30 p.c.

Emery, per quire 55 90

Sash Cord.

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.

Scrapers.

Box, per doz 2 10 4 50

Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 7½ per cent. dis.

" N. H. " 72½ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Bench, wood, per doz 3 25 4 00

Bench iron per doz 4 25 5 75

Scythes.

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 33½ to 35 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Etna, dis. 75 @ to 75 and 10 per cent.

Heinisch 60 per cent.

Sheaves.

Sliding Door, per set 77 1 40

Steel Shingles.

The Metallic Roofing Co. of Canada—
per square.

Heavy Eastlake Galvanized 5 75

Light " 5 25

Heavy Eastlake Painted 4 00

Light " 3 75

Tower or Mansard Galvanized 6 25

Tower or Mansard Painted 4 50

Terra Cotta Painted Tile 7 00

Eastlake Painted Siding 3 50

Manitoba Galvanized Siding 4 75

Heavy Man. Painted Siding 3 50

Light Manitoba Painted Siding 3 25

Heavy Sheet Pressed Brick 3 50

Light Sheet Pressed Brick 3 25

Painted Crimped, Siding or Ceil. 3 50

Shot.

Canadian, dis. 7½ per c.

Shovels and Spades.

Canadian, dis. 37½ per cent

Sieves.

Wood Rim, black, p. doz 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap.

Sapolia ½ gross boxes 3 25

1 and ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb 0 32

Wrought Spikes.

Discount, net list to 10 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons per gross 7 50 12 00

Dessert " 21 00

Table " 30 00 30 00

Dessert Forks 24 00

Medium " 27 00

Table " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 5 5½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 15 50

Hindustan, per lb 0 06

CINCINNATI BELL FOUNDRY CO.
 SUCCESSORS IN BLYMYER BELLS TO THE
BLYMYER MANUFACTURING CO.
 CATALOGUE WITH 2200 TESTIMONIALS.
BELLS, CHURCH, SCHOOL, FIRE ALARM

No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

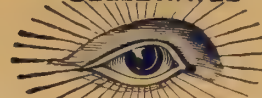
McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

NEEDHAM VEALL & TYZACK'S

CELEBRATED



WITNESS

CUTLERY

MANUFACTURERS OF

Table Knives, Carvers and Steels,
Butcher, Palette and Artists' Knives

Fine Pocket Cutlery.

SCISSORS, RAZORS, ETC.

Agents for Canada

Watson & Pelton,
MONTREAL.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED

FETHERSTONHAUGH & CO.,

Canadian Bank of Commerce Building (2nd floor); - - - TORONTO.

THE MANUFACTURERS' LIFE INSURANCE COMPANY AND THE Manufacturers' Accident Insurance Company.

HEAD OFFICE : Yonge Street, Trader's Bank Chambers, Toronto.

Authorized Capital, \$2,000,000 and \$1,000,000 respectively.

Most Liberal and Varied Forms of Life or Accident Policies Issued. Life Policies incontestible on any grounds whatever after three years.

PRESIDENT :--Rt. Hon. Sir John A. Macdonald, P.C., G.C.B.

VICE-PRESIDENTS : { GEO. GOODERHAM, Esq., President Bank of Toronto.
WM. BELL, Esq., Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

JNO. F. ELLIS, Managing Director.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING SANDSTONES, CALCINED PLASTER.

BUILDERS' & CONTRACTORS' SUPPLIES
Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:

McGill, Wellington, Grey Nun and Youville sts
MONTREAL.



Improved patent asbestos floor and partition
tiles, Patentee and Sole Manufactur-
ers, Canada and United States, Fairbairn
& Craig, 128 Richmond St., W. Toronto

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL RAILS NEW OR SECOND HAND All Sections
Cast and Wrought SCRAP IRON in Car lots
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.
Australian Fence Wire Strainers.
Send for Prices.

Genuine Coppered Babbitt

PRICES.

Anchor	per lb. 8c.
(For Shafting, etc.)	
Star	per lb. 12c.
(General Purpose)	
Star and Crescent	per lb. 16c.
(Heavy Machinery.)	
Diamond	per lb. 25c.
(Extra High Speed.)	

H. R. IVES & CO., Montreal.

MANUFACTURERS OF

Stoves, Hardware, Iron Railing, etc.

MONTREAL SMELTING WORKS

HAVING been large users of Antifriction Metals for many years, and suffered from being imposed upon by inferior compositions under various high sounding names, we are now offering under the above trade name a more reliable kind of Antifriction Metal, which by merit alone we expect will make its way in the market. It is put up in boxes of 50, 100 and 200 lbs. each. For large quantities in bulk or casks a reduction in price will be made. Prices subject to change without notice. Sample orders solicited. Terms: 60 days or 2 per cent. off for cash.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)

PRIMERS B B CAPS,

Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen not using these goods to try them, and let them speak for themselves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,

MONTREAL.

DOMINION WIRE

MANUFACTURING CO'Y,
LIMITED.

Montreal, and Toronto,

Que.

Ont.

WIRE DRAWERS

—OF—

IRON, STEEL.

Nail.
Telegraph.
Rivet.
Bolt.
Spring.
Telephone.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

And COPPER,

AND MANUFACTURERS OF

WIRE NAILS - WOOD SCREWS

“LYMAN” 2 and 4 Barb,
PLAIN TWIST RIBBON,
and THORN

FENCING.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, “PLATE.”

55 Victoria Street, - - - Toronto, Ont.

FEB. 28, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED

WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

—O—
Importers of
BAR IRON,
STEEL,
Shelf and Heavy

HARDWARE,

Builders' and
Mechanics'
TOOLS and
SUPPLIES.

—O—
32 KING ST. EAST,



JOHN LEYS,
Vice-President.

—O—
Mantels,
Grates,
Tiles,

- CUTLERY -

E. P. WARE
Housefurnishings.

—O—
TORONTO.

THE KING OF LAMPS

Producing an immense White steady flame, sufficient to
brilliantly illuminate a space of 50,000 cubic feet.

Holds over a Gallon of Oil. Burns over 10 Hours without Re-filling.

It makes no Smell ! This is due in part
to the perfect
draft and perfect combustion of oil ; it is also due to the fact that dirt
falls off of its own accord—not into a pocket, but off—it has no pocket.
NO POCKET, NO DIRT ; No bodies of Insects to fry and stink
unseen and unsuspected.

Better than gas or electricity at half the cost.

Does the work of 15 ordinary Lamps
and not as troublesome to care for as
any one of them. Only one Lamp to fill.
Only one chimney to clean instead of 15.

GOWANS, KENT & CO.,

Toronto and Winnipeg.



THE PITTSBURG MAMMOTH.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vcl. 3.

TORONTO, FEBRUARY 28, 1891

No. 9

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

THAT NAIL PRICE LIST.

The decision arrived at recently by the various nail mills, whereby a reduction of 10c. was made in the list price of nails, brings forcibly to mind what a ridiculous assumption this nail list is. In the face of the actual fact of the case, the solemn manifesto of the various mills that they had reduced the price is a perfect farce, for it is a well known and admitted fact that all along jobbers have been regularly cutting under the list as much as 10c.; that is, while the list price was on the \$2.50 basis, traders in the country could have their nails at \$2.40, the present list price. The question naturally arises, who is to blame? and the answer is hard to fix in the face of the various reports that are in circulation. For instance, one party says that his neighbor is cutting and that to keep his business he is compelled to follow suit, while the other dealer retorts that he is not to blame, as makers themselves will sell to country dealers and have done so. All this may be true, but the generally accepted reason is that nails are used as a scapegoat to entice orders on other lines. That this method is adopted by many jobbers in booking orders there is every reason to believe, so that it is probably the most fruitful cause of the cutting that is done. The remedy is not far to seek. It lies in the first place with the makers, and in the second with the jobbers who are men of their word. The former can refuse to sell to any jobber suspected of cutting, whereby the honest jobbers will be afforded a fair chance, while the latter, once they secure this advantage can live faithfully up to

their word. Until this is done there is a strong possibility that cutting will be indulged in, all protests to the contrary. Buyers, however, should remember that it is neither businesslike nor according to human nature to sell goods at a loss, and that although they may secure a concession on nails the chances are a hundred to one that the benevolent jobber in the case more than recoups himself on some other article, so that the benefits derived may be only imaginary. Retailers generally favor standard prices. When manufacturers and jobbers are cutting prices especially on such a line as nails, retailers are never certain that they are buying right. They may think they have bought at the rock bottom price, but are surprised to find their neighbor selling less than cost and then making a profit.

MACHINERY MAKES SPECIAL TRADES.

"What shall I do with my boy?" The above is a question often asked by fathers. In answer I would say, "No matter what your circumstances are, teach him a trade." But you will reply, "What trade shall I put him at? Every trade seems to be filled up." There is one trade that is never too full. That is the machine business. In my mind there is no trade which offers the same opportunities to a smart boy with a good common school education. There is scarcely any factory now of any pretensions, be it woollen, wood, paper, shoe, or printing, which has not its mechanical superintendent who must be a practical machinist, and must thoroughly understand the machinery which he has charge of. There is scarcely any business in which machinery is not in some way employed, and a man to be a successful manufacturer should have some knowledge of machinery, and not be entirely dependent on employees, whose carelessness might in

in a few months entirely destroy valuable machinery. A great many of the owners of sugar plantations in Cuba, are now sending their sons to New York and other places in U. S., where sugar machinery is made, to learn the machine-trade, so as to be able to superintend the working of their plantations. This might be done with good results by manufacturers in other lines in Canada.

INJURIOUS MACHINE OILS.

Manufacturers and owners of machinery generally have had a good deal to say of late about inferior lubricants, this class of stock being, they allege, much more common than it used to be. This dissatisfaction on the part of consumers is usually visited on the retailer, in the form of withdrawal from him of further trade in oils, if he has been found to have sold what was below standard stock. It therefore behooves the trader to be on his guard against manufacturers who sell oils that are not what they seem. There is nothing else so certain to estrange the trade of a manufacturer as bad machine oils, because these not only serve him poorly as lubricants, but they damage his machinery. He has to depend on the honesty of the trader, as he cannot satisfactorily test the oils, and if the trader deceives him and also impairs his machinery, there is no likelihood of further dealings between them.

It is known that samples are carried and exhibited to the retail trade of the country, and that orders are taken for oils corresponding to the alleged quality of these samples, at prices much below what well-known manufacturers ask for oils graded the same. But these cheap oils turn out badly. Possibly the first order of the retailer may be satisfactory, the oil may be what it is represented to be, but the subsequent orders are filled with oil that will drive away that retailer's customers. The low price is inevi-

tably followed by low grade. The assurances of the men who show the samples, that the oil will be equal to or better than that for which 5 or 10 cents more is paid to established makers, ought not to be accepted without some useful guarantee. The thing is not reasonable enough to be taken without reserve, and experience has taught the trade that it is not safe to take irresponsible statements in preference to the record of manufacturers who have made a reputation all over the country. The trader cannot test the oils. He must be beholden to the integrity of the manufacturer or his agent, and he should buy no oils from untried makers. That is his only safeguard. To undertake to judge for himself is absurd. The most experienced manufacturer may be fooled, with all he knows of gravity, fire-tests, viscosity, etc. It is better, therefore, to buy of houses that have built up a large trade, as that can be done only by square dealing, and the manufacturers who command such a trade may be trusted to have a sufficient insight into their own interests to know that they can add to it only by square dealing. Buy your oil from reliable houses.

There are many grades of machine oil, light or black, prices ranging all the way from 6c. to \$1, and the test of service is the only means open to the man who is not an expert, to judge between oils that differ fully 20c. in value.

DEAD BEATS AND INDIGENTS.

We use the term "dead-beat" in a broad sense, so that it includes all people who contract debts that they do not pay. On account of the stigma there is in the name, it ought to be supplemented by another to designate that class of people who are prevented from redeeming their credit by poverty or other misfortune. In the same way as there should be separate compartments in prisons for persons of greater and of less degrees of viciousness, so there ought to be distinctions in our epithets to label the delinquent class. Not only is it the more merciful way to treat the indigent debtor to assign to him a separate term in creditors' parlance, but it also makes the term "dead-beat" more odious to exclude from its application any person whose honesty appears to be sound. It intensifies the force of the word, and makes it more deeply brand him to whom it is attached.

The division of worthless debtors into the classes of the indigent who cannot pay and the unprincipled who will not pay, is more-over of value to the trader. The man whose will is bad he can punish, recover from or expose. The one whose means alone are bad he will find it of little service to do otherwise with than simply defend himself. With the "dead-beat" proper the possession of money is as strong a deterrent to pay a debt as the want of money is with

the simply indigent man. The "deadbeat" feels that he is so much ahead if he can cancel a debt by simply refraining from paying it, while every dollar he acquires in the meantime becomes dearer to him. Of all the ways of disposing of money in hand he considers the most unjustifiable and foolish to be the using of it to pay debts, to employ it upon dead issues. His moral ideas are pernicious. His disposition to pay is weakened, not strengthened, by the acquirement of the means, and on such a man as that the full weight of the opprobrium there can be put in a degrading name ought to be concentrated.

It is a natural enough thing for a man to pay money more cheerfully when he is getting its equivalent concurrently, and every man is more or less reluctant to give money for value received months beforehand. With the "deadbeat" this reluctance becomes evasion of the responsibility, and all who deal with him soon learn that there is no time so good to get money due from him as the moment of buying. With him every dollar's worth got on credit represents a dollar gained.

A PLATE GLASS SMASH.

On Monday night The Toronto Plate Glass Importing Company's warehouse on Victoria street gave way, and its walls fell in on five thousand dollars' worth of plate glass that had been stored there but a few days. This building is beside that in which are the company's offices and sample rooms, and was never in use before as a glass warehouse. The company had only begun to transfer to it the stock in their Front St. warehouse, one fifth of which was moved when the collapse took place. They are well pleased that it came as early as it did, as if it had to come, the longer it was put off the more mischievous it would be, as the more glass would be in. It is hoped that \$3,000 worth of the stock in the warehouse may be unharmed. The cause of the breakdown of the building is unknown yet. A central pillar may have had an infirm foundation or girders may not have been securely held. The accident will not delay business at all. Orders will be filled as promptly as if the building had stood. The fire which damaged the company's premises some weeks ago did not check their trade at all, and the present mishap will not.

MACHINE SHOPS AND TOOLS.

It is the dream of every machine builder who has grown with an expanding business to some day be able to erect a works which shall faithfully represent the ideas he has formed of what a shop should be. He began to plan when he first discovered a defect in his present shop. His design grew from time to time as his lack of conveniences became evident and as he learned of the introduction of new appliances, or found that his neighbor was producing better work at a

cheaper rate. Many times he thought his plans perfected, as they followed the latest and best patterns as far as the building was concerned, and as the equipment contained the most perfect devices intended to expedite work. Just as many times has he altered his plans, being compelled to do so by the advent of some more advanced idea. He thinks his plans are now in perfect shape, and he would like to break ground for a model building. Let him wait a month, and the chances are that he will find it necessary to essentially modify his ideas.

A shop intended to economically and expeditiously turn out a certain line of work can be erected and equipped to-day, and it will be in accordance in every respect with the best practice on that date. Therefore, it will be perfect when gauged according to present standards. But that same shop will have to be altered to-morrow if it is to conform to the latest practice. If all advance in the mechanical world were to cease, then we should soon have perfect shops only. But as long as improvements are hourly made to facilitate the handling of material in every branch of every industry, just so long will it be impossible to have perfection. So rapid is the march of progress that we have no doubt it is now absolutely impracticable to establish a plant which shall, for even a short time, be known to contain all the best appliances on the market.

Some time since a shop was built to satisfy the dream of its designer—a man of long experience in the business, having an intimate acquaintance with every detail, and most essential, having all the capital needed to truthfully execute his scheme. A visit to the works before they were fully occupied elicited the remark that if he had the same thing to do over again he would make some changes. That might have been an error in judgment, but it does not affect the statement concerning the perfection aimed at. A few days since we were informed by the proprietor of a mammoth establishment that had a certain appliance been on the market when his designs were made and contracts let, he would have substituted it for the one he did put in. This shows an advance made between the time of designing and executing. These illustrations only emphasize the fact that the march is so rapid that it is difficult to keep step.

The life of tools and of plant in machine shops is certainly far longer than their term of utility. It has long ceased to be profitable or safe to attempt to exhaust the vitality of machinery. It is antiquated before it is old, and must wander to the scrap-heap to make room for more efficient and therefore necessary appliances. Ingenuity may, by modifications, give a new though brief lease of life, but those are sure to steadily fall back to the rear who cannot face the hardship of condemning plant which seems to have in it the capacity for much useful work.—Metal Worker.

Paris Green ! Paris Green !! Paris Green !!!

We have manufactured this insecticide for many years and our Paris Green is warranted the best. Order early as there is a brisk demand for May delivery.

Coach Colors ground in Japan Gold-Size.

Hardware men should ask for the "Elephant" brand—Used by the J. B. Armstrong Manufacturing Co., of Guelph, who ship their vehicles all over the world.

Our Japan Colors will stand any climate.

FERGUSON, ALEXANDER & CO.,

Montreal.

WHAT ARE CALLED TERNE-PLATES.

F. Linwood Garrison writes, in his little pamphlet on the "Manufacture of Tin-Plate:" "It would seem about time the public was informed that what is usually called tin, is simply sheet iron coated with from 2 to 5 per cent. of that metal, and that few or no articles of commerce are made of the pure metallic tin itself. When the iron sheets are coated with an alloy of tin, and from 25 to 60 per cent. lead, they are known as terne-plates, and have a dull leady appearance as compared with bright lustrous tin-plate. Terne-plates are usually used for roofing purposes, and are not infrequently sold as tin-plate pure and simple. When used for purposes other than the preservation or preparation of foods, terne-plate usually fulfills its requirements quite as well as tin-plate, and has the great advantage of cheapness."

ANOTHER LOST ART.

The manufacture of the old-fashioned bellows nail seems to be on the wane. It was introduced into this country from Belgium, where it is now made in considerable quantities, although it has always been a peculiarity that no one manufacturer has devoted his exclusive attention to it. The Belgian workman, anxious to add a little to his income after working hours are over, takes his bar iron home, and at his miniature forge devotes the long evenings of winter to turning out the nails. In this he is assisted by his wife and older children. When the winter has passed away, he turns his attention to his little garden and the manufacture of nails ceases. The Belgian on his arrival to this country brings the customs of his native land with him, and for a year or two the manufacture of bellows nails is carried on, but he finally abandons it, leaving the business to be pursued by a later arrival. This nail is considered by the bellows-maker to be

the best adapted to the peculiar purpose for which it is used. It is attached to the bellows, and its large surfaced flat head binds the leather closely to the wood, making a solid, substantial contact through which the air cannot readily escape.

The high price of these nails, and the difficulty of obtaining them in good quantities, has led manufacturers to adopt other methods. A nail with a somewhat smaller head is used with a leather strap to bind the edges of the bellows. The strap is necessary on account of the nail rusting, which in turn injures the connection between the wood and the main piece of the leather. Latterly, Western manufacturers use, instead of the leather, a strap made of wood. In this mode of manufacture great care must be used to obtain thoroughly seasoned wood, for the main portion of the bellows frame, for shrinkage in the top or bottom of it will produce a bulging of the strap and cause it to leak.

This mode of manufacture, however, very much cheapens the cost of bellows, and the old-time bellows-maker has become somewhat disgusted with the turn in affairs. He claims, however, that the new mode has sacrificed quality, that the blacksmith shop is a severe test on the durability of the bellows, and in time he will be vindicated. The old-time tack and bellows are the relics of hand work; the new departures are machine competition. Which is the better, it would not be safe to say with the two parties in controversy aggressively urging their different claims.

A great many 3d nails are used in bellows, being preferred to tacks, and they are handled very deftly by the workman. The demand for bellows is very large, although the iron blower is coming into use to a large extent. The blower, however, does not accumulate wind, but is perhaps more regular.

Bellows are largely exported. An order came recently to a large New York house for a shipment to China, the first ever noted

by this house for that country, although it would be a very bold statement to say that we had never sent any before to that country.—Hardware (N. Y.)

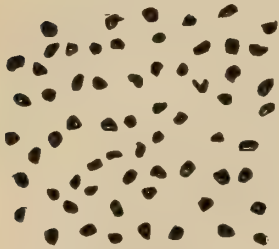
THE STEFANITE ALUMINUM PROCESS

German reports announce that the Stefanite aluminum process aims at introducing aluminum into iron, either in the blast-furnace, the cupola, or the puddling furnace. During the process of manufacture the liberation of aluminum from its ores goes on concurrently with the manufacture or melting of the iron, the newly formed metal being instantly alloyed with the iron. It is well known that a minute percentage of aluminum has the effect of lowering the melting point of iron and steel, rendering it extremely fluid so that it can be run with great facility, without blowholes. The cost of the process has hitherto rendered its adoption very slow, in spite of the great economies which have been affected by the various electric and electrolytic process for the production of aluminum. It is with the intention of reducing this cost that the Stefanite process is introduced. The trials which have already been made have been conducted in Germany. The method of operation consists in the addition to the iron ore in blast-furnace, or to the pig in the cupola, of emery and alum, either in powder or made up into briquettes. It is stated that the reaction of the alum on the emery gives rise to the vapors of metallic aluminum, which instantly alloy themselves with the iron, imparting to it the improved qualities which have hitherto been gained by the addition of aluminum in the ladle or ferro-aluminum in the crucible. The subsequent blowing does not volatilize the aluminum which descends with the iron. When the materials are added in the puddling-furnace, the bars can be hardened and tempered like steel, while their tensile strength is increased.—Iron Industry Gazette.

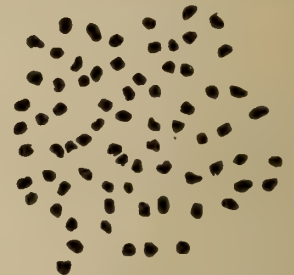
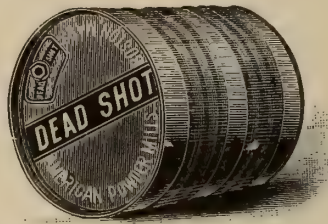
H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

A SWEEPING STATEMENT ABOUT IRON WARRANTS.

The Attorney-General of Great Britain, Sir Richard E. Webster, has got into trouble through an unguarded utterance in reference to pig iron warrants. The functionary in question was reported in the newspapers to have said: "More than one member of Parliament had told him that the spirit of gambling had become prevalent in many of the contracts made affecting articles of commerce, and it had been vouched for that there were more warrants for iron in existence than would represent three times the actual amount of that metal in the warehouses of the country." Connal & Co., Limited, the well-known firm of storekeepers, through their attorney, took Sir Richard E. Webster to task. The latter ultimately denied the accuracy of the report, asserting that his remarks were of the following tenor: "What I said was this, that I was informed that gambling transactions were largely indulged in in commercial matters; that in the session of 1890 I was consulted by a member of Parliament of great experience in the iron trade, who informed me that speculative and gambling contracts in iron for immediate delivery represented more than three times the actual amount of metal represented by bona fide warrants in existence, and that legitimate trade was seriously impeded." The whole trouble seems to have grown out of the fact that the Attorney-General confounded brokers' contract notes in the sale of pig iron with pig-iron warrants. It is asserted that within a reasonably recent period there have been contracts in existence representing three times as much Scotch iron as there were warrants in existence. It has never been claimed seriously by any one having knowledge of the English iron trade that there has been an over issue of warrants; that, in fact, warehouse receipts have been fraudulently issued. But it is becoming

more and more the settled conviction in the English iron trade that warrants are used merely as "chips for gambling," and that the movements in warrants have no real relation to demand and supply, but are merely "the evidences of the strength and weakness of the bulls and the bears." Those who are engaged in legitimate business seem to be more and more impressed with the injury which this gambling is doing both to producers and consumers, but we fail to see that any practical steps have ever been taken to stop it, or that effective measures for suppressing the evil are possible.—Iron Age.

STRATFORD PLATE GLASS ASSOCIATION.

A useful institution in Stratford is the Stratford Plate Glass Association. It is a purely local and mutual institution and gives probably the cheapest insurance against window breakages obtainable anywhere. The annual meeting was held on the (17th) in the city hall building, with Mr. H. T. Barker in the chair. Mr. Henry Gibson, the careful and efficient secretary-treasurer, was re-elected, as were also Messrs. J. M. Fraser and Thomas Orr as a managing committee. Mr. Gibson's annual report was presented, from which it appears that during the year there have been five accidents to plate glass, costing the Association \$138.50 to replace. Four assessments were made, in all amounting to 14 mills per square foot, upon the members, realizing \$128.17; for the fifth breakage no assessment was needed, there being sufficient funds over in the treasury therefor. There are between forty and fifty members, representing in all 10,247 square feet of plate glass. When the association started in 1885 the assessments levied averaged 13c. per foot; now they average about 5c. a foot. The breakages have been only fifteen in number in the six years of the association's existence. Stratford plate glass

owners have no use for outside plate glass insurance organizations. The association is going to consider the question of insuring glass against damage by fire as well as by breakage. It was also resolved that the entrance fee hereafter be 8 mills per square foot of glass insured.

THE ARMOR PLATE TESTS.

The official report of the Board of Naval Officers on the competitive trial of armor plates has been announced through the just-published proceedings of the U. S. Naval Institute. Three plates were in competition, one of steel, one of nickel steel, manufactured by Schneider & Co., Le Creusot, and one compound plate, manufactured by Cammell & Co., Sheffield. After an exhaustive trial the board placed the three plates tested in the following order of merit: 1, nickel steel; 2, all steel; 3, compound. The compound plate was perforated by all projectiles, and its steel face was destroyed. Two of the shells passed completely through both plate and backing. Both steel plates kept out all projectiles, all-steel plate showing slightly greater resistance than the nickel-steel plate, but the former was badly cracked by the 8-inch shell, while the latter remained uncracked.

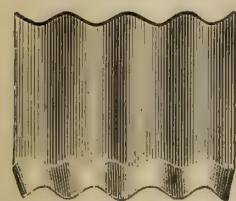
The projectiles were all Holzer 6-inch armour-piercing shell, brought up to the standard weight of 100 pounds by filling them with sand and fragments of iron. The fragments of iron weighed about two ounces each. The charge used was 44½ pounds for each round of brown prismatic powder, manufactured by Messrs. Dupont. The striking velocity was 2055 feet per second. The pointing was done by means of central cross hair sights in the axis of bore. The gun was fired by means of friction primer and long lanyard. The Board made a careful inspection of the plates and their bolts and backing. The steel plate and nickel-steel

CORRUGATED STEEL FASTENERS.

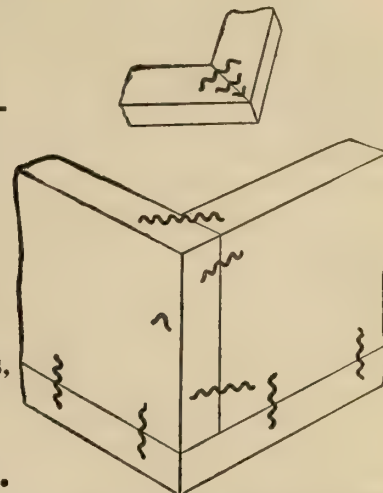
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

plate were secured to the packing with 12 bolts 2.26 inches in diameter. The compound plate was secured to its backing by eight bolts 3 19 inches in diameter. The weight of the steel plate was 20,776 pounds; nickel steel 20,679 pounds, and compound about 20,992.—Iron Age.

AN EXPERIMENT IN CASH BUSINESS.

Two enterprising young men, says a contemporary, one of them a practical tinner, started a hardware, tinware and stove business in a very small western town a year and a half ago, their trade being dependent upon the farming community. After a short time they decided to do a cash business, and to draw custom from the surrounding country they marked the stock straight through at an advance of 25 per cent. above cost. They found, however, that the territory would not afford enough business to induce them to remain, and eventually they moved their stock to another town in the same State. This town was the county seat, with a population of 2000 people, the surrounding country being settled with a well-to-do class of farmers. The merchants of this town had been getting large profits on their sales, and for a new firm to come in with a well-assorted stock of shelf hardware, tinware, bolts, nails, rope, cutlery, carpenter's tools, steel goods, etc., marked at an advance of only 25 per cent. above cost, naturally created some commotion. For example, their competitors sold wood smoothing planes at 80 cents each, while the new firm had the same planes marked at 45 cents. The new firm used all diligence in advertising their C.O.D. plan of doing business, and exerted themselves to their fullest extent to make it a success. They found, however, that it was hard for people to change from the old habit of buying goods on credit. They came to the conclusion that a cash hardware business might be successful where people had a regular, steady income, but that in a farming community it was not. As a result they disposed of their stock to other parties. It would appear that they were justified in their decision, viewing

the matter from the standpoint of the following article on farmers' credits which appeared in an eastern paper. It says:

"It is evident that the plethora of stores has increased competition to such a pitch that the farmer is practically master of the situation. As a consequence, he has encroached little by little, until he now enjoys a length of credit accorded to no other class of consumer. Farmers alone are carried for an entire year in the expectation that they will pay up after harvest, and if, when that period arrives, they have not sufficient money to meet their liabilities, they expect cheerfully to be carried another year, confident in the fact that if they find it inconvenient to pay their bills, it is out of the question to put pressure on them. In fact, they have become accustomed to being behind a year in their payments and the moment they do pay up for the past year they start in to be carried over the next. If they have any surplus left they do not devote it to paying current liabilities, but seek to make money by some outside investment, secure in the fact that they can always get credit, and that if the next harvest prove a poor one and they cannot pay up, the burden of their living expenses will fall on the storekeeper and not on themselves."

But perhaps there are among our readers others whose experience in this respect has been more satisfactory. Long credits are one of the trials of hardwaremen as well as other merchants in many parts of the country, and the trade would be interested in any hints as to how the difficulty may be successfully met.

SIMPLE METHOD OF TOUGHENING CAST IRON.

A very simple method of toughening cast iron, recently introduced by Mr. A. Jepson, of Arcade Chambers, Manchester, and which was, in the first place, designed chiefly for the bottom and side plates of ordinary ovens, has since been further developed for application to a variety of other purposes, and some brief notice of the invention will be of interest. The foundation of the patent is, that with certain proportions of thickness of wrought iron to certain proportions of thickness to cast iron, a complete fusion or amalgamation of the metal takes place without altering the

consistency of the wrought iron and without chilling the cast iron, and the process is applicable to almost all cast iron in which lightness and special strength are required. For instance, a piece of cast iron $\frac{1}{4}$ inch thick, with a core of 27-inch wire gauge wrought iron perforated sheet placed in the center, is increased in strength six times, and the plate is equal to cast iron of fully an inch in thickness. Recently the process has been applied to the casting of large drain pipes to which great damage is frequently done in transit. By inserting a core of thin wrought iron into the castings of these pipes, they have been so strengthened that the liability to fracture in carriage has been reduced to a minimum. Another application of the process is for toughening the ash plates in front of boilers on board ship, these plates frequently getting nearly red hot, are consequently subject to fracture upon coming in contact with water, but by the adoption of Mr. Jepson's toughening process this danger has been entirely overcome. In the manufacture of oven plates it has been found that a thin sheet of wrought iron of 27-inch wire gauge put inside a $\frac{1}{4}$ -inch plate so toughens the iron as to render the plate practically unbreakable by fire. The process has also been applied to the manufacture of the bottom plate in hydraulic presses, where the severe strain frequently causes those plates to snap in two. The process of manufacture of such plates is to place two cores of 24-inch wire gauge sheets every two inches apart through a 6-inch plate, thus forming five layers, and the additional strength thus secured is sufficient to render the press bottom unbreakable. The thin sheets used for inserting in the castings are, we learn, very fine steel or wrought iron with a thin coating of tin; and as these can be blocked into any shape, they can be readily covered by the metal in almost every form of ordinary castings.—[Glasgow Engineer.

Every line of goods embodies a history and a science worth years of study to understand.

Goods conveniently located save time, money and temper in showing.

A reputation for truthfulness is indispensable to permanent and satisfying success.



The Master Plumbers of Buffalo are on the right track with regard to bidding on sanitary work. There has been altogether too much "funny business" in reference to sub-contracts, and not alone in Buffalo. When a man goes to the trouble to prepare a bid and work out details of cost, etc., at the invitation of an architect or contractor, it is not very pleasant to know that it was all labor in vain, and that the architect or superintendent had decided in advance as to who the successful bidder would be. The Buffalo boys have apparently had enough of this "cat's-paw" system of doing things, and at a special meeting of their association, held at their rooms on the 28th ult., adopted the following resolution:

"RESOLVED, That on and after the first day of February, 1891, no member of the Master Plumbers' Association shall submit tenders in architects' offices for plumbing, drainage and gas-fitting, nor upon architects' or superintendents' specifications, nor upon any specified work that is submitted for competition, unless the bids are to be received at a stated time and opened in the presence of the bidders. "L. P. BEYER, "President.
"CHARLES GEIGER, Sec."

This is just about right and very sensible, and we hope to be able to record the adoption of a similar resolution by some of the other big associations throughout the country.—Sanitary Plumber.

MODEL HEATING AND VENTILATING PLANT.

The Master Steam Fitter prints an article descriptive of the steam plant of Chicago's largest hotel, the Auditorium. We take the following from it:

"The heating is done by low-pressure exhaust steam through both direct and indirect systems, the engines and pumps exhausting into a receiver from which the heating mains are run to the top of the building, the distribution being from there downward. For convenience in making repairs and changes the system is divided off into divisions similar to that in use in the other portion of the building. A system of equalizing traps, which are automatic in their action, is utilized to maintain an equal pressure in all parts of the system. In the ventilating of the building there are some interesting features, as electric motors are used quite extensively, but the main portion of the air is circulated by a ten-foot ventilating fan run by a straight line engine through rope transmission. The air is drawn in through an air shaft opening out at the top of the building sixty feet above. The air shaft is about ten feet square, and around the sides at intervals of a few feet are water pipes having slotted openings,

facing inward, through which sheets of salt water are projected toward the center of the shaft, forming a spray through which the air is drawn and cleared of its impurities and at the same time impregnated with a very agreeable and refreshing salty odor that reminds one of a sea breeze. From the bottom of the shaft the air is forced through a chamber lined with radiators. As the air comes in contact with these it becomes heated, after which it is distributed through the opera house and other parts of the building. The chamber or passage-way through which the air is forced winds around in a circle, the radiators being placed on the outer side so that the current of air is forced against them during its entire passage through the chamber. To provide the salt water or brine for forming the spray there is a tank built in the basement floor which is filled with a mixture of water and rock salt. This brine is kept in circulation by a low service pump, and is frequently renewed, as the accumulation of soot and dust would soon render it foul, for the Chicago atmosphere is not the purest, even in the night time."

DIED OF A BROKEN HEART.

They had lifted the body out of the canal, says the Sun, and a dozen of us stood around it when the coroner came. He glanced at the face, asked who first saw the body, and then said:

"I have expected this for a year or more. Poor fellow! No inquest will be necessary."

"But isn't it a case of suicide?" asked one of the crowd.

"Certainly."

"And shouldn't you investigate the causes which drove him to the rash act?"

"I know them already. He was a clerk in a hardware store next to my office. Last summer he got charge of the stove department. A hundred times did I hear him repeat:

"'A base burner? Certainly, ma'am—right this way. Presume you saw our advertisement last Sunday. The climax of base burners has at last been reached. Here it is, ma'am—our "Acme." Isn't it a beauty? Everything, outside of the grate and windows, made of solid nickel, and warranted not to turn black. It's as handsome as a painting, and lots of people who can't afford a piano are buying the stoves simply as a parlor ornament. What would our grandfathers and grandmothers say if they could step from their graves and behold a picture like this! We had ladies come in here and ask permission to sit down and criticise the stove as a work of art, the same as they would a piece of statuary or a painting."

"And now for the interior. This is the fire pot, as you will see. As soon as combustion takes place the hot air is drawn down through these flues, passed twice around the base, passes over the live fire to be reheated, and finally escapes by the flue when it has no further value as a heating power. Eco-

nomical? That's our strong point, ma'am. We claim that the stove will heat four times the surface with one ton of coal that any other stove will with three. It feeds and regulates itself. Any child can run it. No gas can escape when the stove is closed. All its parts are handy to be got at, and by no possibility can any accident occur. It lights a room so that no lamp is needed, saves enough in coal to buy all your meat and potatoes, and when not in use as a stove we have a music box to go inside of it."

"Poor fellow!" sighed the coroner, as he bent over him in pity. "This was the song he was compelled to sing to earn his daily bread, and we who were near him knew that the end must finally come. It has come. He did not want to live any longer, and none of us can blame him. I will turn the body over to the undertaker. The jury could only find that he died of a broken heart."

SITUATION WANTED.

SITUATION WANTED AS HARDWARE
Traveller or Salesman. Thoroughly posted in retail trade. Address, Iron, this office. 12

Geo. F. Bostwick.

OFFICE FURNITURE,
CHURCH FURNITURE,
HALL SEATING,
OPERA CHAIRS.
Best School Desks in Canada.

Manufacturer of Amberg's Patent Peerless Cabinet Letter Files. Fire and Burglar Proof Safes, Vault Doors, etc.

GEO. F. BOSTWICK,

24 West Front St., Toronto.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**

JNO. B. CLARKSON

Temple Buildings, - - - **MONTREAL.**

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

GREEN SEAL BRAND

PURE WHITE LEAD.

We are just in receipt of the following unsolicited testimonial:

"Your Green Seal White Lead is in every way found to be as good as quoted "Pure" and we find it to work well and cover a large surface. It is the cheapest lead for us to use on this account. Yours truly,

FOSTER BROS., Painters,
Nanaimo, B.C.

WALTER H COTTINGHAM & CO.,

56 St. Peter St. MONTREAL,
Sole Proprietors Green Seal White Lead.



There is talk of the Safety Barb Wire Company, Toronto, Can., starting a mill in Denver, Colo., to cost \$250,000.

Messrs. Gies & Walford, Berlin, are pushing young men in the stove and tinware line, and have all the work they can do. They keep a general assortment of stoves, including those of the latest and most improved designs.

Merchant & Co., importers, manufacturers and dealers in metals, Philadelphia, Pa., with branch houses in London, New York, Chicago and Kansas City, issue a handsome souvenir booklet, entitled "A Midsummer Night's Dream." Puck's train of elves in this pretty little book are the brownies we see so much of in these days, and are not represented in song or dialogue, but in a series of pictures admirably adapting the manikins to the modern work of advertising.

Two young mechanics at Waterbury, Conn., have luckily hit upon a process by which aluminum may be welded, and they are now on the high road to fortune and to fame, having already received offers for their patent in some instances said to be fabulous. Heretofore aluminum has had to be riveted, because the flux would run off the metal like water. In the fortunate discovery mentioned the welded parts were put to a strain of 1,100 pounds and remained firm.

The linseed oil men met in New York the other day and put up prices. The new scale of rates adopted to take effect immediately, involves an advance of about one cent. per gallon. The concerns represented have a capital of about \$25,000,000, and are claimed to include all the linseed oil houses of any importance in the country except three or four. These have been taken care of, however, in the arrangement, and they are expected to fall into line.

The merchants of Sturgeon, Mo., have entered into an agreement to follow and enforce the cash system for one entire year. Anyone caught trusting is to forfeit all his outstanding accounts. Now we shall be able to judge of the merits of an universal cash system. As goes business in Sturgeon, so would go business in almost any other locality under similar circumstances. Let all cash and credit cranks keep an eye on Sturgeon.—St. Joseph Journal of Commerce.

Hymen Bros. & Chamberlain, Berlin, have dissolved partnership. One Mr. Hyman and Mr. Chamberlain have sold their interest to the other Mr. Hymen, and Mr. Martin Blain, Toronto. The former is well known in Berlin. Mr. Blain has been in Rice, Lewis & Sons here for the past few years, and was in business in Uxbridge as a member of the firm of Speers & Blain. He was

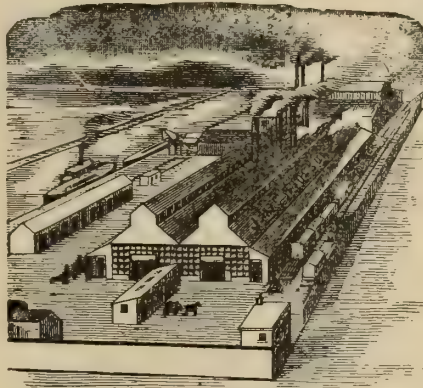


Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

74 York St., Toronto.

Our name is stamped on every pipe.

also in the employ of Henry Jones, Uxbridge and Ross & Allan, Toronto. All who know the two members of the new firm predict for them a most successful business.

In the Manufacturers' Gazette, Boston, Mass., a foundryman expresses a desire to hear from his fellow craftsmen, directly to the point, why it is that while in other lines of industry rapid progress has been made, the foundry of to-day is practically the same in every respect as the foundry of a hundred years ago? The writer reminds his fellows that the machinist, the wood-worker, the blacksmith and others, have developed their art, have their trade papers, their books and their lectures; but the foundryman appears to be making no progress and is being, in fact, left out in the cold. The enquiry is pertinent, and the accompanying suggestion is equally good, that "foundrymen should wake up and join the procession."

We have received a copy of the annual report of the Toronto Board of Trade for the year 1890. It contains a list of the officers committees and trade sections for the present year, of the names of members deceased in 1890, the reports of the president, treasurer, secretary and trustees, and a list of the members of the Board. In addition there is a lot of useful miscellaneous statistics relating to the failures, post office returns and export and import trade of Toronto, an account of Toronto's foreign commerce, and a statement of dutiable and free imports. The volume contains 71 pages of well presented, lucidly arranged matter, is well printed, and has a tastefully designed cover, on which is a picture of the beautiful Board of Trade building.

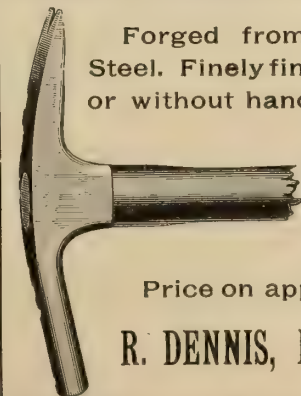
**SAW YOUR
ADVERTISEMENT**

IN THE

HARDWARE.

When writing to our advertisers please inclose the above.

UPHOLSTERERS HAMMERS



Forged from best Cast Steel. Finely finished. With or without handle.

The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.



A GOOD SALESMAN.

Mr. Lawrence Abbott has been interviewing Mr. Lawson Valentine as to the essential qualities which a salesman should possess. The following is extracted :

Mr. Abbott—What do you think is the first essential quality a salesman should possess?

Mr. Valentine—He should tell the truth.

Mr. Abbott—Do you mean to his employer or to his customers?

Mr. Valentine—To his customers. That is the basis on which merchants all round the world maintain themselves and establish themselves as merchants. Truth underlies all leading characters.

Mr. Abbott—Which would you say was the next requisite quality for a salesman to possess?

Mr. Valentine—Steadfastness of purpose. "Stick-to-it-iveness." The goal of your ambition fixed, make a "bee line" for it. Discussion as to likelihood of success, a wavering purpose, indicates a shifting policy. A man must believe in the goods he is trying to sell before there is a possibility of his making a market for them, and then he must be capable of steady and persistent application—for years, if necessary. These make the road to success. The royal road to selling is the same as the "royal road to learning"—there is none.

Mr. Abbott—You have said that the great thing was to make customers and not to make sales.

Mr. Valentine—When we send out a salesman we do not want him to undertake to sell goods as much as we want him to make customers. For a salesman a good ear is a pretty good thing to carry round—to hear what his employer has to say, and also to hear what his customer has to say, and then to make a good joint in supplying their wants. In the long run it is the truth that wins and holds the customer, and the holding is the most important part.

The salesman could not do better than to copy the qualities of good merchants, wherever he may find them, for the salesman is a travelling merchant or will become one. He is nothing more, and nothing less, only as he makes it less. When you get right down to it, truth is the "keystone," and truth means genuineness, naturalness. Then, of course, it is necessary to have all the other stones of the arch in harmony with the "keystone," they must be of equally good material. A builder would reject a faulty piece of granite, and would say: "This won't do, give me a sound piece, for the arch is to be of sound material, from the ground up."

Stick-to-it-iveness—That is great power. Two years would be represented by receptivity. A man to be a successful salesman must have personal qualities that will attract his customers, or, as I said before, all the other stones of the arch must be as good as the "key-stone." He must have good fellowship, be affable; he must have personal mag-

netism. Now-a-days, the road is the only place to learn the business, while the store used to be the school. Now the store is second in importance to the road. Look through Smiles' books and you will see there the characteristics which I mean elaborated more in detail.

The great thing is to tell the truth. You cannot make sales until you make customers, and you make a customer by getting his confidence and good will. You must make him like to see you come in, and if you can make him like you well enough, he will strain a point and give you an order. Most customers will do this if they like the salesman and are satisfied with his goods. Other things being equal, the customer will give his order to the man who has his good will personally, and this same thing is true of every employee. When a book keeper begins he is perhaps green; he does not "get there," but if he is the right man for the place, you will see him making every effort, taking every pains, sparing no work in order to "get there," and that is the way the successful man does "get there." A salesman reports that he has not sold anything; we care nothing about that. But we want to know that he is making every effort to fill his place, and to lay the right foundation for selling something. His mind must be on his work; if it is not, he cannot do that work, no matter what it is.

Soap and water are cheap, but soil on goods is expensive.

THE RULING PASSION.

A hardware salesman who travelled for several years for a prominent hardware house in Montreal left his five hundred pounds of excess baggage and settled down midst the scenes of his boyhood in a well-known town on the Goderich branch of the Grand Trunk Railway.

In a very short time his popularity secured him the position of Mayor. His elevation now entailed a closer insight into Coke and Blackstone and into the Revised Statutes than he had been wont to boast, for he had frequently to sit, no more on the "cold charity" of a galvanized iron sample trunk, but "on the bench."

One of his first cases was that of an inveterate toper who had frequently been discharged "with a caution." On this occasion our ex-traveller braced himself somewhat after this fashion:

"Prisoner at the bar! You seem to be case-hardened and a pretty tough sample. Have a care lest you are not overstocked with a $\frac{3}{8}$ coil chain and despatched to the granite city on the Grand Trunk Railway, where your escort will call out 'Kingston! change clothes for three years.' However, I will give you one more chance. Thirty days or 5 per cent. off for cash. Call up the next case!"

A feather duster disperses but does not remove the dust from the store.

Work can always be found in a store without double-million microscope.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
ELECTRIC Hydraulic and

for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

PAINTED SCREEN WIRE CLOTH.

Painting and Quality unexcelled.

SPECIAL SAND SCREENING CLOTH, JAPANNED HARDWARE GRADE WEBS,
LATH CLOTH and special strong power Loom Webs.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.

Send for Catalogue.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

If orders are now sent in with specifications we can supply in good time the latest improved Milk Can Trimmings with wide hoop and patent cover and Tinned Iron for the same, also Creamery Can Fixtures with the new patent Jersey gauge (which requires no putty).

We also have all kinds of Creamery Gates, Sap Buckets, New Galvanized Steel Buckets, good stock of Embossed Ware, in fact a heavier and more varied stock of tinware and house furnishing supplies than ever at prices as low as any.

Early orders, not necessary for immediate shipment, solicited.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



MONTREAL MARKETS.

MONTREAL, Feb. 26, 1891.

There is but little to say in relation to the market for heavy material just at present, for there is nothing doing in any particular line, while the absence of negotiations on account of future delivery adds to the dullness. In iron and its allied lines there is a small jobbing business in progress, but that is all, no line showing any particular activity and the same has to be said of chemicals, paints, oils, etc., etc.

IRON AND HARDWARE.

The week has witnessed few changes in this branch, for business has been small and inconsiderable in all lines, buyers generally maintaining their attitude of caution. Pig iron remains as before, the only transaction that we hear of, in fact the only one for weeks was the sale of a small lot of Summerlee ex store at \$23. Advices from the other side are of the same tenor, and we do not hear that any business is being done in this connection for future delivery as far as this market is concerned. In fact the furnaces are only commencing to blow in, so that the position is not a settled one as yet. In manufactured iron there is no change to note, nor any business of importance. Bar iron runs about \$2.20 for domestic and nothing new is advised over the cable. Hoops and bands are as before, advices from primary markets continuing firm as noted last week. In tin plate the demand is momentarily moderate, as buyers are holding off while holders remain as firm as ever. As we noted last week, stocks here are well reduced and consist only of charcoal, and buyers can only fill their wants at an outside figure. We do not hear of any business of importance, unless a few jobbing sales can be called such, for one broker who had a fair order to fill tried to do it, unsuccessfully, buyer and seller being apart. We quote \$4.75 as an extreme inside price. Terne plates are working upwards as we noted last week, but no spot business of importance can be mentioned. There is nothing special to note with regard to copper, lead, or tin, which rule about the same. The only sale transpiring worthy of note was a 50 ton lot of pig lead, which was turned over at \$3.50.

NAILS.

Makers do not appear to have commenced operations in earnest as yet, but are waiting for the elections, while jobbers are only doing a small hand to mouth trade.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 40
8 dy to 9 dy, " "	....	2 65
6 dy to 7 dy, " "	....	2 90
4 dy to 5 dy, Am. pat	....	3 15
3 dy, hot cut, per keg, Am. pat	....	3 90
3 dy fine hot cut, " "	....	5 40
4 dy to 5 dy, cold cut, Can pat.	....	2 90
3 dy, cold cut, " "	....	3 40
2 dy, hot cut, nails " "	....	5 60

	Steel Cut Nails	Wire. Nails.
10 dy to 60 dy, per keg	.....\$2 50	\$3 15
9 dy " " "	.....2 75	3 45
8 dy " " "	.....2 75	3 70
7 dy " " "	.....3 00	4 00
6 dy " " "	.....3 00	4 30
5 dy " " "	.....3 25	4 30
4 dy " " "	.....3 25	4 60
3 dy " " "	.....4 00	5 50
3 dy fine " " "	.....5 50	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	2 97
6 dy @ 7 dy, " "	.....	3 47
8 dy @ 9 dy, " "	.....	3 15
10 dy @ 30 dy, " "	.....	2 90
Cut spikes, " "	.....	2 45

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 70
1 " " "	.....	4 10
1 ½ " " "	.....	4 40

Finishing nails 65c. per keg over same size hot cut, viz., from \$6.35 for inch to \$3.40 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.35 for 1-inch to \$3.15 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.85 for 1-inch to \$3.65 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

The market is a dull one, in fact if a small jobbing movement is not considered there is no business to note. Buyers pursue an indifferent course, but we note no change in values the tone remaining steady. Bleaching powder is unchanged at \$2.50 and the same may be said of all other heavy chemicals.

PAINTS AND OILS.

There is only a jobbing movement to note in this market so that there are no notable features to mention. Oils remain as before cod 40 to 45c. and steam refined seal 52½ to 57½c. Linseed is unchanged the same remark applying to castor and cod liver oil. Leads rule: White, \$6.25 to \$6.75; No. 1, \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4.25; dry white, 6 to 6½c.; do. red, 4½ to 5c.

GLASS.

This article shows no change, and there is only a small jobbing movement at unchanged prices. We quote \$1.50 to \$1.60 for first and second breaks.

NAVAL STORES.

Turpentine is the only line for which there is any present demand, other lines are flat. We quote:—Turpentine, 60 @ 61c.; rosins, \$2@ \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7@10c. for white; oakum, 5½@7½c.; and cotton oakum, 10 @ 12c.

PETROLEUM.

This market continues unsettled with jobbers and refiners pursuing their cutting tactics as of yore, and while 12c. is quoted at Petrolea sales are being made below this figure here. Crude is somewhat easier at \$1.27½. Demand is fair for both American and Canadian. We quote Canadian 12c. at Petrolea and 14c. in Montreal in car lots, 15c. for smaller quantities, and American 23c. in car lots and 23½ to 24½c. in smaller quantities; American benzine, 23 to 25c.; and Canadian, 14½ to 15c.

TORONTO MARKETS.

TORONTO, Feb. 27, 1891.

This has been one of the duller weeks in business circles all over Canada for many a day. There are no buyers in town, and travellers all complain that they cannot find dealers at their places of business, or if they should happen to be there they will do nothing until after the elections. Next week will be as bad if not worse. Fortunately, however, the questions of unrestricted reciprocity, annexation, free trade, commercial union and restricted reciprocity will all be settled, it is hoped, for some time to come by this day next week. To business men the present contest has probably been the most exciting ever held in Canada. Hitherto business has gone on much the same as usual during an election campaign.

There have been but few changes in values. The Dominion Wire Company has issued a price list in which they reduce their discount on plain wire to 7½ per cent. from 5 per cent. direct from the factory; when bought f.o.b. cars Toronto and Hamilton 10c. per 100 lbs, net must be added for freight. Standard nails in bulk have dropped to 70 and 5 per cent. This company has made the same reduction in moulding nails in papers, but jobbers will not sell under 65 and 5 discount excepting in lots. Horse nails are easier.

With the approach of the opening of navigation there is some inquiry heard for vesselmen supplies, such as rope, including wire, marlin, paint, white lead, tackle and fittings of all sorts. Dealers look for a good seasons trade in this department.

IRON AND STEEL.

Bar iron is dull and unchanged at \$2.20 to \$2.25 for domestic. Pig iron is purely nominal. A few small lots have gone out of store but not a single transaction for future delivery has been recorded this week. American No. 1 Southern foundry is quoted \$23 and No. 2 at \$22. Cables are steadier, Scotch warrants being quoted at 47s. 1d. Glasgow and No. 3 Middlesboro at 42s.

COPPER.

Is dull and unchanged. On spot round lots are held at 14½c. and small quantities at 15 to 15 1-2c. Foreign markets are higher, merchant bars being cabled from London at £53 5s. for spot and £53 10s. future.

TIN.

The demand for ingot tin is light but the market is steadier at 23 to 24c. Cables are higher with spot, Straits at £90 2s. 6d. and future £90 7s. 6d.

LEAD.

Dull and unchanged. Small lots are selling here at 3¾ to 4c. for pig and 4¾ to 5c. for bar. Soft Spanish is cabled from London at £12 12s. 6d. both spot and future.

EVERY Reader of this paper is a buyer. Therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what readers want.

MARKETS—Continued.

ZINC AND SPELTER

Demand dull at steadier prices. Spelter is cabled strong and higher at £23 17s. 6d. On spot dealers ask 4¼ to 5c. for domestic and 5¼ to 6c. for foreign.

ANTIMONY

Quiet with prices steady and unchanged at 19 1-2 to 20c. for Cookson's and 17 1-2 to 18 1-2c. for other brands. Cables quote London at £67.

SOLDER.

Prices have now settled on a lower basis, half and half guaranteed being quoted at 18 to 20c.

CANADA PLATES

There is no demand and prices are purely nominal.

TIN PLATES.

The market continues firm. There is a good local demand and a few orders for future delivery have gone forward. Values are unchanged both here and abroad, London cables quoted 18s. same as a week ago.

PAINTS AND OILS.

Business this week has been slightly more active in all lines of paints, oils and so on.

Paints are steady in price. Prepared are selling freely for March and April delivery.

Oils remain at last weeks prices. Turpentine quiet and unchanged. Advices from Southern centres say supplies are liberal and prices steady.

GALVANIZED IRON

Demand is good and prices are steady at quotations.

OLD MATERIAL.

There is no change to note on the range of prices. Wrought iron is weaker, but not quotably lower. Dealers paying prices are:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 50 to 60c.; No. 2, including sheet iron, hoop iron and mixed steel, 25 to 30c.; new scrap copper, 9½ to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

The prices quoted last week are fairly firm yet, and trade is rather quiet.

HIDES, ETC.

HIDES—Are unchanged and dull. Green are 5c., and cured 5¼c.

SKINS—The receipts are light and prices are firm, \$1 to \$1.40 being paid for good stock.

TALLOW—Is still 2c. for rough, and 5½ to 6c. for refined.

WOOL—Is as dull as ever at 20c.

RAW FURS.

Raw furs are quiet and unchanged. They quote at the following prices:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, Feb. 25, 1891.

The demand for railroad and structural iron continues dull, and it is said prices have been shaded. In crude materials there has been little or nothing more than a routine business, and prices show very slight fluctuation. Several parcels of warrant iron have passed into the channels of consumption at prices equivalent to about \$15.50 here for No. 2, which price is 50c. to \$1 below that obtained for popular brands. Prices for standard Pennsylvania foundry iron are steady at \$17.50 to \$18 for No. 1 X and \$16 to \$16.50 for No. 2 X. Good Southern brands sell at \$17 to \$17.50 and \$15.50 to \$16.50 respectively. Bessemer pig iron of good quality brings \$16 to \$16.50 at furnace. Spiegeleisen is quoted at \$28 to \$29 for 20 per cent. and ferro-manganese at \$62 to \$64 for 80 per cent. Old iron is slow of sale. Purchases could be made at \$22 to \$22.50 for tee rails, \$20 to \$20.50 for No. 1 wrought scrap and \$17 for car wheels—all f.o.b. Jersey City.

PIG TIN.

On pig tin there has been hardly any change in this market. Speculation at both points continues exceedingly tame, and purchases by jobbers and consumers seem to be governed almost wholly by imperative wants.

In the local market round lots for delivery this month and next were offered at 19.90c. and for ordinary jobbing quantities 20@20½c. was accepted.

COPPER.

The copper situation is without change. There seems to be an impression in some quarters that the Lake Superior companies will mark their price down to 14c. for March and later deliveries, but no movement in that direction has yet been made, although outside parcels are difficult to sell at 14¼c. For Arizona ingot 12¼@13c. is still quoted, and 11½@11¾ remain as the prices for common casting brands.

PIG LEAD.

Pig lead has been selling in moderate quantities at 4.30c., and the market is looking fairly steady, although devoid of animation. There is no speculative action and consumers are buying indifferently.

SPELTER.

Spelter has had slow movement the past few days, and there is no visible change in the condition of the market. Prime Western may be had, for future shipment, at 5 to 5.05c., but smelters refuse to make any concessions.

TIN PLATES

The tin plate market has been very quiet, and while orders cannot be placed to better advantage in the foreign market, there is still some irregularity in prices here. We quote: I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.75 to ..; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.65 to; Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.25 to; Dean grade, 20x28, \$10.50 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$10.00 to; I. C. Coke—Penlan grade (iron), to; J. B. grade, 14x20, \$5.50 to \$5.55; I. C. Bessemer steel, 14x20, coke finish, \$5.45; I. C. Siemen's steel, coke finish, \$5.50; I. C. Bessemer steel, squares, \$5.55 to basis; I. C. Slemens steel, squares, \$5.65 to \$5.70 basis.

Mr. Wm. A. Gunn, secretary of the McClary Manufacturing Company, London, has returned from a brief visit to the Jamaica Exhibition and an extended trip through the Southern States.

GEM CREAMER GAUGE

Cannot Leak ! Easily put on !



Front view.

FULL SETTS OF CREAMER TRIMMINGS.
CREAMER TAPS.
MILK CAN TRIMMINGS.
TINNERS' TRIMMINGS OF ALL KINDS.
PRESSED MILK PANS.
STAMPED WARE, full assortment.

WATER COOLERS.
SPRINKLERS.
TOILET SETTS. FLY TRAPS.
AGATE WARE. GRANITE WARE.
HARDWARE NOVELTIES.
HOUSE FURNISHING HARDWARE.

THOS. DAVIDSON & CO,
Agents in Western Ontario for Chown & Cunningham Co.,
Manufacturers of stoves.
TORONTO : 11 Front St. W. MONTREAL : 474 St. Paul St.



Back view.

THE HARDWARE MERCHANT'S LIBRARY.

Prices current and pamphlets relating to the trade are extensive and important requisites to present business methods. The custom is so general that the trade has been educated to look for numerous publications of all shapes and sizes, containing many and varied illustrations attractively arranged. The inland merchants hail these books with as much pleasure as children do a Christmas story; indeed to them a catalogue of modern print is a gift of rare importance, in that their business is displayed with such explicitness, they can hardly be made to believe what an article is like by description unless one of the cuts is shown. Occasionally we see a sample trunk, but only in case of a new line of wares. The library of a hardware merchant has become of such importance and so extensive that a new publication is always hailed with as much delight as a choice book of fiction by a novelist or the evening newspaper by the tired merchant.—American Merchant.

COMPETITION IN BUSINESS.

Without "the competition spirit" in the hardware trade much of the buoyant spirit would be wanting. That competition is the spice of trade is apparent; if, however, sales are made with no margins, competition must be regretted; also, if profits are very small, undue strife is to be deplored, but provided there is honesty attached to business, competition is wholesome. The assumption by the buyer that wares can be bought cheaper from certain sources should not in any way embarrass the holder of substantial articles, for he who is in possession of honest and well made goods, which have a marketable demand, need hardly fear that they can readily be disposed of at margins permitting of fair profits. Competition carried to the extent of injustice to the trader, then, is always to be regretted. If there are standard quotations, to lower them by unnatural methods is not business. The doctrine "to get there" at whatever cost, when carried to extremes, is the source of much disturbance to the business world, especially to the moral tone of the trade. If anyone sits down and thinks the matter over carefully, he will see plainly that the competition which in many cases is annoying and seemingly needless, is at the foundation of prosperity and the development of the various interests of the trade. The Bellamy school, which believes that competition should be entirely done away with and everything be administered by one vast organization, is socialistic and we believe impracticable. We do believe in giving every person a chance to develop himself and an equal opportunity to all to go to work earning a living with the least possible restriction. A person thus starting will succeed according to his merits and ability, and competition for him will be a wholesome and an effective stimulant.—American Merchant.

W. J. Walker, of Aylmer, has disposed of his hardware stock to W. W. White & Son. They are busy taking stock, which will be completed in a few days.

Says the London Free Press: A South London tinsmith made a mistake Tuesday which afforded the residents of the new Ward an opportunity of displaying their honesty. He forgot to put a supply of pails, saucepans, frying pans, etc., which hang outside his door during the day, under lock and key when closing his establishment, and they were left out all night. Not an article was missing in the morning, however.

The Secretary of the Commercial Travellers' Circle announces that contributions from the travellers of one dollar and upwards for the relief of the bereaved and suffering families of the Springhill mine disaster will be received by the secretaries of the branch circles, as follows:—H. L. Mathers, Toronto; T. B. Switzer, London; Thos. Gain, Hamilton, or by the Dominion Secretary, E. Fielding, Toronto. Travellers will kindly forward promptly, as one dollar given now is worth two later on.

Stove manufacturers are frequently complimented upon the wonderfully improved appearance of the product of to-day as compared with that of even a few years since. It is not out of place to remark, however, that the improvement in the cooking and heating or what might be correctly termed practical qualities of the stove has been far greater, though not so freely commented upon, than has its artistic qualities. The cook stove of to-day will cook far better and the heater render more service with less fuel, handsome as the stove now is, than in the days when ornamentation was not considered necessary.—Stoves and Hardware.

The American Artisan says: It may be possible that the United States will at some time develop a great industry in the manufacture of tin-plate, but as yet the prospects cannot be boasted of or even claim to be promising. The tin mines of America are mostly in the "mind's eye," and the forced production of American tin-plate—as an infant industry to be protected under the McKinley tariff—has notoriously been done by imported skilled labor, with imported materials and imported appliances. Wales commands the markets of the world in the manufacture of tin-plate, and must, from a present standpoint of calculation, continue supreme for years, the McKinley bill to the contrary notwithstanding.

"I believe that worry will kill any man much quicker than would disease, especially if the victim is of a nervous temperament," remarked D. A. Merriman, Secretary of the Ludlow-Saylor Wire Company, St. Louis to Stoves and Hardware Reporter. "Active, impetuous, go-ahead business men usually die at a much earlier age than the phlegmatic plodder who takes life as it comes, attends to business and pushes his affairs while he never permits his affairs to push him. This

subject is usually regarded as a gloomy one, but nothing morbid has caused me to broach it. I frequently profit by reading the ideas of others, and when I think I have an idea by which others may profit, I feel like expressing it. My motto is to never worry—when you can avoid it. A little advice is a good thing, too much is a bore, therefore I believe in listening to what is proffered and in using just so much as I think will profit me. I find that it reduces the amount of worry allotted to the average mortal, and would advise the careworn business man who tries to follow the advice of a dozen different people—with widely divergent ideas, and grows grey in the attempt, to abandon the effort and follow the course dictated by his own judgment. By so doing he will find less to worry over and will add many years to his life."

"It is a very risky thing nowadays for a mail agent to interfere with the lock on the mail pouches in his care," said Assistant Postmaster Gayler to a World reporter, as he handled a burnished copper lock which lay upon his desk. "This lock makes it practically impossible for any interference to go undiscovered. Examine this lock, and you will see that each time you turn the key, the register moves up one number. I lock it on the number 1,234. Now you unlock it. See, the number is now 1,235. And you cannot get it back to the first number, do what you may. All our locks begin at 1 and stop at 9,999, giving them a life-service of thirty-three years. When the last number is reached the lock will not work any more unless it is sent back to the factory and 'upset'. This fact was unknown to the route agent who ran between Altoona and Harrisburg in 1881, when the lock was first adopted by the government. He had no difficulty in procuring a key to open the lock, and figured that he could manage to go through the contents of his pouch, and by the use of a turning lathe, which he took in the car with him, he could soon send the numbers flying till he would get back to the number charged against him on leaving the postoffice at Harrisburg. It was mail lock No. 102, registered out on No. 23. After going through the contents of the pouch and getting a good swag he placed his lock in the lathe and commenced to turn. It didn't take long to make 9,000 revolutions on the lathe, but when the lock refused to go past 9,999 the fellow got frightened, and throwing his booty down on the floor of the car, he jumped off and took to the woods. This was a warning to others, and we scarcely ever hear of any attempts to tackle this lock. It is the best kind of a protection against so-called honest fellows who don't mind stealing a few hundred if they risk nothing—fellows who are in positions of trust. It simply keeps watch, and if one of the men acts dishonestly, it just tells on him. That's all. But it tells every time and can't be bribed."



GAS HEATING STOVES.

The California Architect and Building News says :—

As the cold weather is now upon us, it seems opportune for the consideration of the problem relating to the use of gas for the heating of apartments.

The obstacles and difficulties to be overcome are many, yet a surprising degree of success has been attained by some of the heaters already in the market, as independent fixtures; and where ordinary intelligence is brought to bear upon their proper use, they seem to give satisfaction. The small minority who cry out against them, will in most cases continue their use rather than return to the old system of coal, smoke, soot, dust and ashes.

Such stoves as are now manufactured, present a variety of designs, as well as great ingenuity in the devices for burning the vapor in such a manner as to obtain the most available heat from the least quantity of gas. It was found from a small gas stove which had been in use for some five years, that when the temperature out-doors was 45° F., the stove, with a tube from a five foot burner would raise the temperature of the room to 58°; by closing the holes on the side it was increased to 60°. By placing a sheet iron cap over the central opening in the top of the stove it would cause an increase of some 2 to 4 degrees, thus bringing the temperature up to 63 or 64 degrees.

Near the stove above mentioned stood another gas heater of a different pattern, which consumed about three-fourths of the quantity of gas used by the first heater, yet with the same outside temperature that of the room would be raised to 68 or 70 degrees. These stoves were of ordinary form and set above the floor, leaving a space of a few inches to supply air for the flame. This stratum of cold air is the cause of many of the objections raised against the system.

The heat utilized in gas stoves commences about six inches above the floor, leaving a stratum of cold air in motion for supplying the flame. If a sinkage or well, lined with metal, could be arranged in the floor to a depth of from 12 to 15 inches, and provided with a fresh air pipe from the outside, also a gas pipe with fixtures ready for attachment to the stove, we could then set the stove into this receptacle and attach it to the gas pipe. The cold or fresh air supply will then come through the pipe from the outside, thereby avoiding the draft around the bottom of the stove. The heated air will be

thrown out into the room at a lower point than is usual, thus warming the room in a more agreeable manner.

When the stove is not in use a cover could be fitted over the receptacle which if provided with suitable openings would supply fresh air for ventilation without annoyance from dust and flies.

With the use of gas it would not be necessary to build large fire places as required for coal and a much better arrangement could be had by forming a niche or receptacle in the side wall where desired. From this receptacle low down, better if even with the lower side of the floor timbers, and double line the side and top with sheet iron, leaving an air space all round of about two or three inches. Bring the gas pipes in through the wall, and provide the burners. The burners should be set as low as possible, if possible at the height of the floor, in order to throw the direct heat of the flame out along the floor surface.

The double walls inclosing the air space save all the waste heat at the back, warming the air, which may be conducted into the room.

THE VAPOR STOVE TRADE CHANGING.

The vapor stove trade this year will be more largely controlled by the manufacturers of such stoves than has been the case for a number of years. The manufacturers of coal stoves who have been jobbing vapor stoves are pretty well satisfied that the business is one which calls for special attention, and cannot be successfully handled as a side issue. There are perhaps a few coal stove manufacturers whose contracts for vapor stoves have not yet run out, and they will be in the field as usual, but the probabilities now are that another season will see the field left clear to the people who make a specialty of vapor stoves. This is rather a singular circumstance in view of the fact that the vapor stove trade is growing. It would naturally be supposed that the increase would enure equally to the benefit of all in the business, but it unfortunately happens that in the manufacturing line things do not always work that way. There is a tendency in nearly every trade in these days of mechanical improvements toward the concentration of business in the hands of leading concerns, who secure a practical monopoly either by the perfection of their work, its special adaptation to the requirements of the people or special advantages of cheap production, which are utilized in the market in spite of combinations and agreements. The volume of trade may increase, but the well-managed and thoroughly equipped establishments will invariably get the lion's share of the increase, and the others will see their trade diminish or be confined to unprofitable lines. It is altogether likely that the leading vapor stove manufacturers were never in a more flourishing condition than

to-day. They are building larger plants, and making arrangements to increase their facilities to do even a larger trade next year. Yet at the same time some of their competitors are falling by the wayside for lack of nourishing business, and others are complaining of the very light margins of profit now prevailing in the vapor stove trade.—Metal Worker.

A HINT TO BUYERS.

The hardware, stove or implement dealer who hopes to find ready sale for his goods must be wide awake in his day and age and have a better knowledge and keener intelligence than ever before. He must keep pace with the times, watch the markets closely, buy his goods only after the most careful selection and know perfectly what his customers want. This is another argument in favor of as frequent visits as practicable to the jobbing centres where there is always a vast fund of practical and useful information to be obtained. The successful seller is the careful and intelligent buyer. There is fully as much importance to be attached to buying as there is to the selling of goods. A dealer may be a first-class salesman but if he has a competitor who combines with that attainment the ability to buy just what will sell readily, the latter will outstrip the former in the race for trade.—Stoves and Hardware Reporter.

H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.
Telephone 2164.

REPRESENTING

PECK, BENNY & CO.,
J. & C. HODGSON,
MILLER BROS. & TOMS.

} Montreal.

SHEPARD HARDWARE CO.
AMERICAN BIT BRACE CO.,
ETC., ETC.

} Buffalo.

HARDWARE

—AND—

Paint and Oil Trade

SPRING SEASON 1891.

Our travellers are now on the road with complete line of samples of

BOECKH'S STANDARD BRUSHES

For Painters, Varnishers, Artists'
Household Toilet and Stable Use.

Please reserve your orders until you see our new lines for 1891.

CHAS. BOECKH & SONS,
Manufacturers, - - TORONTO.

JEEMES IN THE TROPICS

RUNAWAY BAY, JAMAICA, W. I.,
February 10, 1891.

From the Metal Worker.

No doubt the readers of The Metal Worker will be much surprised at the above heading but strangethings happen nowadays. You see the boss had been laid up for some time and the doctor recommended a trip to the tropics as a cureall, so the old man started, and took me along to kinder see to him, which accounts for my presence here, and I thought perhaps a line or two to old friends might prove interesting. When we started out we were to go to Kingston, Jamaica, see the exposition and do the Island then cross over to Cuba and return by the way of Florida, where the old man wanted to stop for some time. But, bless your heart, when we reached Jamaica we found there was no way to get to Cuba, although it is but 100 miles from coast to coast. Now and then a vessel goes over there, but none was to be found, nor did any one know when there would be one. Here was a go. There was a steamer running to Tampa, Fla., but we would have to wait two weeks for it, and if she broke down it would be longer. So what does the boss do but say he would go back to New York and then to Florida that way. Rather a big journey to get over so small a distance, but there was no other way. We are now aboard the ship at this place, and she will carry us back to New York.

We came down by the steamer Aidiron-dack of the Atlas Line, and, with the excep-tion of losing a passenger overboard, carry-ing away part of our rail and I getting sea-sick, nothing of importance occurred. We landed at Kingston, Jamaica, on the morn-ing of the sixth day after leaving New York, and were taken to the Myrtle Bank Hotel, where the charges were \$5 per day for the board and lodgings. The lodgings were plenty, but board kind of scarce, but it all goes in the tropics. Kingston is a rum old town both ways—rum shops, rum old house and rum people. They say Jamaica has a population of 600,000 blacks and 14,000 whites. Guess we saw all the blacks, but only two or three whites while we were there.

The Jamaica people are very proud of their exhibition and bitter because America has done nothing toward it, but aside from the native products of the tropics it has no special interest for us, as any of our State fairs—yes, and many county ones—would lay over it, but, of course, it is a great sight to the islanders. I saw a large handbill posted up in the country by an enthusiastic individual stating he had been there and ad-vising all to go. Canada has made a big grab for the trade of the West Indies and makes a good show, but John Bull can put the goods there the cheapest. He does his



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

Our New Creamer Gauge, and Corrugated bottoms are the latest out. Sample order solicited.

Delivery Cans made up. Sap Buckets, Spiles, Dairy

Pails, Bottoms, &c.

We make and supply everything used by the Stove and Tin-ware Trade.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

—: Superior Quality Rubber Goods. —:

—O—O—O—O—O—
Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

own carting and has got plenty of carts, and it costs less to get goods from England than Canada.

One of our travelling companions proved to be W. A. Gunn, secretary of the McClary Mfg. Company of London, Ont., who have an exhibit at Kingston. The secretary amused himself on the way over getting the coons to climb the cocoanut trees for the nuts, and after he had milked the cocoanut, he would give the moke "thrumpence" to fire it at his head. He must have mashed 100 cocoanuts, but he never killed a nigger. We came up in one of the fruit boats. It could only accommodate eight passengers, and when we got into the tiny cabin there was

no room to swing a cat. She would make a very nice boat to go up the Sound with, but when you come to knock out seven or eight days, it is rather fatiguing. These small boats have the faculty of getting over rough water a good deal like a dog does when he comes out of the water. He gets up on his hind legs and then runs his head along the ground, and in fact starts on a regular prance. So did the ship. She would get up on her hind legs and then shove her nose in the billows until I thought the darn thing would skin out from under us. Then the sea wanted to ride on top of the pilot house, and it was nip and tuck who was to be floored. To use the slang of the



day Pop Neptune is a son-of-a-gun from way back, and the way he used us was rough.

We had an entertaining gentleman on board, a Dr. Johnson, of Brownstown, Jamaica. The doctor is a Scotchman, but has been a resident of Jamaica for the past 17 years, where he has been engaged in missionary work, as well as in practicing medicine. He is worshipped by the natives and has a following of 7,000 or 8,000 people. The doctor is leaving this field in charge of his wife, and is bound for Africa. He is to strike out a new route, and his journey will be about 4,600 miles through Africa, and will occupy about two years. He is on his way to Europe to complete his outfit, etc. He has 160 carriers engaged at the coast to start with him. He will take some young Englishmen with him, and also some preachers from Jamaica. The doctor is a very determined man and looks as if he will make his mark. He told me how the darkeys hated to be cussed, but hear what they call cussing! He had two of his congregation at work with a big saw ripping a log, when one of them came to him and said he would not work with the other man. "Him berry bad man! he cuss me." So the doctor brought them up and asked the man if he had cussed him. "Yis, sah; I did." "Why, I am astonished; you, a church member, cussing. What did he say to you?" "Oh, berry bad; don't listen to him, doctor." "But," said the doctor, "what is it? I can stand bad words if it is necessary." "Oh, don't; him berry bad. "Well, out with it," said the doctor. "Doctor, him lazy man." And that is what they call cussing. Call them lazy niggers—"musn't cuss me, sah; musn't cuss me, sah." JEEMS.

DISPLAY SEASONABLE GOODS.

There is everything to gain in the proper display of seasonable goods and hardware is no exception to the rule. And there is no reason why the hardware store should not be neat and attractive at all times, with spring goods most prominently shown in the spring, and goods for each succeeding period of the year put to the front at the proper time. Show windows were invented to attract trade, and the appearance of any stock of goods has much to do with the success of the dealer. But the greatest advantage of all to be derived from an attractive display is, that with it comes a systematic arrangement of the goods so that the customer can be promptly served and not kept in waiting while a great portion of the stock is moved in order to get at the article desired. A full, clean stock, attention to customers and the courtesy that is due all men, is bound to win. —Stoves and Hardware Reporter.

Rivalry, open, fair, good natured and enterprising, is the life of business.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

SOMETHING ABOUT THERMOMETERS.

The aperture in the tube of a thermometer is smaller than the finest hair. And though it appears to be round, it is not, for if it were, the mercury could not be easily seen. It is, therefore, made flat, and then the glass magnifies it so that it seems to be quite large. To bring it out still more distinctly, a maker of Boston recently conceived the idea of backing the tube with a thin film of white sizing. This device is now generally adopted by the foreign makers.

Mercury is generally used in thermometers because it is more regular in its contraction and expansion. It is indeed impossible to make a spirit thermometer that will be as trustworthy as one in which mercury is used. In a mercurial thermometer the degree marks are all the same distance apart, because the expansion under all conditions is uniform. But in a spirit thermometer the degrees are wider apart at the top, because the expansion increases at a greater ratio after a certain temperature is reached. Though not so trustworthy, spirit thermometers are necessary, as mercury freezes at 40 degrees below zero. Spirits of wine is generally used, and is colored red, so that it will be more visible to the eye.

In the correct thermometer, the scale is graduated to the requirements of the tube to which it is fitted, so that every correct thermometer must have a special scale of its own. That is to say, it wouldn't do to put the tube of one thermometer in the frame of another. Of course, in the very cheap grades of thermometers such accurate adjustments are not made, and therefore their records are only approximately correct. The best thermometer tube made will cost about \$5; but a thermometer may be made to cost almost any price, according to the way in which it is mounted.

As every one knows, the Fahrenheit scale is that most commonly used in this country. Fahrenheit arbitrarily assumed a limit of cold which he termed zero. This makes the freezing point 32 degrees above zero and the boiling point 212 degrees above zero. As a matter of fact, however, in northern latitudes the temperature in winter frequently falls below the zero point, so that there is no scientific reason why the zero point in the Fahrenheit scale should be where it is. A much more scientific scale is that known as the centigrade, which marks the point at which water freezes as zero, and divides the space between that and the point at which the water boils into one hundred degrees. In the Reaumur scale zero marks the freezing point and eighty above zero the boiling point. Many self-registering thermometers are now used. These instruments mark the highest or lowest temperature reached, as the case may be, so that one may return at night feeling assured that the weather can play no pranks without his learning of them.—Scientific American.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto. Can. Bank of Commerce. Dominion Bank. Ontario Bank. Standard Bank.	Imp'l Bank of Canada. Traders' do Bank of Hamilton. Bank of Ottawa. Western Bank of Can.
---	--

QUEBEC.

Bank of Montreal. Bank of B. N. America. Banque du Peuple. Banque Jacques Cartier Banque Ville Marie. Banque d'Hochelaga. Molson's Bank.	Merchants Bank of Can Banque Nationale. Quebec Bank. Union Bank of Canada. Banque de St. Jean. Banq de St. Hyacinthe. East. Townships Bank
--	--

NOVA SCOTIA.

Bank of Nova Scotia. Mer. Bank of Halifax. People's Bank do Union Bank do	Halifax Banking Co. Bank of Yarmouth. Exch. B'k of Yarmouth Com'l B'k of Windsor
--	---

NEW BRUNSWICK.

Bank of N. Brunswick. St. Stephen's Bank.	People's Bank.
--	----------------

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

ew

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

**W. H. STOREY & SON,
ACTON, ONT.**

ANECDOTES OF EMINENT MECHANICS.

One day a little girl went into Newcastle, Eng., to buy a bonnet, and Geordie, her brother, a mere boy, went with her "for company." At a draper's shop in the Big Market, Nell found a "chip" quite to her mind, but on pricing it, alas! it was found to be fifteen pence beyond her means. Girl-like, she had set her mind upon that bonnet, and no other would please her. She accordingly left the shop very much dejected. But Geordie said, "Never heed, Nell; come wi' me, Nell, and I'll see if I canna win siller enough to buy the bonnet; stand ye there till I come back." Away ran the boy, and disappeared amid the throng of the market, leaving the girl to wait his return. Long and long she waited until it grew dusk, and the market people had nearly all left. She had begun to despair, and fears crossed her mind that Geordie must have been run over and killed, when at last up he came running, almost breathless, "I've gotten the silver for the bonnet, Nell!" cried he. "Eh, Geordie!" she said, "but hoo hae ye gotten it?" "Hauddin the gentlemen's horses!" was the exultant reply. The bonnet was forthwith bought, and the two returned to Dewley in triumph.

And who was Geordie? A colliery boy with wages of sixpence a day, Geordie the wagon tender, Geordie the fireman, Geordie

who could not read when in his 18th year; and while Bonaparte was overrunning Italy and astounding all Europe by his brilliant victories, Geordie the young engine-man at the Water-row Pit was begging his friends to come and read to him by his engine-fire; Geordie, modeling engines in clay; Geordie at the night school of dominie Robertson; Geordie as a brakesman; Geordie the engineer; Geordie fighting the battle of the locomotive, until he mounts his locomotive the "Rocket" and is addressed by dukes and earls and baronets as George Stephenson, the chief engineer of the Liverpool and Manchester Railway.

The Stephensons; the Stephensons; engineers—the pioneers of "the great highways of the world." Fifty years ago, I spent my school half-holidays in watching the arrival and departure of trains at the Liverpool station. During my apprenticeship, I rode frequently upon that line and one or two others at a speed of 30 miles an hour—now the speed is 50 and 60 miles an hour, and "Geordie" Stephenson's prophecy is fulfilled. Time would fail me even to sketch his work, and that of his son, Robert Stephenson; to tell of their trials, perseverance and victories; of their railways, viaduct and bridge-building. But when I passed through the Victoria tubular bridge at Montreal a few years ago, it was, without exception, the greatest work of its kind in the world, being with its approaches, only 60 yards short of

two miles in length, and 60 feet above the level of the river St. Lawrence. George Stephenson has been called the "father of the locomotive." The latter part of his life was spent quietly at Tapton, among his dogs, his rabbits and his birds. He passed peacefully away in the 67th year of his age. His body was interred in Trinity Church, Chesterfield, where a simple tablet marks the great engineer's last resting place.

When any of you visit St. George's Hall at Liverpool (my own birth-place), you will find his statue; in the noble vestibule of the London and Northwestern Station, in Euston Square, you will find also his statue, to the sculpture and erection of which 3,150 workmen subscribed an average of two shillings each; close to the great Stephenson locomotive foundry and in the neighborhood of the Literary and Philosophical Institute in Newcastle-upon-Tyne, you will again find his statue, and thousands upon thousands look up to admire the noble monument in memory of the grand old man.—From a Lecture to Chicago Engineers by T. P. Pemberton.

M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

TAPER TOOTH.



Telephone 5120.
Prices on Application.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

MARK.



GRANTED

TRADE

1764.

TRAVELLING MEN

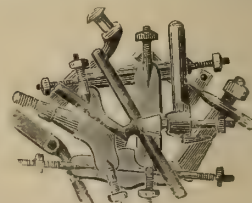
WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in *HARDWARE*, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.,)
68 Esplanade St.

TRADE



MARK.

Manufacturers of Carriage *HARDWARE* and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.



J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

COPPERINE.

WILLIAM HAMILTON, Water Works Dep't. Superintendent. Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,

DEAR SIR,—I am pleased to say that after nearly three years constant use, day and night, on our largest engine your Copperine has stood its work well. I have not had to renew any of the heavy bearings yet, so I consider that speaks for itself. I am pleased to recommend it to any one in need of metal to stand heavy work.

I remain, yours truly,
J. C. FERGUSON,

Chief Engineer Toronto Waterworks,

Metallic Shingles,
Siding and Ceiling Plates,
Terra Cotta Tile,
Corrugated Iron, etc.

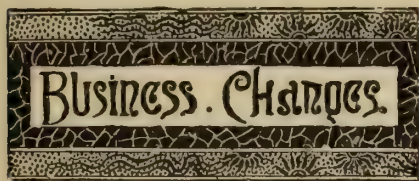
SEND FOR CATALOGUE.

METALLIC ROOFING CO., L'D.,

Rear 84 to 90 Yonge St.,

TORONTO.

Telephone No. 1457.



SALES MADE OR PENDING.

Geo. Stetham, hardware dealer, Peterboro, Ont., advertises his stock for sale by tender.

The general stock of H. Locas, Cheneville, Que., is advertised for sale by tender.

The estate of P. J. Loughlin, general merchant, Algoma Mills, Ont., is advertised for sale by tender.

The estate of E. Pedler, general merchant, Gravenhurst, Ont., has been sold to Danford Roche.

PARTNERSHIPS FORMED AND DISSOLVED.

Routh & Love, general merchants, Grentel, Man., have dissolved, John Love continuing.

Thos. S. Reilly, plumber, Halifax, has admitted his son Jos. into partnership under style, Reilly & Son.

W. H. Duncan, hardware dealer, Austin, Man., has admitted his brother, under the style of Duncan Bros.

FIRES.

John Kelly's store, Carillon, Que., was burnt. Partially insured.

E. La Joie, tinsmith, St. Hyacinthe, Que., is burnt out. Insured.

M. Dwyer & Co's., general store, Carillon, Que., was burnt. Partially insured.

The general store of McIntyre & Davis, Aylmer, Ont., was burnt. Partially insured.

H. T. Read & Co., dealers in hardware and paints, New Westminster, B. C., are burnt out. Partially insured.

REMOVALS AND DEATHS.

Wm. Doran, of Doran & Son, general merchants, Iroquois, Ont., is deceased.

Erb & Kaufman, dealers in hardware, stoves and tinware, Drumbo, Ont., have been succeeded by D. S. Cullen.

Wm. Watson of Watson & Cox, manufacturers of varnish, Montreal, is deceased.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Simon P. Conway, Souris, P. E. I., has assigned.

R. Sinclair, plumber, Ottawa, is offering to compromise.

P. Lallier, general merchant, St. Jerome, Que., has compromised.

A. Lanthier, general merchant, Waterloo, Que., has been asked to assign.

R. T. McArthur, general merchant, Brownsburgh, Que., has assigned.

Wm. Cruickshank & Co., general merchants, Regina, Ass., have assigned.

James Lalonde, general merchant, Amburn, Ont., is offering to compromise.

Hamilton & Whitman, general merchants, Treherne, Man., are asking an extension.

J. A. McFarlane, general merchant, Glencoe, Ont., has assigned to D. A. McKillop.

Alex. Hanes, general merchant, Lynden, Ont., has assigned to John Lennox, Hamilton.

L. A. Tourigny, general merchant, St. Remi de Tingwick, Que., is offering to compromise.

P. B. Coyne, general merchant, Portage du Fort, Que., have called a meeting of creditors.

James M. Smith, stove and tinware dealer, Wallaceburg, Ont., has assigned to D. C. Macdonald, Wallaceburg.

AN ALL-AROUND BUSINESS MAN,

"Speaking of diversified lines of business being carried on in one establishment," remarked a travelling man whose territory includes the far western towns, "leads me to remark that your big city department stores can't compare with some of the ten-by-twenty business houses in the frontier towns. In a little room about large enough, if empty, to turn around in, a man will carry on more kinds of business than you could find in two blocks on Olive street. Just to convince you that I'm telling the truth, let me show you one of several such business cards I received from men out there." And he exhibited a card on which was the following :

.....*

PROFESSOR WILLIAM JONES,
M.D

Attorney-at-Law and Notary Public.
Special attention given to Loaning
Money, Paying Taxes for Non-Resi-
dents and Collecting Accounts. Also
dealer in Dry Goods, Groceries,
Hardware, Windmills, Furniture,
Barb Wire and Coffins. Highest
market price paid for Country Pro-
duce, Harness, Musical Instruments.
Watches and Sewing Machines re-
paired on short notice. N. B. A
Millinery Store is connected with the
establishment.

.....*

"His wife conducts the latter," explained the travelling man, "and the two of them about make a living."—Stoves and Hardware Reporter.

THE ADVERTISEMENTS ARE READ.

The advertising in trade journals is read, says the Industrial World, because the industries represented in them seek in their advertising columns the information contained therein. They must read the advertisements to be posted in their respective trades and classes. The papers are subscribed for as much for the benefit derived from their advertising as from their reading matter.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

Master the whole business and the way to fortune has been mapped out.

Restore goods to their proper places as soon after using as possible.

"The literary genius is credited with inspiration, the artist with a golden gift not vouchsafed to ordinary men, the musician with talent, but to my mind the man of ability excels all," said L. D. Kingsland, St. Louis, to Stoves and Hardware Reporter. "Ability is a word applicable to every-day life. It fits the man of business, and the business man who knows how to please the public and secure patronage is bound to succeed, where inspiration and talent fail. The man of ability is always wide-awake. He utilizes every minute of business hours, and what the genius would term trivial details are not ignored. He knows the condition of his stock, is up with the markets, supervises the preparation of his advertising matter, and recognizes the fact that to keep abreast of the times he must be posted on what the world is doing, and above all else know what is going on in the line of business in which he is engaged. The business man of ability possesses all the gifts accorded to the brilliant stars that flash across the firmament and disappear as quickly as they came. He has genius, talent, and all the golden gifts summed up in one word—ability."

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz. :—

Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

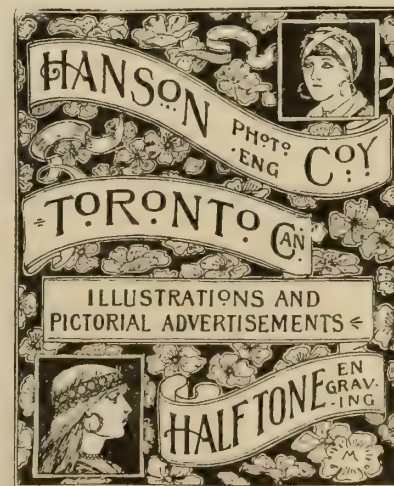
Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

ECLECTIC

TUBULAR



HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting,
 Amer. net list. B.B. Caps, discount
 45 p.c. Amer.

Wads.
 Eley's, per 1,000. \$0 25 \$1 60

Anvils.
 Per lb. 0 10 0 12½
 Anvil and Vice combined
 each. 4 50

Augers.
 Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz. 13 00 20 00
 Adjustable " each 5 50 6 50
 Post Hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.
 Sewing, per gross 5 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled 3 60 7 30
 Saddlers', " 0 45 1 60

Awl Hafts.
 Patent Peg, per gross. 7 50 9 00
 " Sewing, " 7 50 9 00

Awl and Tool Sets.
 Millar's Falls, per doz. 2 80 8 30

Axes.
 Per box. 6 00 12 00

Axle Grease.
 Per gross. 8 00 15 00

Bath Tubs.
 Zinc discount 25 per cent.
 Copper, discount, 30 p.c. dis. off Re-
 vised list.

Bells—Hand.
 Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.
 Gongs, Sargent's. 5 50 8 00
 " Peterboro. 4 60 13 50

Cow.
 American make, discount 60, 60 and
 10 per cent.
 Canadian, dis 45 and 50 pc.

Farm.
 American, each. 2 00 5 00

House.
 American, per lb. 0 35 0 40

Bellows.
 Hand, per doz. 3 35 4 75
 Moulders' " 7 50 10 00
 Blacksmiths' discount 35, 40 pe cent.

Belting.
 No. 1, leather, discount 40 to 40 and 5
 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.
 Per doz. 5 00 6 00

Bits—Auger.
 Gilmour's dis 55 to 60 per cent.
 Excelsior—Jennings, discount 60 per
 cent.
 Jennings' Imitation, list 45, 47½ per
 cent.
 Jennings' Gen, net list to 5 p. cent dis.
 Car.
 Gilmour's, 47½ to 50 percent.

Expansive.
 Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
 Diamond, Shell " 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex. 1 25 1 75
 Mascot. 1 35 1 85

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis, 65 and 5 per cent. to 70
 per cent. dis.
 Tire, dis. 50 and 10 per cent to 60 p.c.
 Stove, dis. 45 to 50 p.c.
 Elevator, dis., 35 to 40 p. c.
 Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's. 6 00 1 75
 Barber's Ratchet. 10 00 11 00
 Farmers'. 2 00 2 75
 Millar's Falls. 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
 doz. pairs. 0 50 3 40
 Berlin Bronze Cana'n. 0 85 3 20

Broilers.

Light, dis. 65 to 70 per cent.
 Reversible, dis., 65 to 70 per cent.
 Vegetable, per doz. 1 12 2 35
 Henis, No. 8. 6 00
 " No. 9. 7 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass-dis. 60 and 10 to 70 per
 cent.

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.
 Wrought Steel.
 Fast Joint, dis. 60 to 60 & 10pc.
 Loose Pins, " 60 to 60 & 10pc.
 Berlin Bronzed, dis. 70, 70 and 5 per
 cent.
 Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross. 9 00 10 00
 Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 70 0 95

Carpet Stretchers.

American, per doz. 1 00 1 50
 Bullards. 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
 World. 21 75
 Daisy, " 24 00
 Star, " 18 00
 Crown Jewel, per doz. 29 00
 Grand Rapids, " 32 40

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
 Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross. 8 50 11 25

Cement.

Portland, car load lots. 2 70
 Thorold. 1 10
 Queenston. 1 10
 Napanee. 1 10

Chalk.

Carpenters' Colored, per
 gross. 0 90 1 10
 White, lump, per lb. 0 01½ 0 01½
 Red. 0 05 0 06
 Crayon, per gross. 0 14 0 18

Chisels—Socket, Framing and Firmer.
 American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p c
 from factory 60 and 10 per cent.

Clamps.

Judd's, dis. 20 p.c. 3 00 10 00
 Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box. 3 60 13 00
 Side. 3 60 4 00
 Enterprize, No. 0. 1 35
 " No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
 Coil, per doz. 0 88 1 60
 English, " 2 00 4 00

Draw Knives.

American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

Dis. 20 to 33½ p. c.

Fawcetts.

Cork Lined, per doz. 0 30 0 60
 Wine, per doz. 1 30 2 25
 Star, " 2 80 3 90
 Fenns Corkstops, No 2 p. doz. 1 70
 Petroleum, per doz. 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
 50 & 5 to 50 & 10 50 and 10 per cent.
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5
 per cent.
 Canadian, dis., Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25pc.
 Horse Rasps, Kearney & Foote's dis
 Am list, 50 pc.
 Horse Rasps, Heller's dis. Am. list, 45
 to 50 per cent.
 Horse Rasps, Spencer's, dis. Can. list,
 33½ p.c.

Fluting Machines.

Each. 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 per cent.

Fruit Presses.

Henis' per doz. 4 00
 Enterprise, discount 10p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
 Stanley's. dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

United Inches—Box Price.

Size	Star.		Double Diamond.	
	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
up to 26 inches	1.45-1.50	2.15	2.15	100 ft.
26 to 40 in	1.55-1.60	2.35	2.35	
41 to 50	3.50-3.60	5.45	5.45	
51 to 60	3.80-3.90	6.25	6.25	
61 to 70	4.10-4.20	7.20	7.20	
71 to 80		7.80	7.80	
81 to 85		8.75	8.75	
86 to 90		10.95	10.95	
91 to 95		13.75	13.75	
96 to 100		16.25	16.25	
101 to 105		22.00	22.00	

Pilkington.

Ordinary
 1st break. \$3 65
 2nd " 3 90
 3rd " 4 60
 4th " 4 95
 5th " 5 40
 6th " 5 90
 7th " 6 50

Picture Glass.

Pilkington's ordinary.
 1st break. 4 30
 2nd " 4 70
 3rd " 5 40
 4th " 5 90
 5th " 6 50
 6th " 6 90
 7th " 7 76

Glue Pots.

Tinned, each. 0 30 0 90
 Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list.
 Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 1 00 3 50
 Store door " 1 00 1 80
 Chest, per doz pairs. 0 40 2 50

Chisel.

Firmer per gross. 3 00 4 50
 Socket Firmer " 3 25 8 00
 Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent.

Hoe.

C. & B., discount 30 per cent.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 per
 cent.
 Light T and strap, dis 60, 62½ percent
 Heavy, per lb. 0 5 0 05½
 Screw and Strap, per lb. 0 03½ 0 04½
 Per doz. sets.
 Screw, Eureka. 1 13 1 80
 Gate, Clark's. 1 50 2 20
 " Shepherd's. 1 00 1 50
 Per doz. pairs.
 Spring. 1 50 3 50

Hoos.

Garden, Mortar, etc., discount 40 per
 cent.

Planter's per doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10
 Clothes Line, " 0 27 0 63
 Harness, " 0 72 0 88
 Hat and Coat, per gross. 1 00 3 00
 Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can.
 dis. 17½, 20 p.c.

BOWMAN, KENNEDY & CO.,

LONDON, ONT.,

HEADQUARTERS FOR

General Shelf and Builders' Hardware, Cutlery, Silverware, etc. Glass, all
 kinds, single, double thick and fancy, Paint, Putty, etc. Oils, raw
 and boiled Linseed, Castor Oil, Coal and Machine Oil.

WHOLESALE ONLY.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.	Planes.	Screens.	Tape Lines.
Wire.	Wood, bench, Canadian, or American dis. 50.	Window, patent, per doz 6 00 7 50	English, ass skin per doz. \$2 75 \$5 50
Hat and Coat, dis. 35, 40 p.c.	Wood, fancy Canadian, or American dis. 35.	Screw Drivers.	English Pat. Leather 5 50 9 75
Belt, per 1,000. 0 60 2 70	Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.	Sargent's, per doz 65 4 00	Chesterman's, each 0 90 2 85
Screw, bright, Eng. dis. 40, 5, 45 per cent.	Miscellaneous, dis. 10 to 12½ per cent.	Screws.	steel, each. 0 80 8 00
Horse Nails.	Bailey's Victor, dis. 10 to 12½ per cent.	Wood, F. H. Iron, 77½ per cent. dis.	Thermometers.
Canadian, dis. 50 and 10 to 60 per cent	Plane Irons.	" R. H. " 72½ " "	Tin case & dairy, dis. 75 p.c.
Horse Shoes,	English, per doz. 2 00 5 00	" F. H. Brass 75 " "	Thimbles.
Per keg 3 60 3 75	Pliers and Nippers.	" R. H. " 70 " "	Asbestos, filled, per doz., dis 25 off
Ice Picks.	Button's Genuine, per doz. prs. dis 37½, 40 p.c.	Bench, wood, per doz. 3 25 4 00	Ties.
Star, per doz 3 00 3 25	Button's Imitation, per doz. 7 40 10 25	Bench iron per doz. 4 25 5 75	Cow, per doz. 1 25 2 50
Kettles.	German, per doz. 60 2 60	Scythes.	Tinner's Shears and Snips
Brass spun per lb. 0 28 0 30	Plumbs and Levels	Discount 40 per cent.	P.S. & W., 10 p.c. advance on American list.
Copper, " 0 40 0 45	S. R. & L. Co., dis. 65 p.c.	Scythe Snaths.	Tinware.
Enamelled Can. 50 p.c.	Poppers.	Canadian, dis. 33½ to 35 p.c.	Stamped, dis. Ass list, 70, and 12½ per cent.
American, 50 and 10, 60.	Corn, square, per doz. 1 35 2 00	Shears.	Japanned, dis. Prices on application
Keys.	Pruning Shears.	B. & W., japanned, dis. 75 per cent.	Pieced, dis. " " "
Lock, Can, dis. 50 p.c.	Per doz. 4 00 5 50	B. & W. N. P., dis. 65 p.c.	Transom Lifters
Cabinet, Trunk, and Pad- lock, Am. per gross. 1 60 4 75	Pulleys.	Seymour's dis. 60 p.c.	Payson's, dis. 25 per cent.
Knobs.	Hothouse, per doz. 55 1 00	Aetna, dis. 75 @ to 75 and 10 per cent.	Traps.
Door, japanned, and N.P., Can. list dis. 50 p.c.	Axle. 22 33	Heinrich 60 per cent.	Game, Newhouse, dis. 17½, 20 per cent
Bronze, Berlin, per doz. 2 75 3 25	Screw 27 1 00	Sheaves.	Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.
Bronze, Gem, " 6 00 9 00	Awning. 35 2 50	Sliding Door, per set 77 1 40	Mouse, per doz. 0 35 1 50
Lava, " 8 75 10 00	Pumps.	Steel Shingles.	Rat " 2 00 4 50
Shutter, porcelain, F. & L screw, per gross. \$1 30 4 00	Rumsey or Canadian Cistern & Pitcher Spout, 60 and 60 and 10 p.c.	The Metallic Roofing Co. of Canada, per square.	Trowels.
Ladles.	Punches.	Heavy Eastlake Galvanized 5 75	Disston's, discount 10 p.c.
Melting, per doz. 1 70 4 50	Saddler's, per doz. 1 00 1 85	Light " 5 25	German, per doz. 4 75 9 00
Lemon Squeezers.	Conductors, " 9 00 15 00	Heavy Eastlake Painted 4 00	Brade's " 00 10 50
Porcelain lined, per doz 2 20 5 60	Tinner's solid, per set. 72	Light " 3 75	S. & D., discount 35 p.c.
Galvanized, " 1 87 3 85	hollow, per inch. 1 06	Tower or Mansard Galvanized 6 25	Triers.
King, wood, " 2 75 2 90	Putty.	Tower or Mansard Painted 4 50	Butter, per doz. 6 25 9 00
" glass 4 00 4 50	Bladder, per 100 lbs. 2 00 2 25	Terra Cotta Painted Tile 7 00	Twines.
All glass, " 1 20 1 30	Tins, lbs. 2 50 2 75	Eastlake Painted Siding 3 50	Bag, per lb. 0 12½ 0 20
Lines.	Rail.	Manitoba Galvanized Siding 4 75	Wrapp'g, mott'd, pr. pack. 0 50 0 60
Fish, per gross 1 05 2 50	Barn Door, per foot. 3 3½	Heavy Man. Painted Siding 3 50	" cotton, per lb. 0 18 0 20
Chalk, " 1 90 7 40	Sliding Door, " 3½ 3½	Light Manitoba Painted Siding 3 25	Mattress, per lb. 0 33 0 45
Locks—Door.	Rakes.	Heavy Sheet Pressed Brick 3 50	Staging " 0 27 0 35
Canadian, dis. per cent. 50	Cast Steel and Malleable, Canadian list dis. 40 per cent.	Light Sheet Pressed Brick 3 25	Broom " 0 30 0 55
Russell & Erwin, per doz 2 90 7 50	Razors.	Painted Crimped, Siding or Ceil. 3 50	Binding, flax, per lb.
Eagle, dis. per cent, 30 per cent.	Boker's, per doz 7 50 11 00	Shot.	" jute "
English and Am. per doz 50 6 00	Wade & Butcher's " 3 60 10 00	Canadian, dis 5 to 7½ per c.	Vises.
Scandinavian, " 1 00 2 40	Razor Strops.	Shovels and Spades.	Hand, per doz. 4 00 6 00
Eagle, dis. per cent, 15 to 17½ per cent	Currier's, per doz. 1 25 3 60	Wood Rim, black, p. doz 1 15 1 35	Bench, parallel, each 2 00 4 50
Mallets.	Rivets and Burrs.	" tinned, " 1 35 1 60	Coach, each. 6 00 7 00
Tinsmiths', per doz 1 25 1 50	Copper Rivets, dis. 40.	Tin Rim, " 2 30 2 45	Peter Wright's, per lb. 0 12 0 13½
Carp'trs', hickory " 1 25 3 75	Iron " 40 to 45 per cent.	" black, " 1 80 2 25	Pipe, each 5 50 9 00
Lignum Vita, " 3 85 5 00	Burrs, Iron, 30, 33½ per c.	Snap.	Saw, per doz. 6 50 13 00
Caulking, each 1 60 2 00	Rivet Sets.	Harness, German, p. gro. 2 00 5 50	Washer Cutters.
Mattocks.	Rope.	Acme, " 3 00 5 00	Per doz. 4 00 8 56
Canadian, per doz. 8 50 10 00	Sisal, per lb 10½ 11½ smaller than Manilla, " 14½ 15½ 7-16, ¼c, extra.	Lock, Andrew's " 4 50 11 50	Well Wheels.
Meat Gutter.	Cotton, " 22 25	Soap.	Amer., per doz. 8, 10 & 12 in. 3 38 6 00
Enterprise, dis. per cent 20 25	Russia Deep Sea, per lb. 15 16	Sapolia ½ gross boxes 3 25	Wire.
Canadian, 37½ to 40 per cent.	Jute 09½ 10	" ¼ and ½ gross boxes per gross net cash 12 00	Market, bright and annealed, oiled and annealed, Nos. 1 to 16, net list from stock, with 10c. per 100 lbs net for freight; 7½ p.c. dis. from factory
Dixon's, each 1 60 2 00	Rules.	Soldering Irons.	Market, coppered, net list from stock with 10c. per 100 lbs. net for freight; 7½ per cent. dis. from factory.
Woodruff's " 1 10 1 70	Boxwood, dis. 75 & 10.	Wrought Spikes.	Market, tinned per lb. 0 04½ 0 08
Hale's, " 1 05 1 50	Ivory, dis. 40, 40 & 5 per cent.	Discount, net list to 10 per cent.	Galvanized Fence, net list from stock; 5 p.c. dis. from factory.
Hume, " 13 00 16 00	Sad Irons.	Spoke Shaves.	Tinned Broom, from 19 to 22 gauge, per lb. 0 07 0 07½
Mincing Knives.	Mrs. Potts, per set 0 90 0 95	Wood, English 1 80 5 00	Malin's Wire on spools, dis. 30 to 35 per cent
American, per doz. 42 2 35	N. P. " 1 20 1 25	Iron, American 1 35 2 35	Clothes Line, galv., p. 100ft 0 25 0 55
Molasses Gates.	Sand and Emery Paper.	Tea Spoons, per gross 7 50 12 00	Barbed Wire.
Stebbin's Patent, dis. per cent, 65 to 70 per cent	Emery, per quire. 55 90	Dessert " 21 00	Galv. steel barb fencing
Nails.	Sash Cord.	Table " 30 00 30 00	"Lock Barb," 4 point. 0 04½ 0 05
Cut. 3 in. and upwards,	Sash Locks.	Dessert Forks. 24 00	Ditto Glidden 2 point. 0 04½ 0 05
per keg base, price 2 55 2 60	Triumph and Morris, dis 37½, 40 per cent.	Medium " 27 00	Galv. Steel, plain twist 0 04½ 0 05
Brads & Moulding Nails, discount 65 and 5 to 70 and 5 per cent.	Kempbell's dis. 40, 62½ per cent.	Table " 36 00	Galvanized Barb, "Ly- man," 2 to 4 points. 0 04½ 0 05
Wire Nails, 70 and 5 per cent.	Canadian, dis. 45, 50 p.c.	Squares.	Terms, 60 days or 2 per cent off for cash—10 days.
Nail Pullers.	Sash Weights.	Iron, per doz 1 65 2 90	Wire Cloth.
German & American. 1 85 3 50	Sausage Stuffers.	Steel, dis. 75 p.c.	Ordinary, discount 25 p.c.
Nail Sets.	Each 1 00 3 00	Try and bevel, dis. 50 to 52½ per cent	Painted Screen, p. 100 sq ft 2 00 2 25
Square, round and octa- gon 3 38 4 00	Saws.	Staples.	Wrenches.
Diamond. 12 00 15 00	Hand, Disston's, dis. 7½ to 10 p.c.	Fence, galvanized, per lb 5 5½	Agricultural, 65 to 70 p.c.
Oil.	S. & D., dis. 35 to 40 per cent.	Wrought Iron, dis. 75, 75 and 10 per cent.	Standard, dis. 60, 60 & 10 p.c.
Canada Refined Oil (Toronto) 15½ 16	Cross-Cut, Disston's, per ft. 35 to 55.	Stocks and Dies, Amer. dis. 25 per cent.	Coe's Gen'l, dis. 32½ p.c.
Carbon Safety " 0 18 0 18	Hack, complete, each. 1 75 2 75	Stone.	Diamond, dis. 33½, 35 p.c.
Canada W.W. " 0 20	" frames only 75	Washita, per lb. 0 15 50	Tower's Engineer, each .. 2 00 3 00
American W.W. " 0 25	Saw Sets.	Hindostan, per lb. 0 06	S., per doz. 5 80 7 50
S. R. Seal per gal 0 63 0 65	Per doz. 1 65 9 00	" Slips, per lb 9	G. & K's Pipe " 6 00
Oilers.	Scales.	Labrador, per lb. 0 13	Burrell's " each 3 40
McClary's Galvan. Iron	Canadian List, dis. 40 p.c.	" Axe, " 0 15	Pocket, per doz. 1 25 2 00
Oil Can, with Pump,	Scale Beams.	Turkey " 0 50	Skates.
per doz. 19 50	Canadian, B. S. & M. dis. 40 per cent.	Arkansas " 1 50	Skeleton, dis. 10 p.c.
Zinc and Tin, dis. 50, 50 and 10.	Scrapers.	Water-of-Ayr " 0 10	Whelpley's Pat. Club, Ladies',
Copper, per doz. 1 25 3 50	Box, per doz 2 10 4 50	Scythe, per gross. 3 50 5 00	Brass Tops, 7½ to 9½ in. 1 75
Brass, " 1 50 3 50	Foot, " 40 3 50	Grind, per ton 15 00 18 00	Whelpley's Pat. Club, Gentle- men's, Brass tops, 9½ to 12 in. 1 90
Malleable, dis. 25 per ct.		Tacks, Brads, etc.	"Star" Mfg. Co.'s wrought steel top, dis. 30 p.c., 8 to 12 in.
Pails.		The following are for ordinary-sized lots; in quantities an extra 25 p.c. dis. Cut, Carpet, gim, blued, dis. 35 p.c. tinned, dis. 45 p.c.	Halifax Pattern, dis. 10 p.c.
Galvanized, per doz. 2 00 3 50		Swedes' iron, blued or tinned, dis. 42½ p.c.	No. 0, Whelpley's, 8 to 12 in. 0 63
Pencils.		Upholsterers' dis. 42½ p.c.	Forbes' New Patent.
Dixon's, per gross. 1 00 4 25		Copper Tacks and Nails, dis. 35 p.c.	Half-Patent, "Achieved" action with finest tempered blades .. 4 00
" Carpenter. 2 25 3 60		Trunk and Clout Nails, " 40 p.c.	Full-Patent, "Achieved" action, with few patent blades 4 50
Picks.		atent Brads, dis. 40 p.c.	
per doz 6 00 9 00		Finishing Nails, dis. 35 p.c.	
Picture Nails.		Cigar Box Nails, dis. 35 p.c.	
Porcelain Head, p. gross 1 65 3 00		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Brass Head, " 40 1 00			

HARDWARE



No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

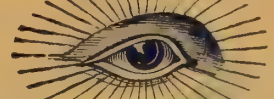
McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

NEEDHAM VEALL & TYZACK'S

CELEBRATED



WITNESS

CUTLERY

MANUFACTURERS OF

Table Knives, Carvers and Steels, Butcher, Palette and Artists' Knives

Fine Pocket Cutlery.

SCISSORS, RAZORS, ETC.

Agents for Canada

Watson & Pelton,

MONTREAL.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

TRADE MARK FOR



HOLLOW WARE.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor),

TORONTO.

SUBSCRIBED CAPITAL, \$100,100. FULL GOVERNMENT DEPOSIT.

THE BOILER INSPECTION and Insurance Company of Canada.

SIR ALEX. CAMPBELL, K.C.M.G. PRES.

(Lieut. Govr. of Ontario)

JOHN L. BLAIE, Esq. VICE PRES.



J.R. WEBB-TORONTO

CONSULTING ENGINEERS.

G.C. ROBB, Chief Engineer A. FRASER, Secy. Treas.

HEAD OFFICE.

TORONTO.

The prevention of Accident and attainment of Economy in use of Steam, our chief aims.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS' SUPPLIES

Of every description.

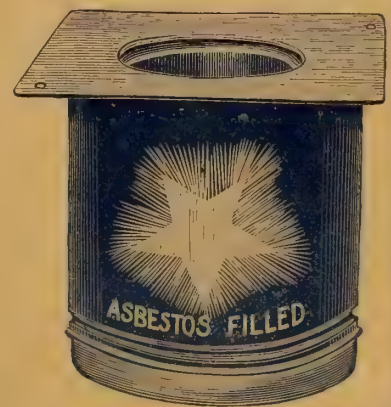
Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.



Improved patent asbestos floor and partition thimble. Patentee and Sole Manufacturer, Canada and United States, Fairgrieve & Craig, 128 Richmond St., W. Toronto

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL RAILS NEW OR SECOND HAND All Sections Cast and Wrought SCRAP IRON in Car ota Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

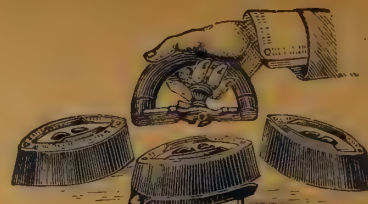
Australian Fence Wire Strainers.

Send for Prices.



(PATENTED.)

No More Broken Handles.
All Heavy Nickel Plated.
**ATTRACTIVE,
DURABLE,**
Easy to the Hand.
-NO EXTRA COST-



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

DOMINION WIRE MANUFACTURING CO'Y, LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

**BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.**

“LYMAN” No. 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

FENCING.

Staples and Fencing Tools.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, “PLATE.”

55 Victoria Street, - - - Toronto, Ont.

MAR .7, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED

WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.

TORONTO ONTARIO.

HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

—o—
Importers of
BAR IRON,
STEEL,
Shelf and Heavy

HARDWARE,

Builders' and
Mechanics'

TOOLS and
SUPPLIES.

—o—
32 KING ST. EAST,



JOHN LEYS,
Vice-President.

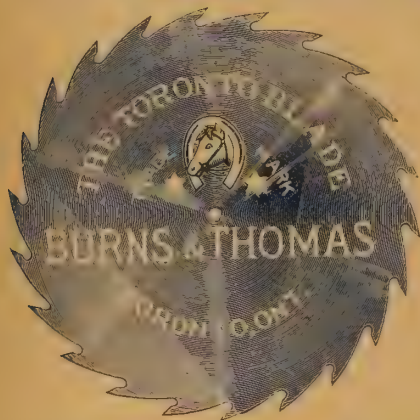
—o—
Mantels,
Grates,
Tiles,

- CUTLERY -

E. P. WARE

Housefurnishings.

—o—
TORONTO.



SAWS CIRCULAR, Shingle, Re-sawing,
Drag, Gang, Cross-cut, etc.

Metallic Shingles,
Siding and Ceiling Plates,
Terra Cotta Tile,
Corrugated Iron, etc.

SEND FOR CATALOGUE.

METALLIC ROOFING CO., L'D.,

Rear 84 to 90 Yonge St.,

TORONTO.

Telephone No. 1457.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.
None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.

TRAVELLING MEN

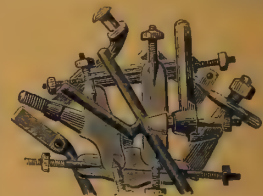
T WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.,)
68 Esplanade St.

TRADE



MARK.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

COPPERINE.

WILLIAM HAMILTON, Water Works Dep't.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,

DEAR SIR,—I am pleased to say that
after nearly three years constant use, day
and night, on our largest engine your Cop-
perine has stood its work well. I have not
had to renew any of the heavy bearings yet,
so I consider that speaks for itself. I am
pleased to recommend it to any one in need
of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,
Chief Engineer Toronto Waterworks.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, MARCH 7, 1891

No. 10

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

A PROBLEM IN DISCOUNTS.

Iron pipe and its proper discount is one of the most difficult problems which a buyer has to meet. Any dealer who is bold enough to say that he can name it would certainly be considered a wonder, or else in the possession of exceptional facilities; facilities which ought to stand him in a nice little pile of dollars when he balances up his books. Nominally the figure is supposed to be 57 per cent. or thereabouts, but as we have said, it would be hard to find anyone in the trade willing to bet that his neighbor does not get a more favorable figure. Perhaps 60 per cent. or, 62 per cent. or 63 per cent. would be nearer the market, in fact it is claimed by one merchant, who says he is prepared to substantiate it, that a lot of British pipe had been offered at 60 and 10 off or equal to 64 per cent. If this is a fact and it is probable—for one Scotch firm is reported to be notorious in this respect—the firm who made it are laying themselves open to a heavy fine. All British makers of iron pipe bind themselves under heavy penalties not to cut under the Standard rate nor to make any consignments. Therefore the firm referred to, if they made the offer mentioned, must have been infringing on the first provision. As regards the second, it is not altogether improbable that it also is ignored. In fact it was the rumor that a large lot of British pipe was about to be forced upon the Canadian market—therefore a consignment undoubtedly—that led to the most unorthodox cutting of all. The Canadian makers have no agreement, so of course are free to make any offer at all, and

when they heard of the above, took prompt measures in their own defence. These measures took the shape of substantial concessions in the matter of discounts, which effectually did away with the idea of placing any imported pipe here under their figures. Briefly the discount on iron pipe, like the published nail list, is another of the anomalies of the trade. It is true the discount is nominally there, but to anyone who makes it a basis for purchasing it can truly be said, to use a colloquial term, "The more fool you!"

MARKETS FOR CANADIAN HARDWARE GOODS.

Canadian manufacturers have at length decided to push their trade in foreign countries. One of the largest exhibitors at the Jamaica Exhibition is the Dominion, while Canadian exhibits were quite a feature at the Industrial Exhibition in Trinidad, and it is pleasing to be able to say that the Canadian Commissioner booked some substantial orders for Dominion firms. Now that a move has been made to secure a share in the foreign trade, it may be useful to point out a few markets likely to suit Canadian exporters of hardware goods.

Australia is a promising country. United States makers do a good trade with those Colonies, and Canadians might obtain a fair share if they made a strong effort. Nuts, bolts, and rivets are in demand, also iron and steel wire for fencing purposes. The rabbit plague has been a veritable boon to English exporters, and as the Colonial Government intends keeping up the wire fencing, erected for the purpose of keeping the rabbits out of the cultivated fields, the demand for wire of this sort will be sustained. Wire netting is also largely used for this purpose, the mesh should be under 2 inches, the favorite being 1¾ inches. Galvanized tubs, buckets, baths and iron for roofing purposes are also largely

imported. The roofing material is of all sizes and lengths suited to the buildings. A good line is enamelled goods, such as cooking utensils, etc., stoves, small and portable and adapted to burning wood alone, are wanted, specially if fitted for cooking purposes.

Spain is another likely market. For instance, there is a demand just now for enamelled iron or cast iron cooking utensils fitted with tinned iron lids; a shipment to good agents at Bilbao might do good. A good and cheap lamp for burning petroleum is wanted in China (at Chiu-Kiang). It should be well and strongly made at a cost of a Mexican dollar per dozen.

These are only a few of the many openings existing for good and cheap hardware manufactures. There is no reason why Canadian producers should not take advantage of these outlets for rushing a good and profitable export trade. The new route to China and Australia, connecting the Dominion with both these countries, should supplement the already existing channels of transport. This new mail route will no doubt in due time exercise a very beneficial influence on Canadian trade by bringing at least two splendid markets within touch of exporters.

UNDERPAID, ILL-TRAINED CLERKS.

A large proportion of the business failures of the country is yearly attributed to incompetence. Men undertake to manage before they have learnt to serve. Every year it seems the number of callow fledglings who go forth on their own untried wings grows larger, and unfitness becomes an increasing cause of commercial breakdown. Why is this? Are the young men of to-day more conceited or more ambitious than were the young men of twenty years ago? Possibly they are. It is no doubt a fact that the

farther we get from the time when youths were apprenticed to the trade of shopkeeper, the more unrulied become the aspirations of young clerks. In the freer circumstances that surround a young man's entrance into the trade of salesman these days, precocity is apt to find congenial soil, and a bumptious self belief is a more common outcome than it was of the rigorous system whereby the young fellow was indentured, and his father bound for him, to serve his probation. The schooling was usually hard enough but it was thorough, and tended to crush out the foolish over estimate of himself that freedom to leave or stay too often leads the novice to cherish. We are behind the old countries in the matter of service to-day, simply because we have not so complete a training school for our clerks. We have good clerks, but it is to their own credit and to the credit of their trainers that they are good, and not to the credit of the system.

The fault of our system is that it recognizes a beginner's service as being worth money at the outset. As the learner progresses he expects more pay, and if he does not get it he seeks for it elsewhere. His belief in himself soon comes to outrun the value that is put by his employer on his work, and then the young fellow thinks it a pity that such a high order of ability as his should be given for so meagre pay to the advancement of others. If he can get a hold of any money, and if he cannot he can usually get credit, he will open a store, and after a brief career will take the plunge that a thorough training would have fitted him to avoid. But the training there was no means of forcing him to submit to, as there were no articles binding him, and the modern substitute for bonds, the inducement of a small salary, is mischievous in its effects. It fails to keep the boy in training and gives him a sense of independence that will not brook training.

The pay of clerks who are supposed to have got through their training is also a cause of injury to trade. These men do not usually make enough in the service of employers, and they take the first opportunity to set up for themselves. They may possess the business ability to do an independent trade, but in many cases they lack the means, and their failure speedily comes. Better pay when men are through the training stage, and more thorough drilling while they are in it would do much to lower the failure rate every year.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price - lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

PRICE LISTS AND CATALOGUES.

The custom of issuing price lists and illustrated catalogues of seasonable goods, has become so general that these publications have become one of the necessary things of the trade. The retailer expects to receive them, and depends largely upon their illustrations as a guide in selecting his goods. The travelling man also uses them and knows their value in obtaining orders, especially for future delivery. Although always alive to his own and his customers' interests, sometimes he will forget articles in the list he is enumerating, which he is anxious to sell, and which the customer should buy while ordering goods in that line. The catalogue helps him out.

In this way the season catalogue is brought out, often forming a pleasant means of introducing the subject of buying, especially if the day be stormy or trade dull. With their feet on the stove railing and cigars furnished by the traveller, the merchant supplied with a somewhat worn copy of the price list from the equally worn grip, the merchant's mind lulled into a comfortable condition by the repose of the body and the well-selected gossip about the adjoining towns, or a story suited to the occasion, he lazily turns over the leaves of the spring catalogue, asking a price now and then, and now and then enquiring about shape and general appearance of certain goods. Almost before the customer is aware of the fact, the salesman, owing largely to his price lists, has an order down on his book, to which subsequently (it may be with some modifications) he secures the endorsement of the merchant.

Perhaps there is no class of business men that have so largely utilized illustration as an effective means of stimulating trade, as hardware merchants and manufacturers, thereby showing a thorough appreciation of the fact that pictures and advertising are the most effective means of getting goods before the purchaser. The hardware buyer has been so thoroughly educated in forming his ideas of the appearance of goods from illustrations of them, that when the merits of a new article are being enlarged upon, his first request is usually, "Let me see a picture of it." In fact we know of no other plan in which the hardware business could be successfully carried on, under the present arrangement of selling goods through travelling men, than by means of illustrated catalogues, and by putting cuts of the articles week after week in trade journals which go direct to the trade, as it is impracticable to carry heavy samples to any great extent. The frequency with which novelties are introduced, makes it desirable for the travelling man to carry a new thing one or two trips, to familiarize his customers with it. When merchants formerly visited the jobbing centres about once or twice a year to purchase their goods, they had an opportunity of seeing in the sample room what is now illustrated in catalogues.

It is surprising to see how inadequate an idea of the appearance of an article is frequently received by a retailer's customer when ordering goods from a cut. When the article arrives, it is so entirely different in appearance, in size, finish and adaptability to the ends for which it is required, that in many cases the merchant keeps it rather than force its acceptance against the inclination of the customer. In catalogues used at the present time among the trade, the cuts and general arrangement of the work reflect credit upon the compilers, and the entire appearance of these publications is seldom other than a matter of congratulation to the firms who issue them.

We again remind those who publish catalogues to insert under each article the retail selling price. On no account should the wholesale price appear there. On a separate sheet or in a small book for the private use of the retailer give the discounts or wholesale prices. He will then show the catalogue and its illustrations to customers, knowing that there is no danger of their finding the price at which the wholesaler sells.

HARDWARE MEN AND THE PAINT TRADE.

Most of us in Canada who have been reading the American trade journals are surprised to learn that very few of the retail hardware merchants in the United States handle paints. In that country the paint trade is left to druggists and painters. Our American contemporaries are urging the hardware trade generally to handle paints, oils and painters' supplies as a very profitable side line. The experience of the trade in Canada is not to regard it as a side line, but as a most important and profitable department of the retail hardware business. There was a time when men had to fix and prepare paints when there might have been a reason why they should not handle them. At the present time, however, with ready mixed paints, it is easier to handle this line than to handle nails, and every hardware dealer should pay special attention to this department. There are still a few retailers even in Canada who do not deal in prepared paints. This is due to the prejudice that exists among the painters against them. Some retail hardware merchants are afraid to put in a stock and to sell it because they might lose some of the business from local painters. The experience of those who have devoted special attention to their paint department shows that there is nothing to fear from this. The painters will buy only a limited quantity, but if consumers can buy paint and use it themselves they are more likely to do it. If a householder has some important painting to do, that must be done, he will give it to an experienced painter, but, there are hundreds of property owners who, when they can buy the paint ready prepared at a cheap price,

"The Famous Scotch White Lead."

"Elephant" Genuine White Lead in 12½, 25 and 50 lb. Irons; 100, 200 and 300 lb kegs. Guaranteed 100% pure and unequalled for density, brilliancy and covering properties.

"Elephant" No. 1 White Lead in 12½, 25 and 50 lb. irons; 100, 200 and 300 lb. kegs, good body, ground beautifully fine and very popular.

"Imperial" White Lead in all sized packages.

FOR SALE BY

WOOD, VALLANCE & CO.,

Wholesale Hardware, Glass and Paint Importers.

HAMILTON.

will devote their spare time to painting and improving the appearance of their premises generally. Hardware men should not only handle prepared paints, but should endeavor to increase that department by judicious advertising, either in the papers or by word of mouth. A very good advertisement for retail men would be the liberal use of the paint brush in beautifying their own establishments. Any local paper in which he publishes his announcements will willingly insert items or short articles telling how householders can improve the premises of their homes at a small cost by the use of a little paint.

IVORY FOR CUTLERY PURPOSES.

Says N. Y. Hardware:—English ivory dealers and makers of ivory and pearl handles for cutlery purposes have not been very busy for some time past. The trade with America in ivory-mounted cutlery has declined considerably, but there now appears to be a reaction, and the demand for ivory and pearl scales is increasing. The last London ivory sale was one of the worst attended that has been for many months, and much of the stock was inferior, some of it having been left over from previous auctions. Altogether about 120 tons were offered, including 30½ tons of East Indian, 39 tons of Egyptian, 48¼ tons of West Coast African, and about 3 tons of miscellaneous lots. In consequence of the absence of many of the principal buyers, prices of nearly every variety declined. The McKinley Bill was in some measure held responsible for this, for owing to the fact that cut ivory sent to the United States is now liable to a duty of 40 per cent., while raw is admitted into the American ports free of charge, cut billiard pieces, as imported from Bombay, declined £10 per cwt. West Coast African, which is specially suitable for the Sheffield cutlery trades, declined about £3 per cwt.; hard Egyptian went down £2 to £3 per cwt., but soft Egyptian showed no falling off.

THE RENT QUESTION.

Owing to the avarice of landlords in many cities and towns the question of rent has become of great importance to many merchants. When a desirable location has been secured for a store and a profitable trade built up—which latter has been perceived by the watchful eye of the landlord before anyone else has observed the circumstance—and the storekeeper is congratulating himself that at last his prospects of acquiring a competency, if not wealth, are assured, down comes the house-owner with a demand for more rent, the increase sometimes being out of all proportion to the growth of the dealer's business. In places where a real estate "boom" is being skilfully worked, landlords are even more grasping and storekeepers more heavily burdened, but in the absence of such an artificial stimulant of real estate values, buildings suitable for stores, and located upon desirable business thoroughfares, are in many cities and towns rented at figures that form a very serious item of a merchant's necessary expenditures. To such a pitch has this evil grown that too many retail storekeepers become literally slaves of their landlords, who are the only persons to reap decent returns from businesses which require heavy capital and great skill to conduct them, to say nothing of the cares and anxieties of the proprietors.

While a desirable location is of great assistance in building up a lucrative retail business, and while the merchant may therefore be warranted in paying a stiff sum for rent, yet a sudden and big increase thereof may jeopard his prospects or cause him to remove to a cheaper store to escape the intolerable exactions which arouse his anger, even though he may be in fear as to the consequences to his trade. Provided he does not move far away from his former store, there is no reason why an enterprising merchant of good reputation should thus lose any custom worth grumbling over. Of course if

the removal is to a different quarter of the city or town it will be good-by, so far as the majority of the old customers are concerned. It is this fear of loss of trade that helps the landlords in their exactions of enormous rents. In some cities certain business streets have become one-sided, as it were, in regard to their suitability for stores; at least, stores on one side of these streets will bring much higher rents than those on the other side, because the tide of pedestrian traffic flows on one side more strongly than on the other. In consequence, the apparently more eligible side of these thoroughfares becomes crowded with stores, the rents of which continually mount upwards, the tenants being afraid to move to the cheaper side of their streets because of an apprehension that their business will suffer. It is the man more than the location who is at fault if trade slackens materially in consequence of a removal to a short distance, such as across the street or a block or two away. We have seen one enterprising retail merchant who had grown tired of paying a rent out of proportion to his profits, remove his business to what may be termed the "wrong" side of a business thoroughfare, and we have seen the foot traffic drawn after him, and as a result the rents of the stores on both sides of the street have been equalized on a more reasonable basis. We also have seen merchants remove several blocks away from original locations and lose no trade to speak of. If the retailer is able and enterprising he needn't be a slave to the landlords, for what the men just mentioned have accomplished can be done by other merchants of nerve and brains.—Merchants' Review.

EVERY Reader of this paper is a buyer, Therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what readers want

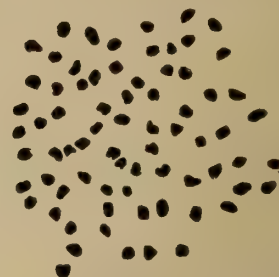
H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F. G.



DEAD SHOT F. G.

GUNPOWDER. "American Dead Shot." TRY IT.

ELECTRIC, HYDRAULIC AND STEAM ELEVATORS.

The following discussion of the comparative economy of electric, hydraulic and steam elevators, printed in the Electrical Engineer, is credited to a well known steam and mechanical engineer :

The questions which should have influence in making a decision as to elevator service should be efficiency, safety, economy of operation, durability and space to be occupied in the building by the operating machinery, and, lastly, the first cost of the plant. In all of the elevator machinery as now constructed the cost of operation, so far as coal is concerned, is altogether too great, and is in all cases, with the exception of the water-balance elevator, very nearly the same whether the elevator is carrying its maximum or minimum load. The water-balance elevator is at its best when it has to carry its load from the bottom to the top of the building, without any intermediate stops, and consequently no change in its load during the trip; but even the water-balance elevator under these conditions, which are the very best it can be operated under, consumes twice the amount of power which should be necessary to do the work, as the following statement will show :

Let us consider the water-balance elevator, having a maximum capacity to lift 2,000 pounds of load; car and cage will weigh about 2,000 pounds, 1,500 pounds of which will be counterbalanced. That leaves 2,500 pounds to be lifted when the maximum load of passengers is in the car; but as the average load carried on passenger elevators is not more than one-quarter the maximum, which in this case would be 500 pounds, then we have for an average load carried during the day 500 pounds of passengers and 500 pounds of counterbalance, and as carrying the counterbalance is so much dead loss, it follows that even the water-balance elevator

in its very best condition of work wastes just one-half of the power. In other words, when it lifts 500 pounds of passengers it at the same time has to lift an equal weight of uncounterbalanced car, for which it has no compensation. This is the condition of the water-balance elevator, which, so far as the question of economy alone is concerned, is the very best of all the elevators now built.

The next elevator to be considered in economy of coal in its operation is the direct connected steam machine. Now, while it is possible to build a steam engine to run an elevator and use steam in proportion to the load which it has to raise, it is a fact that such an engine has never been built, and, practically, the steam engine driving an elevator uses just as much steam to lift the passengers direct as it does on the water-balance machine to pump the water and lift the passengers through the agency of hydraulics. Theoretically, from the nature of the contrivances, this should be so, and in practice the results obtained bear out this statement. But these two machines being considered, one as against the other, the steam machine is to be preferred—first, because it costs less; secondly, it takes less room in the building, and, all things considered, it is less liable to accidents which endanger life.

Now, as to the ordinary types of hydraulic machines, whether they be direct lifts or the vertical type of machines, or whether they are of the horizontal type, one feature is common to them all. This feature is, that their consumption of water per trip, and consumption of power to furnish that water is exactly the same for all loads; that is to say, they use just as much power to carry the elevator boy to the top of the building and bring him down again as they do to carry the maximum capacity of the machine. The extravagant use of fuel in all this type of machines is something phenomenal, when the work which is done is considered. If we

take the steam from the boiler and follow it to the simple duplex pump, or to compound duplex pump, we will find in elevator service, that for each actual horse power of water delivered into the tank whether it be on the roof or the pressure tank in the basement, the enormous quantity of 8 pounds of coal is used. Now after we have got the water into the tank ready for use, we waste four-fifths of this power; one-fifth is thrown away in lifting the uncounterbalanced car, and three-fifths in having to use the maximum of water for all loads, while the average of all loads is but one quarter of the maximum. These features are as remarked before, common to all hydraulic elevators.

The steam machine is but a trifle better in economy, for the reasons stated previously, because the back pressure on the piston always rises to correspond with the decrease of pressure upon the steam side. The water-balance elevator uses water in proportion to the load lifted, whenever the loads are brought down at all times equal to those which are carried up, but as a large proportion of the trips are made with small loads coming down, and many times with none but the operator on the car, it is necessary to make the counter balance less than the car by about the average load lifted, so that the water-balance elevator, at its best, uses twice as much power as it should to accomplish the work. As to the question of cost of the water-balance elevator, the direct steam or the vertical or horizontal hydraulic, they come in order as follows : The cheap-

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

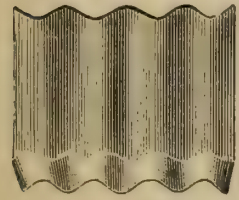
PETROLIA, - ONTARIO.

CORRUGATED STEEL FASTENERS.

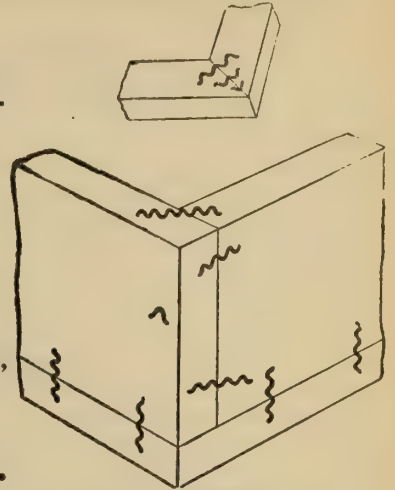
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.

est is steam, the next is the water balance, and the next hydraulic, either vertical or horizontal, which are practically the same. The amount of useful room occupied in the building is least with the steam; next comes the water balance; third, the vertical hydraulic, and fourth, the horizontal hydraulic. In considering the room occupied, of course there is taken into account all of the space occupied by cylinders, tanks, pumps, etc.

To produce an elevator which should be reasonably cheap efficient, and safe, and at the same time use power in proportion to the load lifted, has been the dream and study of all principal elevator builders of the world. Such elevators are now built and operated by electricity. An elevator of this type is less in first cost of any, requires less room in the building than any other, and can be operated with less than one-half the amount of coal of any other. The best arrangement possible for an electric elevator is to place the machinery at the top of the elevator shaft above the travel of the car, for the following reasons: First, in that position the machinery occupies no otherwise useful space in the building, and in that situation the machine can be so counterbalanced that the amount of power required at any one time, whether the car is ascending or descending, is only sufficient to move half of the maximum carrying capacity of the car. The same machinery, however, may be placed at the bottom of the elevator shaft, in the basement, occupying about the same room that an ordinary steam machine does. In either case it will use the same power in proportion to the load carried.

In order to make this statement clear, as to the economy of the electric elevator when compared with the hydraulic, it is necessary to show where the power is lost in each case, and where the difference lies. First, the duplex steam pump uses 8 pounds per hour for each horse-power; the engine which drives the dynamo to furnish electricity uses at most 4 pounds. Only one-fifth of the power developed in the steam pump is utilized in lifting passengers. In the electric three-quarters of all the power which is developed by the driving engine is used for op-

erating the elevator; besides, in all large buildings there are electric lights, and electricity is used for various purposes, and must have an electric generator in any event. As to the question of safety, with all these various types of elevators (leaving out the water-balance), there is practically no difference. The safety appliances which are on one machine may be applied to any or all.

TREAT ALL CUSTOMERS ALIKE.

The dealer should make it his business to know that all his customers are treated equally by his employes, for it is natural to presume that the dealer himself will need no admonition of this sort for personal actions, experience having taught him the necessity of following such a policy. This can be applied to all customers, for when a dealer finds that he has an objectionable patron it would be better for him to inform such a customer privately that his trade was not desired than to openly snub him. It does not matter whether the customer asks for a pound of nails or an article of an hundred-fold the price when he enters the store—if he is first to come let him be first served. If this is not done he can take umbrage at the slight showing, whereas those who enter the store after he did cannot possibly be justly offended because they are compelled to await their turn. Do not be deceived by appearances. The man clad in jeans may buy and pay for more than the one with a silk tile and garments of broadcloth. Never keep any customer waiting longer than is absolutely necessary, and no matter how badly rushed do not give curt replies to respectful inquiries. The successful salesman has a way of entertaining customers while waiting on them that makes them feel at home, and they will come again. The dealer should remember that he is in business to please the purchasing public, and to sell goods—not to impress upon all who enter his store that he owns the place and considers it a favor to show goods to would-be purchasers. It costs nothing to be courteous—on the contrary, it pays.—Stoves and Hardware Reporter.

THE HARVEY STEEL PROCESS.

A despatch from Washington states that experiments in the Harvey process of hardening steel will be made on plates made by Carnegie, Phipps & Co. and the Bethlehem Iron Works. The process can be applied to nickel-steel as well as all-steel plates, and it is probable that the next test will be of a nickel-steel plate made by Carnegie, Phipps & Co., and treated by the Harvey process at the Washington Navy Yard, where an experimental plant has been erected.

The object of the Harvey treatment is to produce a plate that combines all the good features of both the compound armour used in England and the homogeneous armour of steel or nickel-steel made at Creusot, France. The plate to be treated is made of uniform mild steel through its entire mass, and then, by the application of this process, the front surface is decarbonized and given a very high temper, which gradually diminishes throughout the thickness of the metal. By this method the plate is given a very hard surface, designed to break up armour-piercing projectiles, while the mild steel back gives the toughness and counteracts any tendency of the hard surface to crack.

The same qualities are sought in the English compound plates, but in them two metals are used, or more strictly speaking, three. A plate of hard steel is used for the face, and a plate of wrought iron for the back, and the two are welded together by pouring melted steel between them and subjecting the whole to a heavy pressure. In such plates there is always a tendency of the steel face to crack off when struck by a shot, leaving nothing but the soft iron backing.

If the results obtained with the nickel-steel treated by the Harvey process are as good as there is reason to believe they will be, vessels armored with this product will have probably 50 per cent more protection than would be afforded by the same thickness of compound armour.—American Manufacturer.

Goods conveniently located save time, money and temper in showing.

PRESERVATIVES OF IRON.

Professor Lewes' investigations of the effect upon iron of the various preservative substances applied to its surface have led him to the conclusion that protectives of the class of tar and its derivatives, such as pitch, black varnish, asphalt and mineral waxes, are among the best. This, however, is conditioned upon the removal of the small quantities of acid and ammonia salts which frequently occur in tar and tar products. If, in addition to this, the class of substances mentioned is applied hot to warm iron, the bituminous and asphaltic substances form on the surface of iron an enamel which is not, like other coatings, microscopically porous, and therefore pervious to water. Spirit or naphtha varnishes are condemned by Professor Lewes; varnishes to which a body has been given by some pigment, generally a metallic oxide, are preferable to the last class, if the solvent used is not too rapid in its evaporation, and if care has been taken to select substances which do not themselves act injuriously upon iron, or upon the gums or resins that are to bind them together.—Ex.

FROM THE TRAVELLING
TINKER.

The Travelling Tinker in Stoves and Hardware Reporter writes: I've been the busiest man in sixteen counties since I wrote to you last time, but things is getting kind of settled down like, and so I am going to give you another whirl. I reckon you remember about me telling you I'd got a job of clerking in a hardware store, and what a queer-old chap the boss is. Well, he's one of the best men I ever had anything to do with, the easiest fellow to get along with, and all that, but how in the world he ever made a living out of this store is what has been puzzling me for a long time. He's just like a good many other storekeepers I've seen, though. He lets the store almost run itself, or did before I came here, but now he lets me run it, and helps out when things is too busy for me. The balance of the time he sets in a big chair by the stove and talks politics to the boys, and he knows a heap about it, too, and that's where he's got the bulge on some of the other storekeepers here. Nearly all the farmers 'round here like to come in and talk to the old man, and he's as good as a lawyer in giving advice, and of course, when they want anything he's got they buy it from him, and that's what has given him pretty near all his trade. He's pretty sharp in driving a bargain, too, but he's honest about it, and does the fair thing every time. Well, after we'd got the store fixed up and some new goods in, the old man says to me:

"See here, Mr. Tinker, you seem to be a pretty square kind of a fellow, and I'll tell you what I'll do with you. You just take holt and run the business. I'm getting a little old and stiff, ain't as spry as I used to

be thirty years ago, and we'll whack up." I was willing enough, and so we made it a bargain. It's one of those kind of co-operative businesses, you know. I get my wages, and if we make lots of money why I get some of that, too, and if we don't make lots the old man takes it all. But I work so much harder, you see, and the old man takes it easy, and that's what he's after, I guess.

Something funny happened in our store. I want to tell you about. A chap from the country walked in one day when the old man said:

"Hullo, Bill, workin' to-day?"

"Yes," said Bill, "but I come in for an ax, and I want one just like you sold Jim Carter two or three weeks ago. Them's the best axes I ever seed. I wanted to buy one from Jim, but he said he wouldn't take nothin' for one, because he'd never had as good ones before as them was."

"Workin' fur Jim?" asked the old man.

"No," says Bill, "not now. Jim's too dogoned smart for me. He's always tradin' with a feller for somethin', and somehow he always gets the best of it, and that's why he don't have much wages to pay, so I quit him. Gettin out ties now."

The old man looked around and told Bill he hadn't no more of them axes, but would get some by next week, and for him to come in again, and Bill said he would. A couple of days after that a fellow came in and slammed a couple of axes down on the counter, and turns to the old man.

"See here," says he, "them two axes you sold me wouldn't cut a sour apple in two without turning the edge, and you've got to knock somethin' off on them, or take them back."

The old man put on his specs, and took the axes to the door where it was light and looked at them close. Then he come behind the counter, laid the axes down on the shelf out of chap's reach, pulled out the money drawer and give him his money without saying a word. Then the chap began to hem and haw, and at last said:

"O, I guess they'll do well enough this time, and I ain't got time now to look around for more, so never mind the money."

But the old man wouldn't have it that way.

"That game won't work here any more, Jim Carter," says he, "you've done it often enough before, but this was just once too often. Bill Wood wants them axes."

Well, sir, that fellow hung around for an hour trying to get them axes back again, but he couldn't get them. You see the old man had guaranteed them, and he was bound to make his guarantee good. He sent word to Bill Wood next day he had some axes for him, and Bill come in and took them both, and paid cash down for them, and was mighty glad to do it, too, when the old man told him how he got them. Bill said he'd done considerable work for Jim Carter, but that was the first time he'd ever got the best of him.

"BULLS" AND "BEARS."

A "bull" is a fellow who believes in everything, and a "bear" is a chap who believes in nothing. The former will devoutly take stock in the wildest flights of fancy, while the latter discredits the existence of his very self. As a rule, we must say we prefer the mind of the "bull" if we must choose between them, for we have but little patience with the croaker, and the man who delights in the total destruction of values. "Give it to her!" yowled a blatant, loud-mouthed fellow in the pit the other day. "She can never get low enough for me. If I could get the stuff for nothing, I should try to make you pay me for taking it." "Wow!" shrieked a rampant "bull" a few days later, "up she goes! This is just a starter. A dollar and a quarter for wheat will be low in a few days." The trouble with both of these factions is that they never know what an extreme is; they will never admit the existence of a limit at either end of their respective lines. The figure they set is an ignis fatuus which recedes as it is approached. Given dollar wheat, the "bull" yearns for and believes in an ultimate price of one and a quarter; put the price down to 50 cents, and the "bear" hungers for a further decline.

H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.
Telephone 2164.

REPRESENTING

PECK, BENNY & CO.,
J. & C. HODGSON,
MILLER BROS. & TOMS. } Montreal.
SHEPARD HARDWARE CO.,
AMERICAN BIT BRACE CO., } Buffalo.
ETC., ETC.

E. R. C. CLARKSON
TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**
JNO. B. CLARKSON

Temple Buildings, - - - MONTREAL.

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention.

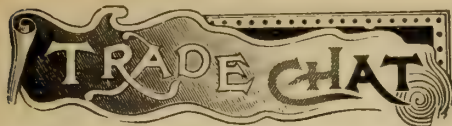
GREEN SEAL BRAND
PURE WHITE LEAD.

We are just in receipt of the following unsolicited testimonial:

"Your Green Seal White Lead is in every way found to be as good as quoted 'Pure' and we find it to work well and cover a large surface. It is the cheapest lead for us to use on this account. Yours truly,

FOSTER BROS., Painters,
Nansimo, B.C.

WALTER H. COTTINGHAM & CO.,
56 St. Peter St. MONTREAL,
Sole Proprietors Green Seal White Lead.



Galvanized iron is simply iron coated with metallic zinc by being immersed in a molten bath of that metal.

Jones, alias Wisch, Man., a hardware merchant of McGregor village, has absconded, leaving several Winnipeg wholesale houses in the lurch.

The foundations are being laid at Irwin, Pa., for plate-glass works, which, it is said, will be the largest in the world. The firm will be known as the Pennsylvania Glass Co.

Wire rope manufacturers say that the dread of insects and infection in ordinary rope has banished the latter almost entirely from the household in favor of their own production.

Two deaths resulted in Cheshire, England, in 1890, from wounds caused by barbed-wire fencing, and some Englishmen want the Government to pass a law preventing the use of this kind of fencing along public roads and footpaths.

It is alleged that the Duke of Marlborough is so interested in the mineral belt of the Southern States, that he will attempt to get English capital to back an idea of founding a model city and developing certain mining options he has purchased.

A fire broke out in Black & Whitman's hardware store on King street east, Hamilton, last week. The flames started amongst some rope which was piled under the staircase, but they were extinguished by the firemen, who responded quickly to the alarm. The damage was only trivial.

The Crescent City Railroad Company, of New Orleans, recently began running its electric storage battery cars. The cars have been built for some time, but the company have hesitated operating them heretofore until it could have everything in full operation and a number of cars built.

A decided sensation has been caused in Jerusalem by the introduction of the electric light into a new and flourishing flour-mill lately started there. The building in which the light has been introduced is near to the site of Calvary, and close to the Damascus Gate. It need hardly be said that the Arabs and Jews are much puzzled to account for a light in a lamp in which there is no oil, and up to the present time, while gazing with wonder, have been keeping at a respectful distance.—Ironmonger.

A new process for making joints in lead pipe has been patented in England. First a tool with a conical internal recess is driven on the end of the pipe; this decreases its size so that one end of a right and left-hand coupling nut will slip over it. Then a plug is driven into the end of a pipe, which forces



Keith & Fitzsimons

MANUFACTURERS

GAS FIXTURES, ELECTROLIERS, BRASS GOODS.

111 KING ST., TORONTO.

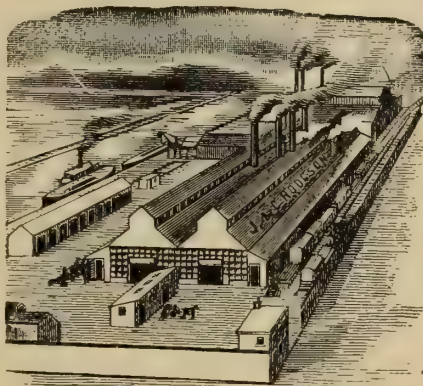


BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,**MONTREAL.**

MANUFACTURERS

**WROT IRON PIPE**

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.**WESTERN REPRESENTATIVE: H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.

the metal out and into the threads of the nut, forming a screw. The other part of the pipe being similarly treated with the other end of the coupling, the pipes can be coupled or uncoupled at will.

Suckling & Co., 64 Wellington St., W., Toronto, will offer for sale on Tuesday next, the hardware stock on view in premises No. 65 Yonge St., in this city. The total value \$3,418.06. The terms are one-fourth cash, 10 per cent. at time of sale, and the rest in two equal instalments at 7 per cent. on accepted security.

The English have always "had the edge" on America in the manufacture of cutlery until within the past few years, and Englishmen have boldly asserted that cutlery could not be made in America as well as it could in England. The absurdity of this claim has now been so clearly shown that the English are seriously alarmed, and the heavy falling off in their exports of cutlery last year did not tend to restore their confidence to any marked degree. Some of the largest Sheffield concerns are about to reduce the wages of their employes, giving as a reason, the remarkable falling off in their American business.—Hardware Trade.

*** SITUATION WANTED.**

SITUATION WANTED AS HARDWARE
Traveller or Salesman. Thoroughly posted in retail trade. Address, Iron, this office. 12

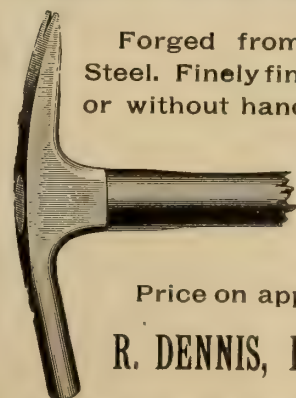
SAW YOUR
ADVERTISEMENT

IN THE
HARDWARE.

When writing to our advertisers please inclose the above.

UPHOLSTERERS HAMMERS

Forged from best Cast Steel. Finely finished. With or without handle.



The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.





REPAIRING GASOLINE STOVES

A correspondent sends the Metal Worker the following valuable suggestions on repairing gasoline stoves:

At the outset I must disclaim any intention of posing as an expert at repairing gasoline stoves. What I know has been learned by experience. The individual burner, being the oldest, is first entitled to my consideration. Should a person only partially fill the lighting cup, thus insufficiently heating the burner, it will puff and blow until it becomes hot enough to vaporize the gasoline feeding it. The blowing is caused by the flow of cold or only partially vaporized gasoline. The remedy is to always fill the lighting cup and see that the draft does not carry the heat from the burner. After a stove has been in use for some time, the period depending more or less upon the purity of the gasoline, a gummy substance will accumulate at the point of the needle valve, causing the vapor to spread and thus fail to properly enter the burner flue. The result is that the flame will splutter and light back—that is, ignite at the needle-valve point. The remedy is to remove the needle valve and clean it, being careful not to blunt or bend the point. If the burner leaks at the needle point, turn back the set nut one-fourth or one-half turn. This is to take up the wear. If the leak is at the set nut, take common hard soap and soap the needle-valve threads. If the burner has a stuffing box and leaks at that place, take a wrench and screw the box a turn or two toward the burner. At least once a year the cap at the end of the pipe should be taken off, and sufficient gasoline allowed to run through it to wash out the sediment, which is sure to accumulate there. When one comes across a burner that refuses to feed, after trying all other remedies, go for the stand pipe—which is usually made of brass. Remove the valves, unscrew the burner and stand pipe from the main or horizontal pipe, and the packing, whatever it may be, will be found entirely filling the stand pipe. If of wood, remove it and reduce its size. I have frequently left the plug out, and the burner worked just as well as with it in. In a generator the stand pipe is packed with wicking, asbestos, gravel, etc. I repaired a stove some years ago having a stand pipe filled with gravel; the heat, however, had reduced it to lime, or, rather, cement, so that it had to be drilled out. My opinion is that gasoline stoves other than the New Process can and should be made without packing in the stand pipe.

A generator burner differs from an individual burner in the fact that it vaporizes for several others besides itself. This, to a cer-

tain extent, is a weakness, as a generator out of order renders the entire stove useless for the time being. Some generators have all needle valves, and in that case the repairing must be done in about the same manner as in the case of the individual burner. Other generators have blunt valves for the side burners and a needle valve for its own use. Should the side burners fail to work the trouble will be found at the orifice. The same gummy substance accumulates there, and can be removed by introducing a thin piece of wire or anything of sufficient strength to dislodge it. One great fault with the majority of generator stoves is that the makers have worked toward complication instead of simplicity. The principle of all old-style stoves is the same and as simple as the working of a cook stove. Then what is the use of loading so good and useful an article with a lot of complications that have no good in themselves, but only serve to puzzle the retailer and mystify the user? I never allow a buyer to read the instructions which the makers tag to each stove. I show him, instead, by practical demonstration how to use the stove, and in that way impart more information than he can get by reading the directions. What does the average woman know about needle valves, cut-off, swivel joints, set nuts, &c., anyhow? The manufacturers are to blame for having so many stoves returned as defective. When the agent comes around he asks, "How many stoves can I sell you?" when the question he ought to ask is, "Can you

operate a gasoline stove?" The result is that any one who can sell a stove gets them, and when the stove is put in operation it doesn't work right, and back it goes to the maker.

Two "explosions" of gasoline stoves—one with fatal results—have been recorded by the daily press during the past week. The preponderance of evidence in the many cases we have examined, leads us to the belief that lack of ordinary care in their operation, and not the liability of the gasoline stove to explode, has been the origin of these regrettable mishaps, also.—American Artisan.

Rivalry, open, fair, good natured and enterprising, is the life of business.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:—

Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

ECLECTIC

TUBULAR

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
ELECTRIC Hydraulic and

for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

STEEL WIRE CHAIN.

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making four sizes, viz., 0000, 000, 00, 0. Send for samples and prices.

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

If orders are now sent in with specifications we can supply in good time the latest improved Milk Can Trimmings with wide hoop and patent cover and Tinned Iron for the same, also Creamery Can Fixtures with the new patent Jersey gauge (which requires no putty).

We also have all kinds of Creamery Gates, Sap Buckets, New Galvanized Steel Buckets, good stock of Embossed Ware, in fact a heavier and more varied stock of tinware and house furnishing supplies than ever at prices as low as any.

Early orders, not necessary for immediate shipment, solicited.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



BRITISH MARKETS.

LONDON, March 3, 1891.

March 3. Feb. 26.

Tin—Spot—	£ 90. 2s. 6d.	£ 90 2s. 6d.
Future—	90. 10s.	90 7s. 6d.
Copper—Spot—	52. 12s. 6d.	53s. 5d.
Future—	53. —	53s. 10d.
Iron Scotch warrat's.	47s.	47s. 1d.
(Glasgow).		
No. 3 Middleboro',	42s.	42s.
Lead, soft Spanish.	12 10s.	
Antimony,	67 —	67 —
Spelter, Silesian,	23 17s. 6d.	23 17s. 6d.
Tin Plates,	18s. —	18s. —

MONTREAL MARKETS.

MONTREAL, March 5, 1891.

In heavy material there has been positively no movement of importance in any line, consequently in the absence of anything that would tend to develop any new features we have nothing to note.

IRON AND HARDWARE.

There is little to note in connection with this market as business has been small and unimportant during the week, nor is there likely to be any until the election excitement is over. The only really large sale that occurred during the week was a round lot of Terne plates which were turned over at \$8, but this is not a regular basis as it would take \$8.25 to \$8.50 to move an ordinary lot of stock. There is no business doing in tin plates and holders are asking \$4.75 for ordinary brands with best grades \$5 to \$5.25. Cokes are nominal at \$4.50, but there are none offering here. Pig iron remains nominally the same, \$23 for Summerlee and equal brands. No quotations are forthcoming yet from the other side except on Eglinton, which is quoted at 50s. which means 51s. f. o. b. Glasgow. Canada plates are offering here at \$3.10 to \$3.25, but fresh supplies could not be laid down here under \$3.60, as the most recent quotation was £12 10s. to £13. In fact a large order could not be filled on the other side because the buyers bid did not come up to the holders idea of value. In other lines there is nothing to note, copper and tin being as before, in fact the only transaction was a fair lot of spelter at \$6.00, but a small quantity could not be had at this figure and we quote \$6 to \$6.25.

NAILS.

There is no change to the nail market, little or no business being done during the election excitement. Makers are indifferent, and jobbers are doing nothing.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 40
8 dy to 9 dy, " "	....	2 65
6 dy to 7 dy, " "	....	2 90
4 dy to 5 dy, Am. pat	....	3 15
3 dy, hot cut, per keg, Am. pat	....	3 90
3 dy fine hot cut, " "	....	5 40
4 dy to 5 dy, cold cut, Can. pat.	....	2 90
3 dy, cold cut, " "	....	3 40
2 dy, hot cut, nails " "	....	5 60

	Steel Cut Nails	Wire Nails.
10 dy to 60 dy, per keg	.....\$2 50	\$3 15
9 dy " " " " " "	.....2 75	3 45
8 dy " " " " " "	.....2 75	3 70
7 dy " " " " " "	.....3 00	4 00
6 dy " " " " " "	.....3 00	4 30
5 dy " " " " " "	.....3 25	4 30
4 dy " " " " " "	.....3 25	4 60
3 dy " " " " " "	.....4 00	5 50
3 dy fine " " " " " "	.....5 50	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....\$4 50
4 dy @ 5 dy, per keg	.....2 97
6 dy @ 7 dy, " "	.....3 47
8 dy @ 9 dy, " "	.....3 15
10 dy @ 30 dy, " "	.....2 90
Cut spikes, " "	.....2 45

COMMON FLOUR BARREL NAILS.

7/8 inch, per keg	.....\$4 70
1 " " " " " "	.....4 10
1 1/8 " " " " " "	.....4 40

Finishing nails 65c. per keg over same size hot cut, viz., from \$6.35 for inch to \$3.40 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.35 for 1-inch to \$3.15 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.85 for 1-inch to \$3.65 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

This market has been dull and unchanged since our last, in fact there has been nothing doing at all. Values rule firm however, especially on heavy chemicals, and we hear of no change in the tenor of advices from the other side. Bleaching powder has been moved in a small way at \$2 to \$2.25, while bicarb soda is steady at \$2.50. Caustic is unchanged and we have no business in it to mention, except the sale of a lot ex store at \$2.80, and other lines of heavy chemicals are as before. Sugar of Lead remains the same at 8 to 12c for white, and 7 to 10c. for brown. There is nothing particular to say of Sumac, while Cutch and Gambier are dull, no business transpiring.

PAINTS AND OILS.

In paints or oils, matters are dull and uninteresting, with nothing except an odd jobbing sale now and then to note. Cod oil is steady and unchanged, and the same may be said of other kinds. Leads are as before, white \$6.25 to \$6.75; No. 1 \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4.25; dry white, 6 to 6 1/2c.; ditto red, 4 1-2 to 5c.

GLASS.

The glass market rules quiet and unchanged with practically nothing to note in the way of business. The old idea still holds \$1.50 to \$1.60 for first and second breaks.

CEMENT AND FIRE BRICK.

Business in Portland cement remains quiet and only a few small lots are changing hands at firm figures \$2.75 per cash being the ruling quotation. Advices from English and German markets indicate a falling off from last season's high prices on the part of makers to the extent of from 5 to 10 per cent. but as freight rates are not yet fixed and this is an important element in the laid down cost, it is difficult as yet to calculate on quotations for spring delivery. Frebricks continue in steady demand and stocks are being very much reduced quotations being firm at \$25 to \$30 per 1000.

NAVAL STORES.

Ship chandlers report a continued dull market, turpentine being the only article subject to any demand. We quote :—Turpen-

tine, 60 @ 61c.; rosins, \$2 @ \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5 1/2c. for colored, and 7 @ 10c. for white; oakum, 5 1/2 @ 7 1/2c.; and cotton oakum, 10 @ 12c.

PETROLEUM.

A fair jobbing movement is in progress and this leads to moderate movement out of first hands. We quote Canadian 12c. at Petrolea and 14c. in Montreal in car lots, 15c. for smaller quantities, and American 23c. in car lots and 23 1/2 to 24 1/2c. in smaller quantities; American benzine, 23 to 25c.; and Canadian, 14 1/2 to 15c.

TORONTO MARKETS.

TORONTO, March 6, 1891.

Business in hardware and metals has been almost completely at a standstill this week, so great and intense has been the excitement over the election contest. Most travellers have been at home, as it was useless for them to attempt to do business with out-of-town merchants and manufacturers. There has never been an election in Canada which created as deep an interest among business men as has the present. There has been a great deal of talk of loyalty to party, but with most merchants it has been a question of whether it would pay them to have free trade with the United States or to remain as we are with a policy which protects us against the rest of the world, Great Britain and the States included.

No change has been reported in prices or values on this market during the week. Payments have been satisfactory. Now that the elections are over a good business is anticipated.

IRON AND STEEL.

Local markets have been quiet and without any quotable change in prices, though a steadier feeling is noted and sellers look for an improved demand in the near future. Private advices from American markets indicate a slight improvement in the situation. British markets are in an unsatisfactory condition, late cables reporting a lower price on Scotch warrants. On spot bar iron remains at \$2.20 to \$2.25. American No. 1 Southern foundry is quoted \$23 and No. 2 at \$22. Cables are steadier, Scotch warrants being quoted at 47s. 1d. Glasgow, and No. 3 Middleboro at 42s.

The Chicago Journal of Commerce referring to the situation in the States says:—There is much to indicate that iron of all kinds has touched bottom and is now on the rise. Reports from almost all sections indicate this, and there are excellent reasons for believing that they are true. The supply of raw and finished iron in the country is not large, and with a large number of productive furnaces idle cannot be expected to increase. On the other hand, everything points to an enormous consumption of iron during the present year. Mr. Edward Atkinson, who is certainly well informed in the premises, estimates that we will use 11,000,000 tons, or nearly 1,000,000 tons more than we did last year. This may be an overestimate, but when we remember that the railroads have not been heavy buyers of late, that foundries and manufactories generally are poorly supplied with raw material, that buildings of all kinds is on the increase and that iron and steel are now the principal component part of many buildings, and nearly all bridges, it seems unlikely that the consumption of 1891 will fall below that of 1890.

MARKETS—Continued.

That iron has for some time ruled and still continues to rule decidedly low, some say below the cost of production, is largely due to the late stringency of the money market, and the desire of buyers to purchase a stock at the very lowest figures possible. It is this last quality of human nature that is principally responsible for the low prices. All consumers of raw and finished iron know very well that it is cheap, but they have no absolute assurance that it will not become still cheaper. Even under the influences of a rising market they refuse to believe that bed rock has been reached, and hope for a further decline before abandoning the hand to mouth policy. That the tide is beginning to turn is evidenced by an increased inquiry from all sections. As soon as a definite advance in price occurs, buyers will become anxious, sellers independent, and prices will advance. This may not take place for a month or more, but everything indicates an advance in the price and an increase in the consumption of iron.

COPPER.

Local markets are dull and unchanged at 14½c. for round lots and 15 to 15½c. for quantities. On sheet and boiler copper lower prices are now generally quoted. Other markets are lower.

TIN.

There was only a limited demand for ingot tin reported this week, but prices were steadily maintained. Both American and European advices report a firm market.

LEAD.

Remains in the quiet condition reported last week. Any business on spot has been done on a basis of 4¾@5c. for bar and 4¾@4c. for pig.

ZINC AND SPELTER

Prices remain at 4¾@5c. for domestic and 5¾ to 6c. for foreign.

ANTIMONY

There is no change here or abroad. Cookson's is held at 19½ to 20c., and other brands 17½ to 18½c.

SOLDER.

Remains at 18 to 20c. for half and half guaranteed.

CANADA PLATES

Nothing doing. Prices are nominally unchanged.

TIN PLATES.

Demand has been light, but prices are firmly maintained at last week's quotations. Cables unchanged.

OLD MATERIAL.

The movement has been very light, but prices are the same as a week ago. There is very little of any kind offering. More activity is looked for next week. Dealers paying prices are: No. 1 heavyscrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 50 to 60c.; No. 2, including sheet iron, hoop iron and mixed steel, 25 to 30c.; new scrap copper, 9½ to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND OILS.

Business has been quiet, but prices have been steadily maintained in both paints and oils.

Sanderson, Percy & Co.'s Savannah correspondent writes Feb. 26 on the outlook:—"The market for turpentine continues without any feature of interest, being about steady. Receipts have been fair, but not at all heavy. The demand has about absorbed everything that offered. The crop promises to be as early as that of last year unless a severe cold snap should come in the next two weeks. The probabilities are that the production in Georgia will be about the same as that of last year. For summer delivery the same prices are bid as were bid last year."

PETROLEUM.

There is no change in prices, and trade is but fairly good.

HIDES, ETC.

HIDES—There is nothing new to say. Green are 5 to 2c., and cured 6c.

SKINS—Are coming in slowly at \$1 to \$1.40.

TALLOW—Sells at 2c. for rough, and 5½ to 6c. for refined.

WOOL—Is not wanted and is offering hardly at all, at 20c.

RAW FURS.

Raw furs are quiet and unchanged. They quote at the following prices:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, March 4, 1891.

The output of some of the best Northern brands of foundry pig iron is still so closely absorbed that prices for the same are well maintained, but makes that do not stand as well with Eastern consumers are moved at somewhat variable rates, and low grades adapted for mill purposes are also irregular. Standard Northern brands of foundry iron are quoted at \$17 50 to \$18 for No. 1 X. and \$16 to \$16 50 for No. 2 X. Good Southern brands remain at \$17 to \$17.50, and \$15.50 to \$16.50 respectively. Mill grades move at \$14 to \$15, as to brand. Bessemer pig iron is steady at \$16 to \$16.50 at furnace. Spiegeleisen is quoted at \$28 to \$29 for 80 per cent. Old iron tee rails are slow of sale and still quoted at \$22 to \$22.50; No. 1 wrought scrap is dull at \$20 to \$20.50, and car wheels at \$16—all f. o. b. Jersey city.

STEEL RAILS.

Orders for steel rails, to all accounts, are coming in slowly, and there are no signs of any change in the attitude of sellers. The latter seem to stand out stubbornly for \$30 at mill for standard sections, despite the rather trying experience of the past two months, and claim that there is reason to doubt the accuracy of rumors of any concession, beyond brokers' commission, having been made. In the absence of important business, however, market values are more or less uncertain. For billets, slabs, and rods prices stand practically the same as quoted last week, and there are no evidences of improvement in the volume of business in those productions in any quarter.

The large Lake Superior mining companies have dropped their "nominal" price to 14c. for ingots; but it does not appear that business has been stimulated in the slightest degree. To the contrary, the general report is that consumers are adhering to a very conservative course. It is no secret that outside lots offered at 14c. find very slow sale.

London prices for pig have advanced a fraction, and this movement has served to stiffen prices here in some degree, but business has not improved to the slightest extent. Speculative interest fails to revive, and purchases for consumption and trade account run small. Round lots on the spot were quoted at 19.85c. bid, 20c. asked, and March delivery at about the same figures. Small quantities brought 20¼ to 20¼c. out of store.

PIG LEAD.

In pig lead there has been no change whatever. Single carload lots are taken at 4.30c. but to a moderate extent only. For

GEM CREAMER GAUGE

Cannot Leak!

Easily put on!

FULL SETTS OF CREAMER TRIMMINGS.
CREAMER TAPS.
MILK CAN TRIMMINGS.
TINNERS' TRIMMINGS OF ALL KINDS.
PRESSED MILK PANS.
STAMPED WARE, full assortment.

WATER COOLERS.
SPRINKLERS,
TOILET SETTS. FLY TRAPS.
AGATE WARE. GRANITE WARE.
HARDWARE NOVELTIES.
HOUSE FURNISHING HARDWARE.

THOS. DAVIDSON & CO.,

Agents in Western Ontario for Chown & Cunningham Co.,
Manufacturers of stoves:

TORONTO: 11 Front St. W. MONTREAL: 474 St. Paul St.



Front view.



Back view.

MARKETS—Continued.

larger quantities buyers do not offer more than 4½c. The Western markets remain slow, and prices there are barely steady; 4.05c. was quoted from St. Louis.

SPELTER.

For spelter there has been little demand from either galvanizers or brass manufacturers, and the offering of the metal at present is somewhat reserved. On prime Western, for early shipment, 5.05c. is considered a close price.

TIN PLATES

The movement in tin plate has been slow, and the situation is about the same now as it was a week ago. Cokes could probably be had in round lots at prices a shade under those generally asked. We quote as follows: I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.75 to ..; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.65 to; Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.25 to; Dean grade, 20x28, \$10.50 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$10.00 to; I. C. Coke—Penlan grade (iron), \$5.40 to; J. B. grade, 14x20, \$5.50 to \$5.55; I. C. Bessemer steel, 14x20, coke finish, \$5.45; I. C. Bessemer steel, coke finish, \$5.50; I. C. Bessemer steel, squares, \$5.55 to basis; I. C. Siemens steel, squares, \$5.65 to \$5.70 basis.

HOW TO PAINT IRON.

It is recommended by an exchange to prevent paint on iron from scaling off in large flakes, to wash the iron surfaces before any paint has been used and then brush it with hot linseed oil. If the objects are small and bear being warmed they may be heated until the linseed oil with which they are brought in contact begins to steam, then all the surfaces are carefully brushed with the oil and allowed to cool. They are then ready to take the paint. If the objects are too large and a warming not to be recommended, the linseed oil must be put on very hot. The thin liquid oil enters into all the pores, removes all the moisture and adheres so firmly to iron that frost, rain or air cannot effect a separation. The iron surfaces oiled in this manner the paint adheres well. This proceeding is also recommended for wood which is exposed to the open air.

The following is a copy of the Order in Council issued by the Dominion Government regarding the free importation of copper:—His Excellency, under the provisions of the "Customs Act," chap. 32 Revised Statutes of Canada, and by and with the advice of the Queen's Privy Council for Canada, is pleased to order that metallic copper, the exclusive product of Canadian ore smelted abroad and returned to Canada by the producers of the ores from which smelted, may for one year from the first day of February, 1891, be admitted into Canada under such regulations as the Minister of Customs may prescribe and on payment of duty on the cost of smelting thereof.

NEW GOODS, NOVELTIES, &C.

A NEW MILKING MACHINE.

A milking machine, the invention of Mr. Stewart Nicholson, Bombie Farm, Kirkcudbright, has been patented, and is now in operation at the dairy. The principal features are as follows:—Rubber-tipped horn cups of an ingenious pattern are placed to the cow's teats. These cups by means of rubber tubes join together in a leading pipe, which in turn is plugged into a general conducting pipe of protected glass, conveying the milk to a common reservoir. The air in this reservoir being exhausted by means of a pump, a suction ensues, drawing the milk from the cow. Important details have not been overlooked by the inventor. In the tube attached to each teatholder there is inserted a piece of exposed glass tubing, by means of which it is ascertained when the udder is completely empty. The cups are then supposed to be detached from the teats, but no harm follows should a delay occur, as the teat naturally collapses, and the suction then applies only to the outside of the teat. One attendant can easily superintend the simultaneous milking of four or five cows, and should any of the "cups" be accidentally detached its particular tube automatically collapses until restored by the attendant. The operation of milking a set of cows only takes from three to five minutes, and the number that can be milked at one operation is limited only by the size of the reservoir and pump and the number of attendants. The patentees, Mr. Nicholson, Bombie; and Mr. Gray, Stranraer, claim that the process is rather pleasant to the animals, and does not affect the quantity of milk yielded.—Ironmonger.

HANGING A GRINDSTONE

A correspondent in one of our contemporaries writes: Wanting a good-sized stone to grind up cutterhead knives, axes, chisels and other edge tools about a factory, you can procure one cheap from some axe factory where it is about to be cast off. It may be say, 10 inches thick by 3 in diameter. Take four pieces 6 x 6 timber (any kind will do), 4½ feet long and four pieces same size 18 inches long. Mortise the long pieces 6 inches from each end, and tenon the shorter pieces 3 inches at each end to correspond; frame and pin. You now have two frames 4½ x 2 feet outside measure. Set them vertically side by side, 1 foot apart, on a level floor. Take two pieces 2 x 12 plank, each 2 feet long; notch 3 inches deep and 6 inches long from both ends on one side of each plank. Spike or bolt these planks firmly against the inside of your short upright pieces or legs, so that the shoulder formed by the notches shall brace the lower part of frame apart and come 3 inches from the floor.

You now have a frame that will carry easily a 1,000-pound stone; the stone indicated weights only between 500 and 600 pounds.

A little surplus strength, however need not disturb you, so long as it does not make a machine cumbersome. As you want only 40 or 50 revolutions, your boxes may be either wood or metal, and have, say, 6-inch bearings. Take for the shaft 3 or 4 inches of 1½ inches square iron. Turn off at one end for pulley and at other for smaller stone, threading, and making two flanges to fasten with nut. Turn bearings, leaving good shoulder outside of each, and leave one foot at middle of shaft square for large stone. Then saw piece of half-seasoned hardwood to slight taper, and a neat fit in stone when two-thirds entered. Saw this block through middle and groove 1½ inches scant for shaft.

Now drive block solid with sledge into place and drive shaft through groove in block. Roll stone up inclined plank and let down to position. If not true sideways, wedge between wooden block and stone, fastening wedges with small nails. If untrue on surface, take piece of bar iron for rest, and with end of old piece of ¾-inch gas pipe for dressing tool, turn down true, then smooth surface with edge rest, using frame for bearings. Hang smaller fine-grained stone on outer end of shaft for edging up tools, and you have a double stone that will assist greatly in quality and output of work by keeping tools in fit condition to accomplish good results.

THE USE OF LABELS.

It is of course impossible for small dealers to handle their own brands of goods as successfully as retailers of larger capital who can purchase in sufficiently large quantities to make it an object to jobbers and manufacturers to put them up for them at a reasonable rate. But until his business grows to the point that will warrant a retailer indulging in that efficient yet cheap mode of advertising, it is certainly advisable for him to paste his own labels on many descriptions of goods, in addition to those that they may already bear. But if the merits of the goods are such that will be likely to draw trade there can be little doubt that a moderate sum expended in procuring neat labels bearing the merchant's name would always be a good investment.—Merchant's Review.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakemen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

REDUCED WAGES FOR SHEFFIELD CUTLERS.

The effect of the McKinley Bill has begun to be felt severely in the Black district in England. While the bill was pending the Sheffield manufacturers were straining every nerve to fill orders for the American trade in time for shipment under the old duty. Naturally the decline in orders and work which followed the passage of the bill caused great dullness in the trade. This proved true of the fine cutlery trade especially, and just before the beginning of the new year Joseph Rogers & Sons (Limited), George Wostenholm & Son (Limited) and other leading manufacturers gave their cutlers and forgers notice of a 5 per cent. reduction in consequence of a falling off in orders. The men resisted the demand, asserting that there was no necessity for any reduction. On January 30th the difficulty was settled on the basis that employment is to be given at the old rates to the extent of orders actually received, the men being at liberty to have further work for stock at the proposed reduction. The exports of cutlery from Sheffield to the United States during January amounted to only £8331 in value, against £15,415 in value during January, 1890. Hardware (N. Y.)

SUGGESTIONS FOR THE RETAIL TRADE.

The following is extracted from the correspondence of a writer signing "C. L. Stearcy," in the American Storekeeper: "If you are worthy of the confidence of your neighbours go to work with a vim and try to get every good new customer possible by being polite and attentive. Be the first man to open your store in the morning and the last man to close; take as much pains to wait on a child as on a grown person; never misrepresent goods, but do a straightforward, square business, and you will gain custom. Keep your own secrets; if you are making \$5,000 per annum do not tell any one, as human nature is weak and jealous. If you are losing money and cannot stop the leak don't tell it, but close out to some man that thinks he can make money, and try a new location. Don't try to be a successful merchant and at the same time run the political machinery in your "district;" it will be too great a strain on your nerves.

It falls to the lot of only a few merchants to be able to run a strictly cash store, but they have to sell on credit in farming communities, etc. Don't imagine that when you are selling a great many goods on credit at a good profit you are getting rich. You will soon run against a solid rock wall, and will have to take to the woods. Scrutinize closely all the surroundings of your customers who desire credit. Have a specified limit agreed to and thoroughly understood by customers who desire credit, and do not fail to stop when the limit is reached.



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

Our New Creamer Gauge, and Corrugated bottoms are the latest out. Sample order solicited.

Delivery Cans made up. Sap Buckets, Spiles, Dairy



Pails, Bottoms, &c.

We make and supply everything used by the Stove and Tinware Trade.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

When a customer is not entitled to credit, say "No," politely, but positively. Be firm in all your transactions. There can be considerable ingenuity and tact about refusing a man credit and still retain him for a cash customer. As a general thing, avoid giving credit to squatters and transient customers, as they generally fold their tents and quietly slip away to try their credit on another confiding merchant.

In giving credit always remember that you are the party that is extending the accommodation, and not the customer. When you have your goods credited out you are at the mercy of your trade, and have to depend on their prosperity for your success. If you owe a lot of minor accounts in your neighborhood it is your duty to settle up by cash or note. Don't permit them to accumulate. Short settlements make good friends. In collecting debts remember the old Quaker advice that there is more virtue in a gill of oil than a barrel of vinegar; therefore do not abuse a man when he owes you, or crowd him when he is down, but trade your bad debts to him for anything that has a market value, and you will realize more than in a legal process, and still have him for a cash customer. Never leave a debt open on your books; no matter how small, close it up by note, and then there will be no misunderstanding.

Don't forget that the credit business is dangerous and requires much watching and prayer to avoid the deadfall. In every community there are customers who regard all merchants with doubt; a good idea is to present each with a pass book and require them to bring it and record each transaction and they will soon get over it. Have every transaction thoroughly understood before customers leave. Keep a pass book in your pocket to enter each sale when made, and invariably at night copy same in day book. Keep your ledger posted up; never get way behind; it is a mark of laziness and shows that you do not keep in advance of your business. After you have been in business 40 years you can still learn something new. To sum up, a merchant's life is one of toil and trouble; all that embark in this business must begin with a determination to keep a firm and steadfast grip on their business. At

times it will seem dark and gloomy, but will eventually land you on the top round. Frequently an embryo bankrupt, with a little money or brains, will open a rival store and tear up the gravel generally for a few days by selling goods at ruinous prices and take every underhand advantage of your trade, but by and by all will be still except the red flag fluttering to the breeze about his store. As a general thing, merchants are always the first approached for all enterprises that help build up the country, and it is a constant thing for them to feed and clothe the widow and orphan, the humble and down trodden all over the land, and for these many unpublished charities let us hope they are recorded on the Cr. side of that Great Ledger in that country where no shoddy goods go.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Master the whole business and the way to fortune has been mapped out.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

HARDWARE

—AND—

Paint and Oil Trade

SPRING SEASON 1891.

Our travellers are now on the road with complete line of samples of

BOECKH'S STANDARD BRUSHES

For Painters, Varnishers, Artists' Household Toilet and Stable Use.

Please reserve your orders until you see our new lines for 1891.

CHAS. BOECKH & SONS,

Manufacturers, - - TORONTO.

A CORRECT WORKMAN'S TIME RECORDER.

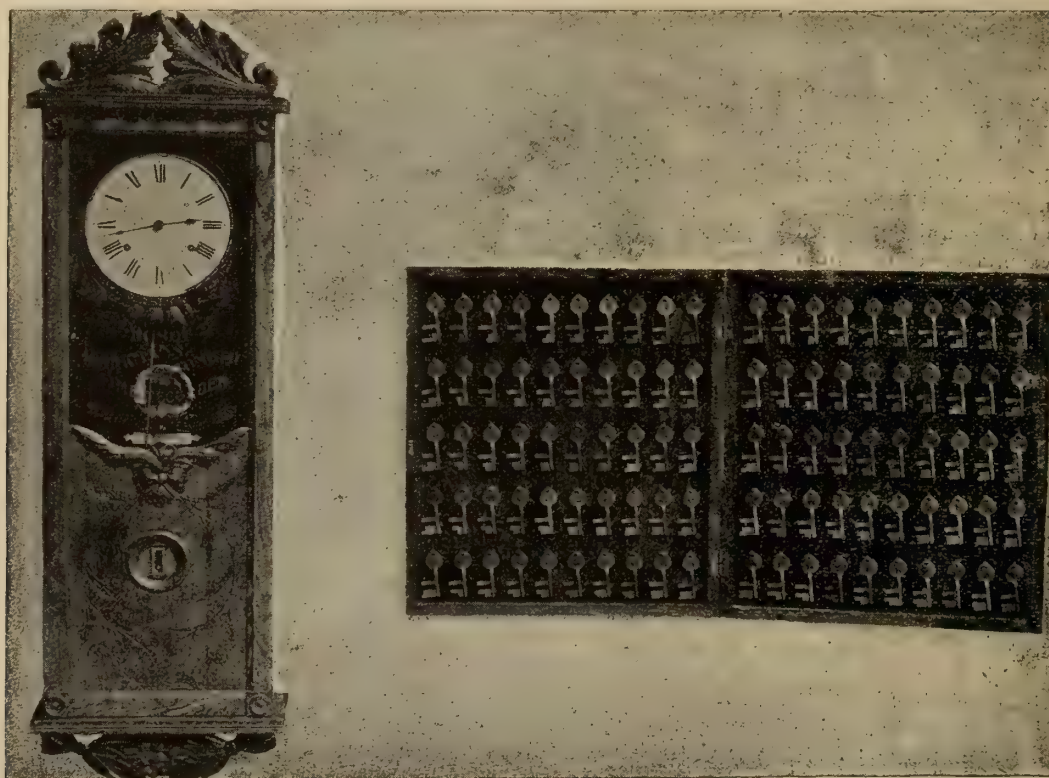
On this page we herewith give several views of the Bundy Workman's Automatic Time Recorder—for which Messrs. Rice, Lewis & Son are the Canadian agents—the only automatic timekeeper in the market, and notable for its simplicity, accuracy, and economy.

The object of this instrument is to record in a permanent printed form the hour and minute at which persons arrive and depart in the morning, at meal times, or at any

machine assumes the responsibility of recording a workman's dilatoriness, and averts jealousy between time-keepers and the persons employed.

Workmen, it is stated, learn to like the machine, as they are secure against the effects of any petty spite of the time-keeper. It can be, also, used for recording the hourly trips of the night watchman; and with all these advantages, it will undoubtedly "pay for itself," by time saved, in one year's service. The manner of registering is very simple, and one hundred men can easily register

trips the hammer, which is not released, however, until the other tongue, by means of step cams geared to type wheels, has thrown the necessary number in front of the hammer, so that when the hammer falls it must print not only the time as shown by the clock, but the number of key used. The paper, of course, is spaced with each blow of the hammer, and with every six blows of the hammer the ink ribbon moves ahead one notch, thus the print is always fresh and clear. We give herewith an exact facsimile of a piece of the paper ribbon as it appears



THE BUNDY AUTOMATIC TIME RECORDER.

time of the day or night. It is invaluable in factories, shops, stores, and in fact every establishment where the time of employees is required to be noted.

The expense, trouble and inaccuracy attending the keeping of workmen's time have long been a source of annoyance to those who employ large numbers of operatives. To obviate these difficulties this time recorder has been placed upon the market. It is believed to cover the entire requirements of employers thoroughly and satisfactorily.

By it every employee becomes his own time-keeper; it prevents errors in booking time; it does away with disputes as to the correctness of each person's time record; it insures absolute accuracy in regarding time of arrivals, departures, and overtime of each employee; it assures the promptness of employees; it renders favoritism or collusion impossible, as the

inside of five minutes. Each workman is given a number, and when he goes to work he takes his key from the keyboard, inserts it in the key-hole of the recorder, turns it half way round, takes it out and passes into his work. By this simple action he has recorded upon the paper ribbon within the machine the number of his key and the exact time of day to the minute. If it is desired to register out, the workman holds down the lever on the outside of the recorder while registering, which prints a star in front of the record. The accompanying cut shows the working parts, the rod C connecting the minute wheel of the clock by a simple bevel gear to the minute type wheel. The hour wheel by means of a little pin is thrown ahead one number each revolution of the minute wheel, so that it can be easily seen that the time pointed must correspond with the time shown by the clock. The keys have two functions. One tongue

printed when removed from the recorder. From the slip it would appear that No. 51 registered at between 47 and 48 minutes past six o'clock; No. 75 at six o'clock and 53 minutes; No. 28 at six 56, and No. 4 at seven o'clock and two minutes; No. 56 went out at ten o'clock and 30 minutes; No. 18 at between two and three minutes past 12 o'clock, and so on through each number as indicated.

To prevent one man from registering for another, as each register is recorded a bell rings, so that a man registering twice could be easily detected by any one in sight. This record also has a device by which the key, after a partial turn, is locked in and cannot be taken out until it registers. It will thus be seen that the time of each employee can be read off at a glance, and there is no chance for a mistake. The slips of paper can be removed

daily, twice a day or weekly, and filed away and the workman's time is practically in his own handwriting, but is entirely beyond his control, so that the excuse of an attempted register is out of the question.

These machines are built very strong and durable, and can scarcely get out of order, but should they do so, the first man attempt-

of enormous deposits of the metal has been demonstrated in Canada, the only difficulty is the economical and efficient reduction of the ores. This is claimed to be achieved by a French metallurgist, M. Garnier, who has elaborated a process by which sulphur is completely eliminated from the metal. M. Garnier, it is stated, concluded a contract with Canadian nickel mine owners to erect a

was suggested to the directors of the Ferro-nickel Company and the Creusot Works. The composition of the alloys from which specimens were rolled and tested at the Montataire Works was: carbon, '15 and '5 per cent.; phosphorus, '02 and '04; sulphur and silicon traces; manganese, '5 and '04; nickel, 25'00; and iron, 74'00. From this metal results were obtained in the testing-machine which were quite foreign to the views up to then entertained upon the characteristics of steel. In round pieces of six inches, turned to $4\frac{3}{4}$ inches, a resistance of 197 pounds and an elongation of nineteen per cent. were obtained before tempering, while the results obtained after tempering were: resistance, 179 pounds; elongation, 29'5 per cent. In flat pieces of seventeen cm. by six cm. the resistance for both the tempered and non-tempered metal was less, but the elongation was forty and thirty-three per cent. respectively. With round pieces of $10\frac{1}{2}$ inches, turned to $4\frac{3}{4}$ inches, not tempered at all, the resistance was 196 pounds, and the elongation 43'5 per cent. Other round specimens of $4\frac{3}{4}$ inches, which were tested without being turned, showed resistance of 152 pounds and 160 pounds, and elongation of thirty-seven and forty per cent. M. Walrand does not attempt to deprive M. Schneider of the merit of having pursued his own researches independently of those conducted by the Montataire Company. The main interest of his statement lies in the evidence which it gives of the peculiar properties of steel and nickel when combined in the proportions given above.—Parisian correspondence to the London Ironmonger.

NEW MARKETS FOR AMERICAN HARDWARE.

The American hardware and machinery manufacturers are delighted with the reciprocal agreement for the interchange of certain goods free of duty between the States and Brazil. Machinery of all kinds, except sewing machines, is to be admitted to Brazil free of duty, if of American manufacture. On other manufactures of all kinds the duty to be paid is reduced 25 per cent. This results from the exemption from duty (by the recent act of Congress) of sugars, molasses, coffee, and hides. There can be no doubt of the great importance of this arrangement to manufacturers of all kinds in the United States. Brazil already imports large amounts of machinery, much of it from England, and it is altogether likely that the demand for machinery there will be a constantly increasing one as the country develops. Why sewing machines should be excepted from the full benefits of this act is more than we can understand; but for what has been accomplished our American manufacturers are to be congratulated, and we hope that they will at once prepare to push their trade in that direction to the fullest possible extent. There should be a large trade there for us at once in many kinds of machinery, such as are needed for the agricultural development of the country and for manufacturing sugar and building railroads, and this of course will lead to the development of a market for many other kinds of machinery, such as machine tools.—American Machinist.

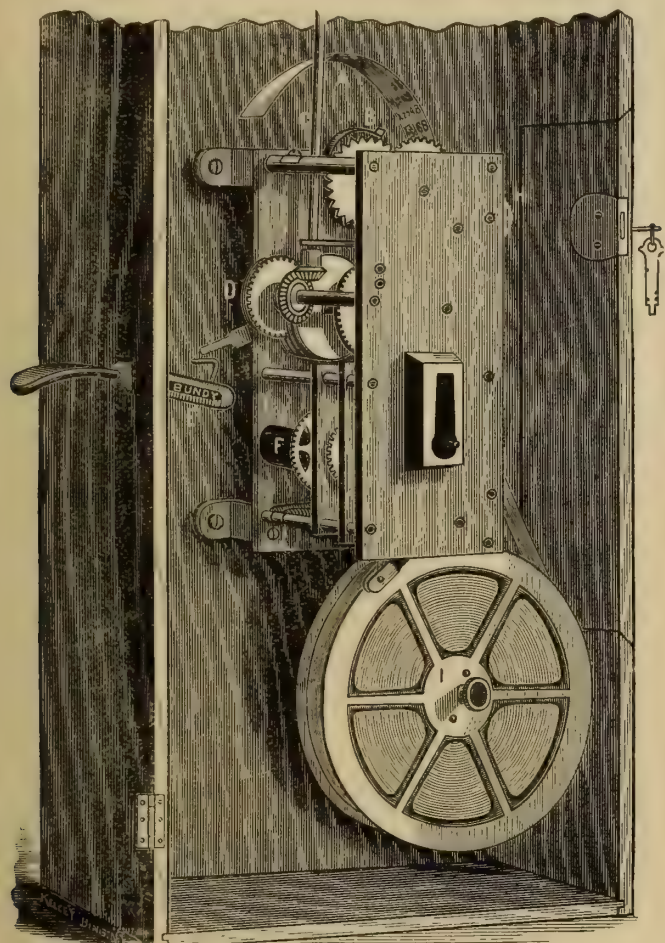


Fig. 1—Construction of the Recorder.

VI $\frac{48}{47}$	21
VI $\frac{53}{52}$	75
VI $\frac{56}{56}$	28
VII $\frac{2}{1}$	4
★X $\frac{3}{30}$	56
★XII $\frac{3}{2}$	18
★XII $\frac{3}{3}$	97
★XII $\frac{56}{56}$	51
XII $\frac{57}{56}$	35
XII $\frac{57}{57}$	45
XII $\frac{57}{58}$	43
★V $\frac{2}{1}$	62
★VI $\frac{4}{3}$	84
★VI $\frac{9}{7}$	96

Fig. 2—Paper
Ribbon as Taken
from the
Recorder.

ing to register must find it out by having his key locked in, and can report it at once. Several testimonials, from as many business houses and manufactories, attest, in the most positive and gratifying manner, the superior merits of this excellent machine.

THE PROPERTIES OF NICKEL STEEL.

The contemporaneous researches of English and French metallurgists—notably Mr. Riley, Glasgow, and M. Schneider, Creusot—upon the effect of nickel on steel, have had results which seem likely to profoundly influence the future of steel-making. The extraordinary qualities of ferro-nickel have been brought prominently before the metallurgical world by the tests recently undergone in the United States by the Creusot nickel-steel armor-plates, and as the outcome of that success it appears that the manufacture of nickel-steel will at once be entered upon on an extensive scale. Now that the existence

large smelting works, in which this process will be practically carried on. In this aspect of the nickel-steel question, any information as to the actual composition and capacity of the alloy must be of interest. Such information has just been supplied by M. Charles Walrand, a well-known French steel-works engineer, who claims priority over M. Schneider for the idea of applying nickel to the constitution of armor-plates. The composition of M. Schneider's plates, as well as the special operations of tempering and annealing which are employed in their manufacture are, of course, a trade secret. But M. Walrand gives the composition of the material with which experiments were made, so far back as 1885, at the works of the Societe des Forges de Montataire. These experiments were made with the idea that ferro-nickel might be used as a substitute for copper and "white metal" in nearly all applications; and it was as the result of the information therein obtained that the employment of nickel-steel in armor-plates, ordnance, etc.

FOURTH ANNUAL STATEMENT —OF— The Manufacturers' Life Insurance Company,

For the Year ending 31st of December, 1890.

PRESIDENT---THE RIGHT HONOURABLE SIR JOHN A. MACDONALD, G.C.B., P.C.

RECEIPTS IN 1890:	
Premiums.....	\$161,166 82
Interest and rents.....	10,241 61
Total receipts.....	\$171,408 43
DISBURSEMENTS IN 1890:	
Death claims.....	\$ 44,646 18
Cash for surrenders.....	1,148 00
Annuity payments.....	420 00
Total payments to policy holders.....	\$ 46,214 18
Commission, medical fees, salaries and other expenses of management.....	\$ 70,603 14
Re-insurances.....	11,600,56
Total disbursements.....	\$ 82,203 70
Total assets.....	\$128,417 8
ASSETS JAN. 1st, 1891:	
Dominion Government Bonds.....	\$ 53,000 00
Mortgages on Real Estate.....	159,242 84
Stocks and Debentures.....	24,150 00
Life interests and Reversions.....	4,500 00
Office Furniture.....	4,500 00
Bill Receivable.....	10,235 01
Due from Agents.....	5,874 60
Premiums Outstanding.....	51,907 63
Interest Due and Accrued.....	3,654 82
Cash on hand and in Bank.....	28,907 54
Total Assets.....	\$345,972 44
LIABILITIES.	
Reserve Fund.....	\$215,231 00
Contingent Fund to cover Sundry outstanding expenses.....	2,606 02
Total Liabilities.....	\$217,834 02
Surplus Policy-holders account.....	\$128,135 42
Number of Policies issued in 1890.....	1647
Insuring.....	\$2,398 650
Number of Policies in force Dec. 31, 1890.....	4007
Insuring.....	\$6,830,525
These results surpass those of any other Canadian Company in the first seven years of its existence.	
GEO. GOODERHAM, } Vice-Presidents.	
WM. BELL, }	
S. F. McKINNON. }	
JNO. F. ELLIS, Managing Director.	

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting

For the Dominion of Canada



—: Superior Quality Rubber Goods. —:

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; J. J. MCGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.

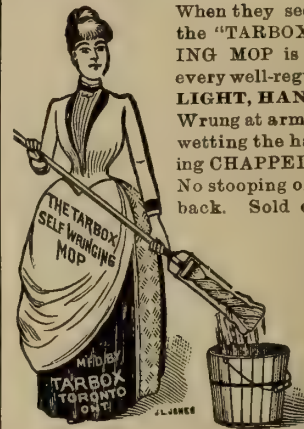
-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,
184 Front St. East,
TORONTO.

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, **LIGHT, HANDY, DURABLE.** Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask your dealer for it and take no other. The name of "TARBOX" cast on every mop. Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

TARBOX BROS.,

73 Adelaide Street West, Toronto,
Sole Manufacturers.

Toronto File Co.'s Works,

99 NIAGARA ST.

BERTRAM & Co., - Proprietors.



MANUFACTURERS OF

HIGH CLASS FILES AND RASPS,

Guaranteed equal, if not superior, to those imported from England and the United States. Using only special steel, all files stamped Toronto File Co. are warranted to give satisfaction.

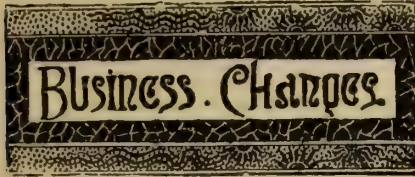
PROMPT ATTENTION will be given to letter orders, and SPECIAL DISCOUNT from list price on application.

ADDRESS,

BERTRAM & CO.,

76 Wellington St. W.,

TORONTO.



SALES MADE OR PENDING.

The estate of D. S. Wright, dealer in tin-ware, etc., Newmarket, Ont., is advertised for sale by tender.

W. G. Bain & Co., dealers in hardware and stoves, Peterboro, Ont., advertise their business for sale by tender.

FIRES.

Gribbin & Co., general merchants, Parry Sound, Ont., are burnt out.

A. St. Jean, crockery dealer, Montreal, is partially burnt out. Insured.

REMOVALS AND DEATHS.

John Wright, grocer, Montreal, is deceased.

John Battle, cement manufacturer, Thorold, Ont., is deceased.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

D. Collins, manufacturer of scales, Montreal, has assigned.

Wm. Johnson, plumber, Ottawa, has obtained an extension.

P. Lariviere, general merchant, Ste. Brigid, Que., has assigned.

John Couturier, general merchant, Murray Bay, Que., has assigned.

Geo. Verry & Co., dealers in paints, etc., Montreal, has dissolved.

Geo. Verry & Co., dealers in paints, etc., Montreal, have dissolved.

Martel & Co., general merchants, Farnham, Que., have assigned.

A. Paul & Co., general merchants, Sudbury, Ont., have assigned.

O. E. Bock, dealer in paints, crockery, etc., Montreal, has assigned.

N. H. Dubois, general merchant, Acton, Que., is offering to compromise.

Dufour & Couturier, general merchants, Murray Bay, Que., have assigned.

Briggs & Jackson, general merchants, Stanbridge, E., Que., have assigned.

O. A. Desrosiers, founders, etc., Louiseville, Que., have been asked to assign.

W. R. Graham, general merchant, Meaford, Ont., has assigned to Walter Curry, Toronto.

Louis Tranchemontagne, general merchant, Berthier, Que., is offering to compromise.

Goatbe & Brown, hardware dealers, Comber, Ont., have been succeeded by Brown & Beattie.

McMillan & Co., general merchants, Roland, Man., have dissolved, W. H. Nesbitt continuing.

Robt. Mullin, general merchant, Glen Williams, Ont., has assigned to W. L. Grant, Georgetown.

W. R. Cavana, general merchant, Victoria Road, Ont., has assigned to E. R. C. Clarkson, Toronto.

JOTTINGS OF A RETAILER.

G. B. K. in N. Y. Hardware writes :

Many samples of Manilla rope are asked for now-a-days. Ladies are making a kind of fancy work for which they use the opened Manilla rope, which they work up to fringes, getting quite a handsome effect out of the glossy fibres of the new rope. The ingenuity displayed by the fair sex in getting free samples is interesting to note.

In buying rope and twine great care has to be taken as to the purity of the material. They mix up, for instance, Manilla with a cheaper material called "New Zealand." The same is done in the manufacture of twine, where, instead of the pure hemp and flax, they mix in jute and similar stuffs and can of course give such products cheaper; therefore be careful what you are getting for your money.

Retail dealers themselves are in some way to blame for the deterioration in the quality of some goods, as they expect them to be cheaper every time they buy, and thereby induce the manufacturers to try all means to satisfy the craving for cheap goods.

A retail store should always be as well stocked as possible, for as soon as you are out of an article everybody asks for it. If you happen to be out of stock of some kind for even a short time, then most certainly your best customer inquires for it and wants immediate delivery. If such things happen several times you get the reputation of being a run-down concern.

Most wholesale houses which deliver such goods as wooden-ware or tin-ware have much trouble with their drivers. Taken as a class they are generally a rough-and-ready set of men, and think nothing of scratching, denting or otherwise injuring goods trusted to their care, so long as they need not pay for them. If you are expecting large or unwieldy goods, you must always tremble for their safe delivery. In retail stores the customers examine everything so carefully, that not the least fault escapes their notice, but the retailer himself is always sure to find slightly damaged goods among his purchases, though they are in many cases delivered perfect to the drivers. One excuse for the drivers is the long distance they have to carry goods and the heavy loads they are usually obliged to carry, but still they should be more careful and not strive for the glory of the railroad baggage-smashers.

Now is the time of the year when the rubber goods salesmen find even the smallest retail store not too insignificant to be visited.

The safe salesmen are also on their routes now, though the retail dealers in the hardware and house-furnishing line have very little to stow away in safes.

Rubber ink erasers take away rust spots from polished cutlery without injuring the same.

The salesman who knows how to create a demand for his goods in the minds of customers, is the one who will succeed in making a sale if it is at all possible.

The practice of several cutlery manufacturers of putting shears and larger scissors into paper bags is quite a good one, and makes a good impression on the buyer.

"Equalization of price lists" means always a new attempt on the part of the manufacturers to get more money out of the pockets of the consumers.

Be liberal with your prices in good times, and you will not have to complain about an excess of dull times. A wise dealer tries to get along with a small profit and never sacrifices quality for greater gain.

If you are buying from a party heretofore unknown to you, look at the "quality" and at the prices of the goods, and not at low prices only.

It is not advisable to desert an old, well-tried manufacturer without being sure that you really do better. A rival concern will often offer some goods cheaper than what they ought to be, merely to catch your trade, and after awhile you would find yourself in the same condition as before, if not worse.

If you, with your knowledge of the wholesale costs, would be willing to pay a price cheerfully, in case of need for your own use, that price is about the right one to ask from your customer. Very often you are requested to sell this or that article cheaper to a purchaser with the remark, "to make it up on some other person's purchase, or to charge a rich man something more." Rich or poor should all be alike to a dealer. He must take no more than the fair market value, and has no more right to charge a rich man more than to do it to anybody else.

Soap and water are cheap, but soil on goods is expensive.

A feather duster disperses but does not remove the dust from the store.

Work can always be found in a store without double-million microscope.

Every line of goods embodies a history and a science worth years of study to understand.



Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere.

R. CARRIE,
27 Front St. E. Toronto.
HOW

STORAGE

The Gem Freezer
The Best in the World

DO NOT BE
IMPOSED UPON
BY THOSE WHO
MAY TRY TO
SELL YOU
OTHER FREE-
ZERS BY TEL-
LING YOU THEY

The Gem Freezer
The Best in the World.

ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM" INSIST ON HAVING THE
GEM, AND IF YOU CAN'T GET IT FROM YOUR REGULAR JOBBER WRITE TO US AND WE'LL
TELL YOU WHERE YOU CAN GET IT OR QUOTE YOU PRICES AND DISCOUNTS.

AMERICAN MACHINE CO.

LEHIGH AVE. & AMERICAN ST. PHILADELPHIA

"Or" JOHN H. GRAHAM & CO. MFRS AGTS. 113 CHAMBERS ST. NEW YORK.

"IMITATION IS THE SINCEREST FORM OF FLATTERY"—THAT THE GEM
FREEZER IS RECOGNIZED AS THE BEST IS PROVEN BY THE WAY OUR
COMPETITORS ARE IMITATING ITS GOOD QUALITIES AND USE IT AS A
STANDARD OF COMPARISON WHEN TRYING TO SELL THEIR OWN GOODS.
WE CLAIM FOR THE GEM NOTHING THAT CANNOT BE FULLY PROVEN.

WE
LEAD,
OTHERS
FOLLOW.

The Gem Freezer
The Best in the World

How to Sell Goods

Send Ten Cents to the HARDWARE PUB-
LISHING CO. for a copy of B. F. Cummings
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.

Stop Thief!



SHEPARD HARDWARE CO., BUFFALO, N.Y.

Electric Supplies for Electric Lighting, Electric
Bells, Wire Annunciators. Contractors for Electric Work.

HENRY S. THORNBERRY & CO., 39 King St. W. Toronto.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Straits 100 lb ingots.... " .. 23, 24
Strip .. " .. 26, 28

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S. Per box
I.C., usual sizes .. \$6 50 \$6 75
I.X., " .. 7 75 8 00
I.X.X., " .. 9 00 9 25

Raven & P.D. Grades—

I.C., usual sizes .. 5 50 5 75
I.X., " .. 6 50 6 75
I.X.X., " .. 7 50 7 75

D.C., 12 1/2 x 17 .. 8 50 8 75

D.C., usual sizes .. 5 00 ..

D.X., " .. 6 35 6 80

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—

I.C., usual sizes .. 4 50 5 25

I.C., special sizes .. 4 25 5 25

B.V. Grade, I.C., usual
sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Tern.

Dean or J.G. Grade—

I.C. 20 x 28, 112 sheets .. 8 75 9 00

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.

I.X.X., 14x56, 50 sheet bxs } 6 1/2, 7c

" 14x60, " }

" 14x65, " }

Iron and Steel.

Common Iron, per 100 lb .. \$2 30 2 40

Refined " .. 2 55 2 65

Horse Shoe " .. 2 60 2 65

Band " .. 2 75 3 00

Hoop " .. 2 75 3 00

Swedish " .. 4 00 4 25

Nova Scotia Bar iron .. 2 75

Domestic Bar .. 2 20 2 25

Sloigh Shoe Steel .. 2 50 2 75

Tire Steel .. 3 00 3 25

Machinery .. 3 25 3 40

Best Cast Steel, per lb. .. 0 13 0 14

Russian Sheet .. 0 10 0 12

Tank Plates .. 2 25 2 50

Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 12c

3-inch .. 17

Boiler Plate.

1/4 inch .. \$2 75
5-16 " .. 2 60
3/8 " and thicker .. 2 50

Sheet Iron.

1 to 20 gauge .. 3, 3 1/2
22 to 24 " .. 2 1/2, 3
26 " .. 3, 3 1/2
28 " .. 3 1/2, 3 3/4

Canada Plates.

Blains .. 1/2 bright 3 20 3 25
Boars Head .. " None
Maple Leaf .. " None
All Bright .. " None

Iron Pipe.

Wrought, 55 to 57 1/2 p.c. dis.
Galvanized, 25 to 27 1/2 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5 1/2, 5 3/4
26 gauge, " .. 5 1/2, 5 3/4
28 " .. 5 1/2, 5 3/4

Gordon Crown—

16 to 24 gauge, per lb .. 5 1/2, 5 3/4
26 gauge, " .. 5 1/2, 5 3/4
28 " .. 5 1/2, 5 3/4

Note.—Cheaper grades about 1/2 cent

per lb less.

Chain.

Proof Coil, 3-16 inch, per lb .. 7 1/2, 7 3/4
" 1/2 " " .. 6 1/2, 6 3/4
" 5-16 " " .. 5 1/2, 5 3/4

" 3/8 " " .. 5 1/2, 5 3/4

" 7-16 " " .. 5 1/2, 5 3/4

" 1/2 " " .. 4 1/2, 4 3/4

" 3/4 " " .. 3 1/2, 3 3/4

Trace, per doz. pairs .. \$3 60 5 90

German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per
doz yards .. 0 13 0 50

Jack chain, double, per doz
yards .. 0 15 ..

Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper—Ingot.

Lake Superior, per lb .. 0 00 0 00

Baltimore .. " .. 0 14 0 15 1/2

English B.S. .. " .. 0 14 0 15 1/2

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in. .. \$0 25 \$0 28

" round & square

1 to 2 in .. 0 23 0 26

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light,
16 oz, 14x48 and 14x60 .. \$0 18 0 19

Untinned, 14 oz. and light,
16 oz, irregular sizes .. 0 19 0 20

Note.—Extra for tinning, 2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 .. 0 29 0 30

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb .. 0 22 0 26

" 35 to 45 " .. 0 21 0 22

" 50 lb and above per lb .. 0 20 0 21

Boiler & T.K. Pitts.

Plain Tinned, per lb. 0 25

Spun " .. 0 29

Wire.

Pure, in coils—

From 1 to 20 gauge .. 0 25 0 27

From 20 gauge, up .. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25

" 27 to 30 " .. 0 23 0 29

" 30 and up .. 0 26 0 29

Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.

Foreign, per lb. 0 05 0 06

Domestic " .. 0 04 0 05

Zinc Sheet.

5 cwt casks. 0 06 0 07

Part casks. 0 07 0 07 1/2

Lead.

Imported Pig, per lb. 0 03 0 04

Domestic " .. 0 03 0 04

Bar, 1 pound .. 0 04 0 05

Sheets, 2 1/2 lbs, per square ft,
by roll .. 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb 0 18 0 20

Note.—Prices of this graded according
to quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb. \$0 19 0 20

Other makes " .. 0 17 0 18 1/2

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. irons, per lb. 5 1/2 ..

No. 1 Do. " 0 5 1/2

No. 2 Do. " 0 4 1/2

No. 3 Do. " 0 4 1/2

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)

Pure, per gallon .. \$1 05 \$1 10

2nd qualities " .. 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb. 0 05

Chrome Yellow " .. 0 09

Golden Ochre " .. 0 06

French " .. 0 05

Marine Black " .. 0 09

" Green " .. 0 09

Chrome " .. 0 08

French Imperial Green " .. 0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per cwt 1 40

" (J.F.L.S.) " .. 1 75

Venetian Red (R.C.2) " .. 1 50

Ven. Red, Cookson's " .. 2 00

English Oxides " .. 3 25

American " .. 2 25

Paris Green, per lb. 0 15 0 16 1/2

Burnt Sienna " .. 0 08 1/2

Burnt Umber " .. 0 05

do pure .. 0 07

Drop Black " .. 0 09

Chrome Yellows " .. 0 12

" Greens " .. 0 12

Golden Ochre .. 0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal .. 0 70

Extra " .. 1 00

Brown Japan " .. 0 70

No. 1 Carriage " .. 1 50

Gold Size Japan " .. 1 40

Pure Orange Shellac " .. 2 20

Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).

Raw, per gal. 0 64

Boiled .. 0 67

Turpentine (in bbls)

Selected Packages, per gal. 0 62 0 63

Castor Oil.

Best, per lb. 0 10 1/2 0 12

Glue (in bbls)

Common, broken .. 0 10 0 11

French medal .. 0 12 0 13

Cabinet makers .. 0 17 0 18

White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per
 cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting,
 Amer. net list. B.B. Caps, discount
 45 p.c. Amer.

Wads.
 Eley's, per 1,000..... \$0 25 \$1 60

Anvils.
 Per lb..... 0 10 0 12½
 Anvil and Vice combined
 each..... 4 50

Augers.
 Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz..... 13 00 20 00
 Adjustable " each..... 5 50 6 50
 Post Hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per
 cent.

Awls.
 Sewing per gross 5 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled 3 60 7 30
 Saddlers', " 0 45 1 60

Awl Hafts.
 Patent Peg, per gross..... 7 50 9 00
 " Sewing, " 7 50 9 00

Awl and Tool Sets.
 Millar's Falls, per doz..... 2 80 8 30

Axes.
 Per box..... 6 00 12 00

Axle Grease.
 Per gross 8 00 15 00

Bath Tubs.
 Zinc discount 25 per cent.
 Copper, discount, 30 p.c. dis. off Re-
 vised list.

Bells—Hand.
 Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.
 Gongs, Sargent's 5 50 8 00
 " Peterboro 4 60 13 50

Cow.
 American make, discount 60, 60 and
 10 per cent.
 Canadian, dis 45 and 50 pc.

Farm.
 American, each 2 00 5 00

House.
 American, per lb..... 0 35 0 40

Bellows.
 Hand, per doz 3 35 4 75
 Moulders' " 7 50 10 00
 Blacksmiths' discount 35, 40 pe cent.

Belting.
 No. 1, leather, discount 40 to 40 and 5
 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.
 Per doz..... 5 00 6 00

Bits—Auger.
 Gilmour's dis 55 to 60 per cent.
 Excelsior—Jennings, discount 60 per
 cent.

Jennings' Imitation, list 45, 47½ per
 cent.
 Jennings' Gen, net list to 5 p. cent dis.

Car.
 Gilmour's, 47½ to 50 per cent.

Expansive.
 Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.
 Clark's, per doz 0 65 0 90
 Diamond, Shell " 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.
 Annex 1 25 1 75
 Mascot 1 35 1 85

Blind and Bed Staples.
 All sizes, per lb..... 0 11 0 15

Bolts.
 Carriage, dis. 65 and 5 per cent. to 70
 per cent. dis.

Tire, dis. 50 and 10 per cent to 60 p.c.
 Stove, dis. 45 to 50 p.c.
 Elevator, dis., 35 to 40 p. c.
 Machine, dis., 65 to 70 per cent.

Boring Machines.
 Complete, with Augers, ea. 5 25 7 00

Braces.
 Barber's..... 6 00 7 75
 Barber's Ratchet 10 00 11 00
 Farmers' 2 00 2 75
 Millar's Falls 15 50 29 00

Brackets—Shelf.
 Japanned Canadian, per
 doz. pairs 0 50 3 40
 Berlin Bronze Cana'n 0 85 3 20

Broilers.
 Light, dis. 65 to 70 per cent.
 Reversible, dis., 65 to 70 per cent.
 Vegetable, per doz..... 1 12 2 35
 Henis, No. 8 " 6 00
 " No. 9 " 7 00

Butchers' Cleavers.
 From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.
 Wrought Brass dis. 60 and 10 to 70 per
 cent.

Cast Iron.
 Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.
 Fast Joint, dis. 60 to 60 & 10pc.
 Loose Pins, " 60 to 60 & 10pc.
 Berlin Bronzed, dis. 70, 70 and 5 per
 cent.

Gen Bronzed, per pair..... 0 40 0 65

Can Openers.
 Acme, per gross 9 00 10 00
 Sardine Scissors, per doz. 3 75 4 50

Card.
 Horse, per doz..... 0 70 0 95

Carpet Stretchers.
 American, per doz..... 1 00 1 50
 Bullards " 6 50

Carpet Sweepers.
 Bissell, per doz..... 22 50
 World " 21 75
 Daisy, " 24 00
 Star, " 18 00
 Crown Jewel, per doz 29 00
 Grand Rapids, " 32 40

Cartridges—See Ammunition.

Castors.
 Bed, new list, dis. 50pc. } to 50 and 5
 Plate " dis. 50pc. } per cent.

Cattle Leaders.
 No 31 and 32, per gross 8 50 11 25

Cement.
 Portland, car load lots 2 70
 Thorold " 1 10
 Queenston " 1 10
 Napanee " 1 10

Chalk.
 Carpenters' Colored, per
 gross 0 90 1 10
 White, lump, per lb..... 0 01½ 0 01½
 Red " 0 05 0 06
 Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.
 American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz.... 0 85 4 00

Churns.
 Boss or Daisy, dis. 50 and 10 to 60 p.c.
 from factory 60 and 10 per cent.

Clamps.
 Judd's, dis. 20 p.c.
 Stearns, per doz 3 00 10 00

Clips.
 Axle, dis. 65 p.c.

Coffee Mills.
 Box 3 60 13 00
 Side 3 60 4 00
 Enterprize, No. 0 1 35
 " No. 2 2 70

Compasses, Dividers, etc.
 American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.
 Canadian, discount 25 p.c.

Door Springs.
 Torrey's Rod, per doz 2 00
 Coil, per doz..... 0 88 1 60
 English, " 2 00 4 00

Draw Knives.
 American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.
 Millar Falls, per doz..... 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.
 Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.
 Dis. 20 to 33½ p. c.

Fawcetts.
 Cork Lined, per doz. 0 30 0 60
 Wine, per doz..... 1 30 2 25
 Star, " 2 80 3 90
 Fenns Corkstops, No 2 p.doz 1 70
 Petroleum, per doz 4 50 6 50

Files.
 Kearney & Foote's discount Am. List,
 50 & 5 to 50 & 10
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5
 per cent.

Canadian, dis. Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25pc.
 Horse Rasps, Kearney & Foote's dis
 Am list, 50 pc.

Horse Rasps, Heller's dis. Am. list, 45
 to 50 per cent.
 Horse Rasps, Spencer's, dis. Can. list,
 33½ p.c.

Fluting Machines.
 Each 0 60 2 00

Forks.
 Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.
 Gem, dis. 50 and 5 per cent.

Fruit Presses.
 Henis' per doz 4 00
 Enterprise, discount 10p.c.

Fry Pans.
 Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
 Stanley's. dis. 50, 55 p. c.

Wire Gauges.
 Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.
 Window.

United Inches—Box Price.

Size	Per	Star.	Double	Diamond.
up to 26	50 ft.	Per	Per	Per
inches	1.45-1.50	100 ft.	50 ft.	100 ft.
26 to 40 in	1.55-1.60	2.15	2.35	
41 to 50		3.50-3.60		5.45
51 to 60		3.80-3.90		6.25
61 to 70		4.10-4.20		7.20
71 to 80				7.60
81 to 85				8.75
86 to 90				10.95
91 to 95				13.75
96 to 100				16.25
101 to 105				22.00

Pilkington.
 Ordinary
 1st break \$3 65
 2nd " 3 90
 3rd " 4 60
 4th " 4 95
 5th " 5 40
 6th " 5 90
 7th " 6 50

Picture Glass.
 Pilkington's ordinary.
 1st break 4 30
 2nd " 4 70
 3rd " 5 40
 4th " 5 90
 5th " 6 50
 6th " 6 90
 7th " 7 7c

Glue Pots.
 Tinned, each 0 30 0 90
 Enamelled " 0 55 1 20

Grindstone Fixtures.
 P. S. & W., per doz 4 25 4 65

Hammers—Nail.
 Maydole's net list.
 Can. discount 25 to 27½ p.c.

Tack.
 Magnetic, per doz 1 10 1 50

Sledge.
 Canadian, per lb..... 0 12½ 0 15

Ball Pean.
 English and Can., per lb. 0 25 0 37½

Handles.
 Axe per doz 1 00 3 50
 Store door " 1 00 1 80
 Chest, per doz pairs 0 40 2 50

Chisel.
 Firmer per gross 3 00 4 50
 Socket Firmer " 3 25 8 00
 Socket Framing per gross 3 75 5 00

Fork.
 C. & B., discount 30 per cent.

Hoe.
 C. & B., discount 30 per cent.

Saw.
 American, per doz 1 00 1 25

Plane.
 American, per gross 3 15 3 75

Hammer and Hatchet.
 American, per doz 0 50 0 80

Cross Cut Saw.
 Canadian per pair 0 18 0 25

Hangers.
 Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.
 Can., dis. 37½, 40 p.c.

Hinges.
 Blind, Parker's, dis. 60 to 60 and 10 per
 cent.

Light T and strap, dis 62½ to 65 per
 cent.
 Heavy, per lb..... 0 5 0 05½
 Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets,
 Screw, Eureka 1 13 1 80
 Gate, Clark's 1 50 2 20
 " Shepherd's 1 00 1 50

Per doz. pairs,
 Spring 1 50 3 50

Hoes.
 Garden, Mortar, etc., discount 40 per
 cent.
 Planter's per doz 4 00 5 00

Hooks—Cast Iron
 Bird Cage, per doz 0 50 1 10
 Clothes Line, " 0 27 0 63
 Harness, " 0 72 0 88
 Hat and Coat, per gross.. 1 00 3 00
 Chandelier, per doz 0 50 1 13

Wrought Iron.
 Wrought Hooks and Staples, Can.
 dis. 17½, 20 p.c.

BOWMAN, KENNEDY & CO., LONDON, ONT.,

HEADQUARTERS FOR

General Shelf and Builders' Hardware, Cutlery, Silverware, etc. Glass, all
 kinds, single, double thick and fancy, Paint, Putty, etc. Oils, raw
 and boiled Linseed, Castor Oil, Coal and Machine Oil.

WHOLESALE ONLY.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.
Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 40, 5, 45 per
cent.

Horse Nails.
Canadian, dis. 50 and 10 to 60 per cent

Horse Shoes,
Per keg 3 60 3 75

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun per lb .. 0 28 0 30
Copper, " " " 0 40 0 45
Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.
Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Pad-
lock, Am. per gross..... 1 60 4 75

Knobs.
Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " " " 6 00 9 00
Lava, " " " 8 75 10 00
Shutter, porcelain, F. &
L screw, per gross..... \$1 30 4 00

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized, " " " 1 87 3 85
King, wood, " " " 2 75 2 90
glass, " " " 4 00 4 50
All glass, " " " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " " " 1 90 7 40

Locks—Door.
Canadian, dis. per cent. 60
Russell & Erwin, per doz 2 90 7 50

Cabinet.
Eagle, dis. per cent. 30 per cent.

Paalock.
English and Am. per doz 50 6 00
Scandinavian, " " " 1 00 2 40
Eagle, dis. per cent. 15 to 17½ per cent

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp'trs', hickory " " " 1 25 3 75
Lignum Vita, " " " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter.
Enterprise, dis. per cent 20 25
Canadian, 37½ to 40 per cent.

Dixon's, each 1 60 2 00
Woodruff's, " " " 1 10 1 70
Hale's, " " " 1 05 1 50
Hume, " " " 13 00 16 00

Mining Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.
Cut. 3 in. and upwards,
per keg base, price 2 55 2 60
Brads & Moulding Nails, 70 to 70 and
5 per cent.

Wire Nails. 70 to 70 and 5 per cent.

Nail Pullers.
German & American.... 1 85 3 50

Nail Sets.
per gross

Square, round and octa-
gon 3 38 4 00
Diamond 12 00 15 00

Oil.
Canada Refined Oil (Toronto) 15½ 16
Carbon Safety " " " 0 18 0 18
Canada W.W. " " " 0 20
American W.W. " " " 0 25
S. R. Seal per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, " " " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz..... 2 00 3 50

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks.
per doz 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " " " 40 1 00

Planes.

Wood, bench, Canadian, or American
dis. 50.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R & L. Co.) 33½ to 35
per cent.

Miscellaneous, dis. 10 to 12½ per cent.
Bailey's Victor, dis. 10 to 12½ per cent.

Plane Irons.

English, per doz..... 2 00 5 00
Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00
Axle, " " " 22 33
Screw " " " 27 1 00
Awning, " " " 35 2 50

Pumps.

Rumsey or Canadian Cistern &
Pitcher Spout, 60 and 60 and 10 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85
Conductors' " " " 9 00 15 00
Tinner's solid, per set..... 72
hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½
Sliding Door, " " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " " " 3 60 10 00

Razor Straps.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 40.
Iron " " " 40 to 45 per cent.
Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 perc.

Rope.

Sisal, per lb 10½ 11½ smaller than
Manilla, " " " 14½ 15½ 7-16, 22 25
Cotton, " " " 22 25
Russia Deep Sea, per lb.. 15 16
Jute " " " 09½ 10

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis. 40, 40 & 5 per cent.

Sad Irons.

Mrs. Potts, per set 0 85 0 90
N. P. " " " 1 15 1 20

Sand and Emery Paper.

B. & A. sand, 30 p.c. 55 90
Emery, per quire..... 22 50

Sash Cord.

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb..... 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.
S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.

Hack, complete, each.... 1 75 2 75
" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.

Scrapers.

Box, per doz 2 10 4 50
Foot, " " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 7½ per cent. dis.
" H. H. " 72½ " " "
" F. H. Brass 75 " " "
" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 7½ and 20 per cent.

Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 33½ to 35 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P., dis. 65 p.c.
Seymour's dis. 60 p.c.
Aetna, dis. 75 @ to 75 and 10 per cent.
Heinrich 60 per cent.

Sheaves.

Sliding Door, per set 77 1 40

Steel Shingles.

The Metallic Roofing Co. of Canada,
per square.

Heavy Eastlake Galvanized 5 75
Light " " " 5 25
Heavy Eastlake Painted 4 00
Light " " " 3 75

Tower or Mansard Galvanized 6 25
Tower or Mansard Painted 4 50
Terra Cotta Painted Tile..... 7 00

Eastlake Painted Siding 3 50
Manitoba Galvanized Siding..... 4 75
Heavy Man. Painted Siding..... 3 50

Light Manitoba Painted Siding..... 3 25
Heavy Sheet Pressed Brick..... 3 50
Light Sheet Pressed Brick..... 3 25

Painted Crimped, Siding or Ceil. 3 50

Shot.

Canadian, dis 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent

Sieves.

Wood Rim, black, p. doz 1 15 1 35
tinned, " " " 1 35 1 60
Tin Rim, " " " 2 30 2 45
black, " " " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50
Acme, " " " 3 00 5 00
Lock, Andrew's " " " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25
" 1 and ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb..... 0 32

Wrought Spikes.

Discount, net list to 10 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons..... per gross 7 50 12 00
Dessert " " " 21 00
Table " " " 30 00 30 00

Dessert Forks..... 24 00
Medium " " " 27 00
Table " " " 36 00

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 5 5½
Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 15 50
Hindustan, per lb..... 0 06

Slips, per lb 9
Labrador, per lb..... 0 13
Axe, " " " 0 15

Turkey " " " 0 50
Arkansas " " " 1 50
Water-of-Ayr " " " 0 10

Scythe, per gross..... 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 25 p.c. dis.

Cut, Carpet, gimble, dis. 35 p.c.
" tinned, dis. 45 p.c.

Swedes iron, blue or tinned, dis. 42½ p.c.
Upholsterers' dis. 42½ p.c.

Copper Tacks and Nails, dis. 35 p.c.
Trunk and Clout Nails, " 40 p.c.

atent Brads, dis. 40 p.c.
Finishing Nails, dis. 35 p.c.

Cigar Box Nails, dis. 35 p.c.
Shoe Finders' Tacks & Nails, dis. 25 p.c.

Tape Lines.

English, ass skin per doz. \$2 75 \$5 50
English Pat. Leather 5 50 9 75

Chesterman's, each 0 80 2 85
" steel, each. 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c.

Thimbles.

Asbestos, filled, per doz., dis 25 off
Ties.

Cow, per doz 1 25 2 50
Tinner's Shears and Snips

P.S. & W., 10 p.c. advance on American
list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per
cent.

Japanned, dis. Prices on application
Pieced, dis.

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent
Game, H. & N., or P.S. & W., discount 57½
to 62½ p.c.

Mouse, per doz..... 0 35 1 50
Rat " " " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00

Brade's " " " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz..... 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrappg, mottl'd, pr. pack. 0 50 0 60

cotton, per lb .. 0 18 0 20
Mattress, per lb 0 33 0 45

Staging, " " " 0 27 0 35
Broom " " " 0 30 0 55

Binding, flax, per lb
" jute " " "

Vises.

Hand, per doz..... 4 00 6 00
Bench, parallel, each 2 00 4 50

Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13½

Pipe, each 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.

Per doz..... 4 00 8 50

Well Wheels.

Amer. per doz. 8.10 & 12 in. 3 38 6 00

Wire.

Market, bright and annealed, oiled
and annealed, Nos. 1 to 16, net list
from stock, with 10c. per 100 lbs net

from freight; 7½ p.c. dis. from Montreal
Market, coppered, net list from stock
with 10c. per 100 lbs. net for freight;

7½ per cent. dis. from Montreal.
Market, tinned per lb 0 04½ 0 05
Galvanized Fence, net list from stock;
5 p.c. dis. from Montreal.

Tinned Broom, from 19 to
22 gauge, per lb..... 0 07 0 07½

Malin's Wire on spools, dis. 30 to 35
per cent

Clothes Line, galv., p. 100ft 0 25 0 55

Barbed Wire.

Galv. steel barb fencing
"Lock Barb," 4 point..... 0 04½ 0 05

Ditto Glidden 2 point 0 04½ 0 05
Galv. Ste. 1, plain twist " 0 04½ 0 05

Galvanized Barb, "Ly-
man," 2 to 4 points..... 0 04½ 0 05

Staples 0 04½
Terms, 60 days or 2 per cent off for
cash—10 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 2 00 2 25

Wrenches.

Agricultural, 65 to 70 p.c.
Standard, dis. 60, 60 & 10 p.c.

Coe's Gen'l, dis. 32½ p.c.
Diamond, dis. 33½, 35 p.c.

Tower's Engineer, each .. 2 00 3 00
" S., per doz..... 5 80 7 50

G. & K.'s Pipe " " " 6

HARDWARE



CINCINNATI BELL FOUNDRY CO.
SUCCESSORS IN "BLYMYER" BELLS TO THE
BLYMYER MANUFACTURING CO.
CATALOGUE WITH 2200 TESTIMONIALS.
BELLS, CHURCH, SCHOOL, FIRE ALARM

No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

NEEDHAM VEALL & TYZACK'S

CELEBRATED



WITNESS

CUTLERY

MANUFACTURERS OF

Table Knives, Carvers and Steels,
Butcher, Palette and Artists' Knives

Fine Pocket Cutlery.

SCISSORS, RAZORS, ETC.

Agents for Canada

Watson & Pelton,

MONTREAL.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

TRADE MARK FOR



HOLLOW WARE.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor), - - - TORONTO.

THE

MANUFACTURERS' LIFE INSURANCE COMPANY

AND THE

Manufacturers' Accident Insurance Company.

HEAD OFFICE : Yonge Street, Trader's Bank Chambers, Toronto.

Authorized Capital, \$2,000,000 and \$1,000,000 respectively.

Most Liberal and Varied Forms of Life or Accident Policies Issued. Life Policies incontestible on any grounds whatever after three years.

PRESIDENT : ---Rt. Hon. Sir John A. Macdonald, P.C., G.C.B.

VICE-PRESIDENTS : { GEO. GOODERHAM, Esq., President Bank of Toronto.
WM. BELL, Esq., Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

JNO. F. ELLIS, Managing Director.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS'
SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.



Improved patent asbestos floor and partition
thimble. Patentee and Sole Manufactur-
ers, Canada and United States, Fairgrieve
& Craig, 128 Richmond St., W. Toronto

JOHN J. CARTSHORE,

Telephone 616. 49 Front St. W., Toronto.

Railway & Tramway Equipment

STEEL NEW OR IRON RAILS SECOND HAND All Sections
Cast and Wrought SCRAP IRON in Car ota
Charcoal Pig Iron.

Zebra Spiral Steel Fencing Wire.

Australian Fence Wire Strainers.

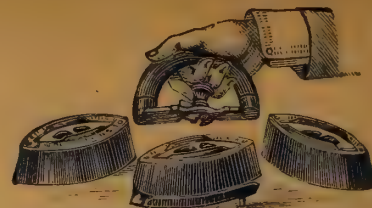
Send for Prices.

HARDWARE.



(PATENTED.)

No More Broken Handles.
All Heavy Nickel Plated.
ATTRACTIVE,
DURABLE,
Easy to the Hand.
-NO EXTRA COST-



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

DOMINION WIRE

MANUFACTURING CO'Y,
LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.

“LYMAN” No. 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN } **FENCING.**

Staples and Fencing Tools.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, “PLATE.”

GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

MAR 14., '9

2.00 a Year.

10 Cents a Cop.



PUBLISHED

WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

—o—
Importers of
BAR IRON,
STEEL,
Shelf and Heavy

HARDWARE,

Builders' and
Mechanics'
TOOLS and
SUPPLIES.

—o—
32 KING ST. EAST,



JOHN LEYS,
Vice-President.

—o—
Mantels,
Grates,
Tiles,

- CUTLERY -

E. P. WARE
Housefurnishings.

—o—
TORONTO.

THE KING OF LAMPS

Producing an immense White steady flame, sufficient to
brilliantly illuminate a space of 50,000 cubic feet.

Holds over a Gallon of Oil. Burns over 10 Hours without Re-filling.

It makes no Smell ! This is due in part
to the perfect
draft and perfect combustion of oil ; it is also due to the fact that dirt
falls off of its own accord—not into a pocket, but off—it has no pocket.
NO POCKET, NO DIRT ; No bodies of Insects to fry and stink
unseen and unsuspected.

Better than gas or electricity at half the cost.

Does the work of 15 ordinary Lamps
and not as troublesome to care for as
any one of them. Only one Lamp to fill.
Only one chimney to clean instead of 15.

GOWANS, KENT & CO.,

Toronto and Winnipeg.



THE PITTSBURG MAMMOTH.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, MARCH 14, 1891

No. 11

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

STOCKS OF WINDOW GLASS.

Stocks of window glass upon this market are just being recruited by the arrival of shipments from Europe, and not a moment too soon. The local supply had dwindled down to a very small compass, and inquiry was active. Although building operations have been deferred on account of the continuance of winter weather, yet a very good demand, made up of small contributions, has been astir for the past month, and has grown until it is out of all proportion to the supply of stock on hand since last receipts. If the season had been as open here as it was a year ago, the building operations would by this time have made a glass famine, and higher prices would have been ready to fix upon the spring receipts. Orders that were booked by manufacturers last October, and should have been filled by Christmas, are being filled only now.

The reason for this delay is the uncommonly severe winter they have had in Europe. Many ports were frozen up, so that vessels loaded two months ago were, throughout the interval, prisoners that only a thaw could release. Such a thing has not been known for half a century. The port of Antwerp, the outlet for the bulk of the window glass sold in this country, being a rather northerly spot, was completely blockaded by ice, so that no trade with this side of the ocean was possible for six weeks. Hence the delay in our window glass shipments. The scarcity did not result in any general increase of prices, as in most cases retail orders had been taken beforehand at the prices current.

THE POSITION OF TIN PLATE.

Tin plate and its position is a very interesting subject with the trade just now, and there are many who would like to know exactly what the future will bring forth. The article at present is passing through an unsettled spell, owing to the special conditions which prevail at primary markets, and buyers find great difficulty in placing orders when any particular brand is desired. In fact, owing to the position of stocks on the other side, it is a pure matter of chance. As intimated some time ago in our regular Montreal report, stocks of the article on this side are extremely limited, and when holders commenced to talk up prices, and in urgent cases did succeed in obtaining extreme outside figures, the trade generally concluded that it was time to find out the exact condition of affairs at primary sources.

It was ascertained that makers in Wales were booked full up with orders and not disposed to talk business on any more except for delivery away ahead. This state of affairs was due to the fact that the provisions of the McKinley Bill do not affect the importation of tin plate until 1st of July next, consequently the makers were and are filled up with American orders, and, for the present at least, cannot attend to anything else. Our buyers, therefore, who wanted supplies, had to turn their attention elsewhere, when they found that although there was considerable stock knocking about the British market, it was controlled by Liverpool parties who held it for speculative purposes, while a drawback in connection with it was the fact that it was largely made up of odd sizes, and naturally therefore it was next to impossible to guarantee an order for any particular line. With these facts in view then it is generally admitted that when the question of future supplies is under consider-

ation the position is uncertain, while the present stock here is limited to charcoal, and it is claimed to be very small.

If this is the case and the makers in Wales are unable to fill orders for Canada until several months from now, some one may be wanting tin plate, but that is a matter for the future to decide. Most recent cable quotations indicate a slight easing off in the position across the water, 17s. 9d. being quoted for coke and 19s. 3d. for charcoal f.o.b. This is attributed, according to private advices to hand, to a desire on the part of some of the Liverpool people to realize on their holdings, and does not affect the position of makers. As regards the position in Canada it is unchanged, what business there is doing being on the old basis.

THE PATRONAGE OF THE PATRONS.

The delegates which make up the supreme body of the Patrons of Industry in this country met recently in Sarnia. There were representatives from 18 counties, a fact which throws some light on the extent over which the association has grown. The most important business was the passing of a resolution to sever the Canadian branch from the United States Patrons. This resolution was held in abeyance until the 28th of this month, when the annual meeting of the United States body takes place at Jackson, Mich. The following were the officers elected:

Fergus Kennedy, of Camlachie, Lambton, grand president; Caleb A. Mallory, of Warkworth, Northumberland, vice-president, and L. A. Welsh, Strathroy, secretary-treasurer, salary \$500 per annum.

Farmers, mechanics and laborers are eligible for membership, as are also persons male or female who derive two-thirds of their

livelihood by manual labor. But doctors, lawyers, merchants, politicians, liquor dealers and non-producers of all kinds are excluded from the lodges. Zealous organizers have been at work in the several counties in Ontario, and branches of the association are springing up and permeating the population. In the western portion of the Province they are especially strong, no less than 130 lodges having been organized in the county of Lambton.

The lodges are resolved into corporate purchasers, and deal with the man who signs the following blank :

ARTICLES OF AGREEMENT.

Province of Ontario)
County of...)

This agreement, made and entered into by and between of dealer in of the first part, and the Patrons of Industry of the second part, witnesseth, that the said party of the first part, for and in consideration of the covenants to be performed by the parties of the second part hereby agree with the parties of the second part as follows :

1. To sell goods to members of said order as follows, to wit : will sell all lines of goods in store, or that may hereafter offer for sale at store, at the following named prices (and furnish invoice of same if required), for cash or its equivalent in produce to be taken at the market price :

2. In case that any goods are sold to persons not members of the order as a "leader" or "specialty" or for other cause at less than the above rate, then the same kind of goods shall be sold to all members of the order at such special rate.

3. The party of the first part agrees to show the invoice of said goods to any member of said order having authority of said order, to be copied by said member if he so desires. And the said party of the first part further agrees that will not sell goods to persons not members of the order at the price aforesaid.

The Patrons of Industry, parties of the second part, agree to and with the said party of the first part, to patronize said party of the first part in line of goods, and to protect by their efforts and influence. And the parties of the second part further agree that they will not make known to persons not members of said order the price they pay for goods.

Should any member of the order feel himself wronged by any deal he shall furnish the president of his association with a bill and a description of the goods purchased, giving kind, marks, etc., sufficient to identify them, and said president shall investigate the same, and if he cannot satisfactorily arrange the matter, he shall refer the same to the proper committee, who shall take action hereon.

And it is further agreed by and between he parties that this contract shall be and remain in force for from this date, to be renewed if desired by the parties.

Witness our hands and seals the day of A.D. 189..

In presence of :
..... [L.S.]
..... [L.S.]
..... [L.S.]

This lop-sided agreement, whereby only one party is bound, and that the hapless retailer, is what the merchants of this country

are asked to sign by the Patrons. The only condition imposed on the Patrons is that they shall pay cash or its equivalent in produce at the market value. This condition ought to be a salutary one. But can the retailer obtain the same price for an article sold on credit to a Patron, as he can for an article sold to anybody else? If that Patron comes in for an article that sells to other consumers for 35c., and to him for 28c. cash, he will be unwilling to pay the extra 7c. when he has not the cash, and will go to some other store to get a price between Patrons' price and the consumers' price. The credit trade of the Patrons will be very troublesome when access to the merchant's invoices is permitted them. Also the obligation of the merchant to recognize produce as cash will be unpleasant. That is the sort of cash will be most in circulation. The clause that obliges the merchant to give no other customers the same terms as to the Patrons must surely be a galling spot in the yoke to which the unfortunate dealer bends his neck. He is not to let anybody else have the same bargains, for thereby he would keep them from joining the Patrons. The Patrons may deal where they please. If a bankrupt stock comes into the place when they have money they may go there for bargains, and leave in the lurch the patient dupe who has signed their agreement. The retailer, however, has a loophole. Since he has to produce his invoices when called upon, he needs to have his invoices to suit. Herein he must make the wholesaler his confidant, and be beholden to the latter for two invoices, one a genuine one, the other a fictitious one, but quoting prices sufficiently high to make a 12 per cent. profit remunerative. Thus the retailer can draw a red herring across his guileful track, and make money out of his patron, whose aim is to be equally sharp.

CANADIAN PROGRESS AND ENTERPRISE.

People imagine that Canada is what she was twenty years ago, a big lumber country with some large wheat fields in the cleared tracts. But Canada has made proportionately as much progress as ourselves during the last two decades, and the factories that dot the most populous provinces are competing actively with our own. Nor are our northern neighbors backward in their desire to find a foreign market for their goods. They propose to establish commercial agencies in Mexico, Buenos Ayers, Rio de Janeiro, and other South American cities. A steamship connection is also contemplated, and this, in connection with the Australian service, will insure a transportation by means of which the introduction of raw materials from countries such as we have mentioned will be allowed in bond for export. The raw material for such purposes will be allowed to be imported free.—Australasian and South American.

SHEET METAL ORNAMENTATION.

The ornamentation of buildings by sheet-metal cornices and other forms of metal work has grown to be a most important and extensive art. Graceful forms and artistic designs are wrought in galvanized iron or copper and form ornamentation not inferior to carved stone, while it is not only cheaper but on account of its light weight has advantages over the heavy stone.

While it is true that architectural sheet metal work is imitative, taking the place of carved stone, it has real merit from an artistic point of view. A chromo is not a work of art in the sense the painting is which the chromo reproduces, nor can busts and life-size figures of human beings or beasts stamped from sheet-metal be regarded as statuary in the true sense. But there may be art in graceful moldings, scroll and leaf designs, and the many other forms of ornamentation made from sheet-metal.

The fact already mentioned of its lightness, and the ease with which it is attached to buildings, together with its cheapness as compared with cut stone, are points of great importance and make modern sheet-metal ornamentation one of the most interesting and important departments of the building trade.

It gives ample scope for artistic design and execution, and opens an unlimited field of development. It is a subject worthy the best thought and study, and only those who deal with it with true artistic feeling may hope to attain the most satisfactory results.—American Artisan.

ANTIQUITY OF THE CARPENTER'S PLANT.

A very interesting discovery has been made at the Roman city of Silchester. The excavators came across a dry well, which on being explored proved quite a little museum of antiquities. Some 15 feet down, a Times correspondent says, the diggers found an urn-shaped pottery vase, about a foot in length, quite intact, and, curiously enough, protected by lumps of chalk built around it. The vase, which probably originally contained some precious substance, was, however, quite empty. Above it were deposited a great number of iron implements, most of which were in a wonderful state of preservation. They seem to have been the tools of a carpenter and a coppersmith or silversmith, with some miscellaneous objects of blacksmith's work thrown in. The principal specimen is a carpenter's plane of quite modern type, although unquestionably more than 1,500 years old, three or four axes retaining their fine cutting edges and quite serviceable, a number of chisels and gouges of all shapes and sizes, hammers, adzes, saws, files, etc. In the smith's department may be specified a brazier for burning charcoal, quite complete; two or three anvils of different sizes and shapes, a fine pair of tongs adapted for lifting crucibles, a curious tripod candelabrum lamp, or candlestick, and several other curious objects the precise uses of which have not yet been determined. In addition there are several large bars of iron, a couple of plowshares, and a broken sword. Probably more will be found deeper down in the well. This is undoubtedly the most important find at Silchester since the discovery of the bronze Roman eagle, now at Strathfieldsaye, some years ago.

"The Famous Scotch White Lead."

"Elephant" Genuine White Lead in 12½, 25 and 50 lb. Irons; 100, 200 and 300 lb kegs. Guaranteed 100% pure and unequalled for density, brilliancy and covering properties.

"Elephant" No. 1 White Lead in 12½, 25 and 50 lb. irons; 100, 200 and 300 lb. kegs, good body, ground beautifully fine and very popular.

"Imperial" White Lead in all sized packages.

FOR SALE BY

WOOD, VALLANCE & CO.,

Wholesale Hardware, Glass and Paint Importers.

HAMILTON.

WHAT IS IN A NAME.

The cheap name of a place often leads people to make bad bargains. The reputation of the store as a cheap place to deal at is as dust scattered in the eyes of those who go to buy a particular article there. They pay without question a price they would haggle about elsewhere, and the article bought is as likely to be dear as cheap. This is the strong point in the position of the dealer who trades upon his fame as a price-cutter. He does cut prices, but he also pieces on profits in lines wherein he can baffle simple methods of detection. Fancy goods, notions, small wares generally, lend themselves admirably to the purposes of such dealers. On trashy stock they can get the price of first-class stock. There is many a line in which the department store may steal a march on the customer who goes to it for bargains. The most is made of the confusion between the cheap name of the store and the supposed cheap price of the article sold.

FREIGHT AT COST.

There is great diversity in the ways in which the trade dispose of the item of freight in marking goods, whether it should be charged in expense account or should be considered a part of the cost of the goods, and so be added to the invoice in marking them. No definite rule governing this matter has been established by usage, but successful hardwaremen of equal ability entertain different views on the subject. One merchant regards cost as the actual price paid for the goods, and freight as part of an expense account. Another always adds the freight to the cost of the goods in marking. If freight is considered a part of expense account it must be counted in with the expense of doing business, and in marking goods a sufficient percentage must be added to the invoice price to cover such expense. Adding the freight to the cost of the goods of each invoice is a plan often followed, and this is

usually done by determining what percentage the freight is of the whole invoice. Where goods are shipped from the factory of only one kind, as shelf hardware or nails or barb wire, this is a very simple matter; but with a bill of mixed goods, as shelf hardware, nails, horsehoes, hollow ware, window glass, pocket cutlery and tinware, each kind of goods represents a different percentage. In the good old times, when goods were not sold on a small margin, and competition was not so sharp as at present, the 100 per cent. profit would cover freight and other expenses without much figuring, but now it is necessary to know exactly what it costs to lay each class of goods down at the retailer's door. This will, of course, require a good system. An indexed record should be kept of the percentage of freight on each class of goods at present prices and present freight rates, subject to change when prices or freight rates vary. The invoice cost and quotations of goods should be kept in some way convenient for reference, to act as a guide in buying and for pricing the annual inventory.

Pocket cutlery and carriage whips are often shipped by themselves, and it is the custom with some to add 1 cent to the cost of each article for freight in marking. When taking inventory the cost of these goods will be the marked price, less 1 cent on each article. At inventory time it is almost impossible to know the number each whip or pocket knife, especially when the arrangement of the latter in the case separates it from the original package. Whatever plan is pursued in marking goods, the fact must be clearly kept in view that the profit on goods is an advance on the cost of the goods when sold. This cost is made up of freight, boxing, cartage and the expense of doing business. The cost of doing business includes interest on capital, rent, clerk hire, light, fuel, stationery, &c. Enough must be realized from the sale of goods to cover all this outgo and also to leave a net profit in

the hands of the merchant. If all these items of expense are represented in the cost mark the selling mark will represent a legitimate profit, where as if the cost mark simply shows the invoice price there should be a large percentage added to give a profitable selling price.—Iron Age.

HINTS TO THE SALESMAN.

One of the best salesmen says the seller should only talk enough to keep the buyer talking.

There is a maxim, "When you buy, keep one eye on the goods and the other on the seller. When you sell, keep both eyes on the buyer."

It is certainly true that salesmen of ready and fluent speech, good talkers, are often surpassed by those who say little.

One of the happiest forms of speech for a salesman, as it is for any person who has to convince others, is that of a short, plain and pithy illustration. It strikes home. Long-winded stories are tedious, and so are hobbies.

The salesman speaks to explain, convince and persuade, and he should keep his final aim constantly in mind. He knows instantly the effect he is producing, and the more favorable it is the better he can talk, because his readiness is encouraged.—Publishers Weekly.

You can lose more than we do by not subscribing for this paper.

**BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.**

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD:

Crown, Red Cap, Blue Ribbon, Silver Composite.

Manila and Sisal Rope,
Lath Yarn, Packing, &c.

FISHING TACKLE.

The retail hardware man whose trade lies near finny waters ought now to be pulling himself together to do some business in fishing goods. This is the time of year when the replenishing of stocks is a matter to be considered, as in the central provinces, at least, travellers are on their rounds with samples. There is profit in keeping such goods where there are natural facilities within reasonable reach for the use of them, for not only is the retailer's margin liberal, but the goods do not quickly go out before the incursion of novel ideas as other special lines often and indeed generally do. A stock of fishing tackle is commonly as saleable the year after it is bought as it is during its season as new stock. Further, it is a class of goods that promotes trade. There are lines that a man must premeditate the buying of before that he shall conceive a demand for them, but nice fishing tackle is one of those lines that tempt and suggest buying. He who looks upon a well displayed assortment, from which a handsome fishing outfit may be made up, has very little of the spirit of Izaak Walton in him if he does not yearn to buy. There is probably no line of sporting goods so seductive as those got up for the pleasure of the angler. They catch men about as well as they catch fish. A very pretty disposition of rods, reels, spoons, flies, fly-books, baits, lines, hooks, baskets, flasks, etc., is easily made by a retailer who is in the midst of a latent demand, that will justify him in laying in anything more than the bare adjuncts of the primitive fisherman's art. Display is needful in order that the selling eloquence of the stock may be developed. The stock should be kept together, and made a separate department of, with an upright show case for rods, baskets, flasks, etc., and a flat show case for the other portions of the stock.

STEEL AS APPLIED TO ARMOR PLATES.

At the Royal United Service Institution, Whitehall, recently, Mr. C. Weston Smith delivered a lecture on the above subject. The lecturer first reminded his audience that he spoke solely from the standpoint of a steel manufacturer, one who had a practical and prolonged acquaintance with steel, its nature and properties, and of most phases and conditions of its manufacture and uses. He declared that steel had now completely won public confidence and triumphantly vindicated its own merits. Steel was, according as it was constituted, harder than iron, or as soft as iron, and tougher and stronger than iron. In the property of hardness it was capable of enduring a strain of four times the ultimate strength of iron, and, while sharing in an equal degree with the latter the property of softness, possessed at the same time an enormously increased ductility, as represented by its extension in a given length before fracture. Steel, again, was homogeneous, and was thus capable of a uniformity in endurance of strain throughout a large mass, having a great advantage over iron, which, being fibrous, had necessarily an unequal and partially balanced distribution of tenacity and ductility under strain. He did not ignore the fact that wholly steel armor plates were already in the field and had had a tolerably successful campaign, but it seemed to him that there was one element of efficiency by which their effectiveness might be improved—namely, graduation of constitution. There seemed to be two diverse principles which might be taken for guidance in framing the constitution of an armor plate—(1) that of pure resistance, which seemed to be met by an identity of constitution throughout; (2) hardness of face to resist the first impact of shot, and softness of back, with the purpose, according to one acceptance, of hold-

ing the plate together under fracture of the face. The fact was incontestable, so far at least as we had yet advanced, that absolutely invulnerable armor—armor that was wholly impervious to the impact of projectiles—was a simple impossibility. Since, therefore, we could not have armor which was absolutely shot-proof, the next best thing was to constitute it so that the unavoidable damage should be reduced to a minimum. A steel armor plate graduated in its constitution would best ensure this. The lecturer pointed out the methods of manufacture by which this result could be attained, laying great stress upon the purity of the steel. A valuable aid to the effectiveness was the Darby recarburisation process, which has for its object the recarburisation of the charge of decarburised metal without introducing any foreign element. In the production of an armor plate, constituted as he had proposed, there would be three Siemens furnaces, placed adjacently, and working on the component qualities of metals desired in the plate, the action of these furnaces being so regulated that the three qualities of steel should be ready in their ladles to be run simultaneously into their respective sections of the mould. This mould must be divided into three separate compartments, the two rolled steel partition plates being of tempers so calculated to form intermediary qualities in the ingot, with which by fusion they would finally be incorporated. Thus would be produced in operation a quintuply graded ingot, more than perfect in attachment, and a perfectly blended and indivisible whole. —Iron and Coal Trades Review, London.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of

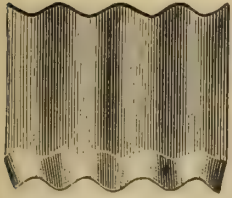
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

CORRUGATED STEEL FASTENERS.

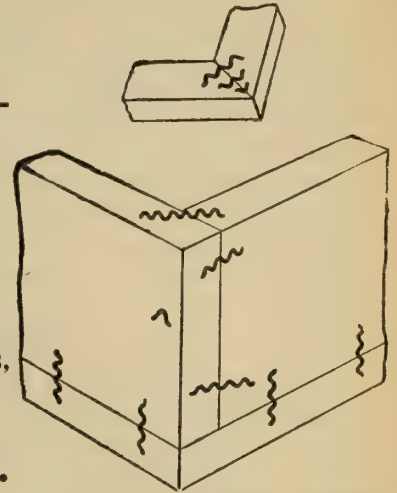
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.



All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.



The calendar of James Stewart & Co., Hamilton, is a very handsome one. A letter rack is a useful appendage of it, and the artistic feature is sure to be admired. It presents a huntsman taking his lunch, in the company of his horse and dogs. A slaughtered hare lies near, and the arrangement of the elements of the picture is the very best.

The employes of the Toronto Plate Glass Importing Company and their friends held their first annual supper at J. Lennox's Central hotel on Friday evening the 6th inst. Between thirty and forty sat down and did ample justice to the excellent edibles provided by the host. The usual toasts were enthusiastically received, and after a long and pleasant evening the party separated.

We are in receipt of a very handsome display card issued by Messrs. Mander Bros., London, Eng. This firm is represented in Canada by Walter H. Cottingham, and is considered to be one of the best and oldest varnish color manufacturing establishments in the world. It was established in 1803 and now has extensive works at Wolverhampton. Mr. Cottingham will be pleased to send one of these display cards, together with a sample order of the goods which he guarantees.

The Burn Lantern Co. of Hamilton, Ont., have disposed of their business to the Ontario Lantern Co., Walter Grose, of Montreal, and Earnest Schultz, of Hamilton, proprietors, who will carry on the manufacture of safety tubular lanterns and hardware specialties in tin and brass. They will put a new hinge lantern on the market for the coming season called the "Climax," for which they anticipate a very large sale, as well as for their well-known lift lantern.

The Globe File M'fg Co. have issued a circular to the trade saying that on account of the increasing demand for their files and rasps, and at the request of many of their customers, they have decided to carry a

small stock of files and rasps in Toronto, with H. D. Simmons, 74 York street, who will represent them and will be in a position to supply the trade with goods at regular prices. Mr. Simmons will look after the Toronto trade for them, and he solicits a call from their customers when in want of their goods.

ENCOURAGE YOUR EMPLOYEES.

When the retail hardware or stove dealer finds that he has a jewel in a clerk who is affable, courteous, popular and industrious, he should not withhold from that valuable adjunct to his business the meed of praise that he merits. He need not be effusive, but in a quiet, kindly way should give the young man to understand that his efforts in the right direction were duly appreciated, and the result will be gratifying, for in ninety-nine cases out of a hundred the young man will be stimulated to still greater efforts on behalf of his appreciative employer. To treat such an employee with marked coldness and severity, and to point out all of his errors and shortcomings, ignoring his good qualities for fear he will expect an increase in salary, is not exercising that keen judgment that all good business men should possess. Such an employee, as a rule, will treat his employer with strict fairness and the right sort of encouragement will rarely lead him into the error of believing that his services are indispensable. When a clerk reaches that conclusion he is no longer of value and might as well be dismissed at once. Young men as a rule start out with the idea of excelling those who have gone before, and the eagerness of youth to please his employer is proverbial. An approval of the proper kind lends fuel to the fire of his ambition, and the employer reaps his reward in the loyalty that grows with the employee who feels that his efforts are appreciated. Constant censure will unfit the earnest worker for his daily duties, while an occasional piece of advice firmly given will have better effect than a tirade of abuse. Encourage your clerks in every possible way, at the same time keeping before them the

knowledge of the fact that they are expected to faithfully perform the duties for which they are paid, and that you are proprietor.—Stoves and Hardware Reporter.

THE SALE OF GAS STOVES.

The manufacturers of gas stoves report an increasing sale of their goods through the medium of the hardware trade. Wherever gas is supplied cheaply the many advantages of the gas cooking stove render its introduction a comparatively easy matter. The original method of introducing gas stoves was through the agency of the gas companies, it being supposed that the latter would have exceptional advantages in coming into contact with consumers of gas. This system has not always proved satisfactory, however. The idea has not wholly disappeared from the public mind that the man who reads the gas meter is not always to be trusted, and there have been purchasers of gas stoves who reasoned that the sale of stoves by gas companies would, in some way, give the latter's agents an additional reason for "doctoring" gas bills at the expense of the consumer. In New York City this prejudice seems not to have affected the sale of stoves, but from other cities it is reported to have influenced the trade. In some places specially low rates have been made for gas for stoves, and it is usual for the connections to be made free of charge.

In villages or farms in the West, where gas is not used and where other fuel is inaccessible or expensive, the vapor stove is rapidly becoming popular, and this is also finding an increasing sale in hardware stores. In the matter of repairs and the supplying of stove utensils the hardwareman has an additional opportunity for profit and especially has an advantage over the gas companies in the sale of gas stoves.—N. Y. Hardware.

Rivalry, open, fair, good natured and enterprising, is the life of business.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

Soap and water are cheap, but soil on goods is expensive.



A CHANCE FOR THE INVENTOR.

Says The Sanitary Plumber :—The wonderful ingenuity developed by our mechanics, inventors and contrivers during the past generation or two has about spoiled the dear public. It does not make much difference as to the purpose for which any piece of mechanism is designed, it must be more or less automatic and "self-operating" to take with the average buyer. In some respects the demand—craze we might call it—has been carried to the verge of absurdity ; in others it has proved of the greatest benefit to the human race, while certain fields, in which the automatic principle should be peculiarly available, have failed of all benefit in the efforts of the inventor.

Take for instance the ordinary heating apparatus in our dwellings, whether it be steam, hot water, or warmed air that is employed. Many of the makers thereof have strong claims to advance for the "automatic" character of their appliances, and yet there is not one among them all that can be safely trusted, to use a homely phrase, to "go it alone," even for a limited period. Here is a furnace man who will fit up your residence with a wonderful arrangement of electric thermostats, or thermometers having electric limit connections, by which he will guarantee to keep your house at an even temperature all winter. A steam heating outfit is provided with a diaphragm valve that controls the damper of the furnace and keeps just so much pressure, which means an equally well determined degree of heat. The hot water man has something else; all are equally infallible, but the only difference in their operation is the effect they exercise on the pocketbook. Either they are dismal failures, in spite of all that can be done for them, or they take so much looking after that the deluded purchaser reverts after all to the poker, shovel and shaker, which, controlled by the human sense of comfort and its opposite, are the best regulators of the modern heating apparatus.

Here is a chance for the inventor. The ingenious individual who will make it impossible for the ordinary heating apparatus to freeze us or "render" us out between bedtime and dawn ; that will ensure, without a constant worrying of the fires an even temperature ; that will obviate the necessity for flooding the ordinary residence with cold air and incidentally with dust, preparatory to the kiln-drying of its contents, will win a fortune and honestly earn it. It does not matter what the heating medium may be or how regulated, provided it is not in any way more offensive, cumbersome, dangerous, etc., than

the methods now in vogue ; as long as it is reliable and effective it will go and price will be no object.

There is no doubt but what it will come to pass, that the heating apparatus of the future will be as economical of fuel as safe, as efficient and withal as mechanically beautiful as the modern automatic high speed steam engine, with its cut-off and perfect self-governing devices, and inventors would find it mighty profitable to be first to the front with anything of the kind that would be really trustworthy. We have looked the field over very carefully and found several contrivances that may ultimately fill the bill, but which labor under "just one" little defect or weakness that is fatal to their perfect reliability. With all the ingenuity they have thus far displayed in their constructions, the originators should certainly be able to complete them.

PLUMBING EDUCATION

Of the plumbing class in the Philadelphia Trade School, the Metal Worker says; As yet only evening classes have been organized, instruction being given every weekday evening except Saturday. Each pupil practices his trade two evenings in the week, while all the students are taught drawing Wednesday evening, the classes adjourning across the street to the Franklin Institute where instruction is given. W. A. H. Allen, superintendent of the schools, has done much excellent work in systematizing the instruction in the several departments and is yet busily engaged in making up diagrams and laying out plans for the future. So far as possible the students are made to work by drawings and diagrams, which not only develop their own resources, but also familiarizes them with the methods of working from scale and from blue prints, which are conditions met with in actual practice. Of course these are supplemented by the direct assistance of instructors, and we understand that the plumbing class is in the hands of very competent practical men. A schedule of instruction divided under the heads: 1, Tools and Materials; 2, Joints, Seams, Bends, &c.; 3, Miscellaneous; 4, Instruction, is printed on a large poster and kept in the school for reference. Under the first heading is included the explanation of the various materials and appliances used by the student plumber; the second section includes the practical work involved in all the ordinary labor of the plumber, this covering 20 operations, such as the wiping of joints in all positions, making seams, bending pipe, soldering, tank lining, &c. Miscellaneous, is devoted to special work, while under instruction are included nine sections, such as trapping and ventilating, fixtures, pumps, tanks, supply pipes, &c. The whole is arranged with excellent system and is undoubtedly of much assistance in the work of instruction.

An excellent feature introduced into this department is the question books, of which there are nine, corresponding to the divisions

H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.
Telephone 2164.

REPRESENTING

PECK, BENNY & CO.,
J. & C. HODGSON,
MILLER BROS. & TOMS.

} Montreal.

SHEPARD HARDWARE CO.
AMERICAN BIT BRACE CO.,
ETC., ETC.

} Buffalo.

E. R. C. CLARKSON

TRUSTEE AND RECEIVER

In affiliation with **TORONTO,**

JNO. B. CLARKSON

Temple Buildings, - - - **MONTREAL.**

Correspondents at London, Glasgow, Birmingham, Huddersfield, Manchester, Liverpool, Winnipeg. A special Accountancy Department of the business has recently been formed under the management of Mr. W. H. CROSS and a staff of able assistants. All professional work will receive prompt and careful attention

GREEN SEAL BRAND PURE WHITE LEAD.

We are just in receipt of the following unsolicited testimonial:

"Your Green Seal White Lead is in every way found to be as good as quoted 'Pure' and we find it to work well and cover a large surface. It is the cheapest lead for us to use on this account. Yours truly,

FOSTER BROS., Painters,
Nanaimo, B.C.

WALTER H COTTINGHAM & CO.,

56 St. Peter St. MONTREAL,
Sole Proprietors Green Seal White Lead.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

MARK.



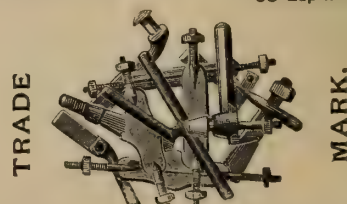
GRANTED

TRADE

1764.

TORONTO ROLLING MILL AND FORGING CO., LTD.

(Successors to the Toronto Drop Forge Co.,)
88 Esplanade St.



TRADE

MARK.

Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

of the schedule referred to and covering all the different departments of plumbers' work. These are neat pamphlets, arranged with questions on one side and blank pages opposite for the purpose of recording the answers. The instructor writes the questions and answers on a blackboard, the pupils taking notes and entering the answers opposite the question in the book. In this way they get a practical text book, including information on the most important topics of their trade. At the end of the term the examination held is based partly upon these questions, so that the student has to study up his note-book to be prepared to pass. The system followed is an excellent one, for the pupil not only has to follow the lecturer and take notes, which impresses the matter on his memory, but he must write out the answers, carefully in his book, and finally, must prepare himself on them for the closing examination. Considering the short time this school has been open it is remarkable what progress has been made in reducing the work to a system and in providing facilities for practical instruction in the use of metals and building materials.

CAPACITY OF HOT-AIR FURNACE.

The determination of the heating capacity of hot-air furnaces is not made by any definite rules, though we presume every hot-air furnaceman has his own way of proportioning a furnace to the building to be heated. The basis for such a calculation would naturally be the number of square feet of grate area, but the construction of the heating drums of the furnace vary so that we think even were a definite rule determined upon it would have to be modified for each style of heater. Then again the satisfactory heating of a house by hot air depends so very largely upon what we may term the local conditions. A badly constructed house is an exposed situation, it is almost impossible to warm comfortably by a hot-air furnace, owing to the fact that the strong winds of winter will drive the hot-air currents to the leeward side of the building. A furnace may have ample capacity for supplying hot air for a building of a certain cubic contents, provided the outer atmosphere is still, but let a strong, cold wind arise and it is more than likely that on the windward side of the house the rooms will receive very little if any warmth through the registers. The same difficulty obtains with indirect steam or hot-water heating, where the hot air is all taken from a single heating chamber in the cellar. Most heating engineers acquire an extra sense, as it were, that tells them intuitively what sized furnace is needed for a house of certain construction and situation. We think, however, that few of them would be able to reduce their means of judging in the matter to definite statements. Another difficulty involved in formulating a rule regarding hot-air furnaces, is the fact that be-

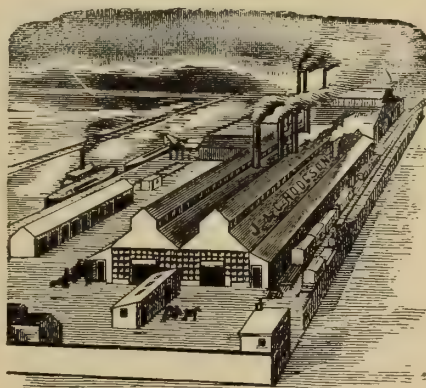


Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.

side the difference in location and the difference in construction of dwelling houses, there is also considerable variation in the amount of glass area. Where proportioning heating surface for radiators, the rules take account of all these different factors, but we do not think that they are carefully considered when a hot-air system is installed. The question, however, is a most interesting one.—Metal Worker.

WATER AND WASTE PIPES.

The leakage of water pipes behind decorated walls and fine ceilings is a sufficient argument against casing or covering service pipes. The repairs are generally costly in themselves, and they entail the additional services of the carpenter and decorator, as well as those of the plumber. Pipes in casings, or set in walls or partitions as they pass from floor to floor, provide especially inviting runways for mice, rats and vermin of all kinds. Nests are built in these places, scraps of paper, rags and food are carried into them and they become filthy. It is only necessary to remove a covering board from almost any casing to prove this point in a most convincing manner. Even those in comparatively new buildings will be found surprisingly foul.

These casings, recesses or wall pockets, as the case may be, serve another and usually very unexpected purpose. They act

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertisers please inclose the above.

UPHOLSTERERS HAMMERS

Forged from best Cast Steel. Finely finished. With or without handle.

The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.



as ventilators, and distribute odors from the kitchen and cellar to all parts of the building. In the performance of this duty they are faithful and impartial. The hollow walls and floors which are nearly universal in the American system of construction greatly assist in this work. Many of the fine French flats which were first erected in the city of New York are now rented with difficulty owing to the odors which pervade them. When shut up for a time they are almost unbearable. Rents have of necessity been reduced to one-third the original figures from this reason alone. The cause is usually found in the careless and ignorant arrangement of the pipes and their casings. The odors from the kitchens are carried everywhere. Stale odors from closets and from food, from kitchens and garbage boxes are mingled and distributed with perfect fairness to all the occupants. The large air shafts usually held responsible for this state of things have very little to do with it. The casings open at the ceiling of each kitchen communicate with the floor and wall spaces, and usually take their supply of odors from a point very near the range. All of them are directly connected with the cellar, and usually start in some way from the janitor's kitchen.

Numberless complaints coming from new flats of sewer gas are finally traced to the odors of cabbage, turnips, ham, onions, etc., which have come from the janitor's kitchen. In many buildings this kitchen is directly under the parlor of the first floor apartment, and is separated from it by one thickness of boards and an inch of plastering. That there should be foul smells on the first floor is not to be wondered at. Tests of the plumbing in these cases are made, and its perfection proved.

There is nothing to be said upon the other side of the question. There are no good reasons for putting pipes out of sight. When people say in the face of these facts that they can't bear the suggestiveness of having the pipes when they are visible, they make an acknowledgement that they prefer hidden filth danger to life, health and property to a right construction. Life and health cannot induce them to accept and frankly tolerate their plumbing work.

Pipes carried openly through a building are not dangerous because their condition can be constantly observed. If accidents occur, the point at which the break takes place can be reached at once and repairs easily made. The quality of the work gains materially, because the plumber takes pride in putting up work which is to be exposed. He has a natural and very justifiable pride in having the workmanship creditable to himself. This pride is increased by certain traditions of the trade, and there is a double gain to owner and occupant.

Exposed pipes may be made to pass through floors without leaving an opening. The floor around the pipe can be made per-

fectly tight and the passage of odors cut off completely, at least as perfectly as the nature of plaster will permit. This is an enormous gain, while the run-ways for rats and mice roaches and water bugs, are entirely done away with. These vermin can then be exterminated. This is practically an impossibility in houses where casings protect them and afford perfect breeding places. Cut off from free passage to all parts of the house they prefer more congenial quarters, where rapid transit and fields for colonization are provided.

As decorative features of the rooms, cast iron pipes at least are often treated in a beautiful way. The body of the pipe is colored a very dark bluish gray, scarcely removed from black. The bands are silver or nickel bronzed, or have silver or nickel leaf applied to them. Occasionally the whole pipe is finished with two or three shades of bronze. Lead and wrought iron pipe receive somewhat similar treatment. That lead is often polished and varnished. There is, however, no difficulty in making the decoration of the pipes strikingly effective.

It is satisfactory to know that architects and builders are beginning to break away from the old custom and expose their pipes wherever the prejudices of the owners can be overcome. Some of the best men in the profession are treating the plumbing work in a manner to show constructively its importance and value. The result is a great gain both to owner and occupant.—P., in Mechanical News.

According to a recent issue of the Chicago Evening Post, a committee of ten, appointed by the Chicago Master Plumbers' Association, is at work on a bill which will shortly be presented to the legislature, making it necessary for those desiring to engage in the plumbing business, either as employers or employed, to pass an examination before a board appointed for that purpose. The committee has been authorized to engage good legal council in drawing up the bill, and every effort will be made to get the measure through the legislature at this session. In addition to providing for such a board of examiners, a reform from which the plumbers have been striving for a long time, the bill will contain a clause making a material change in the law in regard to sanitary inspection. At present, the inspectors appointed by the cities have the power only to enter factories or other places where people are employed or tenement houses, the legal definition of the latter being buildings in which three or more families reside. The new law will give the inspectors authority to enter private residences for the purpose of investigating their plumbing and sanitary arrangements, something they cannot do now except when complaint is made.

A customer secured is a promise of greater salary in time.

A reputation for truthfulness is indispensable to permanent and satisfying success.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

MILLER BROS. & TOMS,

SUCCESSORS TO
(Miller Bros. & Mitchell)
ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
Hydraulic and
ELECTRIC
for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

Coppered Steel Spring Wire.

QUALITY GUARANTEED

Made specially for Spring Makers.

Manufactured by

THE B. GREENING WIRE CO., LTD.,
Hamilton, Canada.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

If orders are now sent in with specifications we can supply in good time the latest improved Milk Can Trimmings with wide hoop and patent cover and Tinned Iron for the same, also Creamery Can Fixtures with the new patent Jersey gauge (which requires no putty).

We also have all kinds of Creamery Gates, Sap Buckets, New Galvanized Steel Buckets, good stock of Embossed Ware, in fact a heavier and more varied stock of tinware and house furnishing supplies than ever at prices as low as any.

Early orders, not necessary for immediate shipment, solicited.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



MONTREAL MARKETS.

MONTREAL, March 12, 1891.

HARDWARE.

There is little to note in connection with the market for heavy materials, few features of particular interest arising during the week. Pig iron remains quiet excepting an odd jobbing movement, and business in the way of ordering fresh supplies is not expected to commence in earnest until the end of the present month. Bar iron and other lines are the same, while tin plate is unsettled. Chemicals present nothing new, and the same may be said of paints and oils and other lines.

PIG IRON.

The position of this article has not altered materially since our last report, in fact there has been nothing doing but the merest jobbing business, in small lots, ex store, on the old basis, viz.: \$23 for Summerlee and equal brands. It is understood though that some outside lots have changed hands within the week, but they were governed by special circumstances. Two such transactions came under our notice, one being a twenty ton lot of Carnbroe, which was sold on p. t., but the figure is understood to be in the vicinity of \$22, while it is reported that a holder, owing to financial stress, had to part with another lot at a very low figure. Advices from the other side do not reveal anything particularly new. Warrant iron is selling comparatively low, as it is being realized on, but this does not affect the position of makers brands to any material extent. Such stock is not all that can be desired in every instance and the supply of it is working down. The most recent quotations on Scotch warrants at Glasgow was 45s. 4d. and on No. 3 Middlesborough. The only makers brand quoted is Eglinton, the very lowest grade which stands at 49s. f. o. b. but recent private advices state that the Calder people expect to blow in in the course of a couple of weeks when they will be prepared to quote. With regard to business for future delivery here there is none of it and none is expected until the end of the month the elections having put back matters in this respect. American iron however has been placed West from time to time, but owing to the cost of freight none of it comes this way. C. I. F. brand Canadian charcoal iron is finding favor for high class engine castings and malleable iron work generally and we note sales of it at \$28.

BAR IRON, ETC.

There has been nothing to report in connection with this article lately. A jobbing trade is doing in domestic at \$2.25, while advices from Great Britain report the markets about steady, with no particular change to

mention. About £8 10s. is the idea for marked bars, and £6 7s. 6d. for common. Hoops and bands remain as before, and sheet iron does not furnish any notable business.

TIN PLATES

This article remains unchanged as regards the local position, with nothing to mention in the way of business. When the question of fresh supplies are considered, however, the future has a considerable amount of uncertainty. Makers in Wales, owing to the fact that the provisions of the McKinley Bill does not affect tin plate, are filled up with American orders and will not book any more orders except for delivery a long way ahead. In case of urgency, therefore, the only supply that can be called on is the stock of speculative tin held by Liverpool and other parties. These are disposed to realization on their lots, and this has given the position an unsettled feeling, but a great drawback in connection with their holdings is the fact that it is made up of odd sizes, so that a supply of any particular line cannot be guaranteed. F.O.B. quotations are: 17s. 9d. for coke, and 19s. 3d. for charcoal. On spot charcoal only is offering, and it is held for \$4.75 and upwards. Terne plates remain as before, and beyond a few odd jobbing sales there is nothing to note.

CHEMICALS.

There is no change to this market and with only a small business doing, and little in the way of ordering fresh supplies to note, the market is pretty quiet at present. Values generally remain as before, while there is no particular change in the tenor of advices from primary markets. Bleaching powder is moving quietly at the old figure when it is actually wanted, viz., \$2 to \$2.25, and bicarb soda is steady at \$2.50. Caustic is unchanged with prices steady at \$2.80, and the same may be said of other lines of heavy chemicals.

PAINTS AND OILS.

There is little business doing in oils just now, except in an odd jobbing way, consequently we have little to note. Cod oil is steady at 40 to 45c, with steam refined seal ditto at 52½ to 57c. There is nothing to say about linseed. While castor oil and cod liver oil are featureless. Leads are as before, at \$6.25 to \$5.50 for No. 1; No. 2, \$4.50; No. 3, \$4.25; dry white, 6 to 6½c.; do. red, 4½ to 5c., and white lead \$6.25 to \$6.75.

NAVAL STORES.

There is continued dullness in naval stores and business is practically at a standstill. We quote:—Turpentine, 60 @ 61c.; rosins, \$2 @ \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7 @ 10c. for white; oakum, 5½ @ 7½c.; and cotton oakum, 10 @ 12½c.

CEMENT AND FIRE BRICK.

Business in Portland cement remains quiet, only a few small lots changing hands on the basis of ruling quotations, viz., \$2.75. Fire brick remains steady with a regular movement at \$25 to \$30 per 1,000, stocks being more reduced.

TORONTO MARKETS.

TORONTO, March 13, 1891.

Trade is recovering slowly from the depressed state into which the election disturbance cast it. In the week's business no very marked improvement in the metal market was realized, but a hopeful feeling is now much more widely diffused than it was, and the spring trade is expected to be large. Stocks of raw material in the country—as copper, spelter, tin, tinplate, etc.—are low, and all prices are firm. The general hardware trade is not brought by the close of elections into any greatly improved condition, as its activity is largely determined by the weather. The building trade not having started yet, trade in nails, hinges, glass, and other constructive material is dull. The demand for summer lines now offering by the travellers, as lawn mowers, is beginning to be heard from.

IRON AND STEEL.

There has been no important amendment in the trade. Prices are firm at the quotations given last week. In the southern and western centres of iron production in the United States the situation is mending, there is less shading, and iron sells more readily than it did a week ago. The changes in the English and Scotch markets are in the same direction. Local prices here are \$2.20 to \$2.25 for bar iron. A few contracts for structural iron have been taken at current prices, notably for the building of the Athenæum, a large building going up on Church street.

The Age of Steel says:—Prices of merchant iron are easily \$1 a ton higher than a month ago at the mills, according to the report of jobbers. In some cases the advance has been \$1.50, and even as much as \$2. The Southern mills, which have heretofore been cheap factors in the market, are quite as high-priced in their views as any. The concerted idleness of so many furnaces in the Shenango and Mahoning valleys, along with the coke workers' strike and the greatly improved condition of the Southern crude iron market, naturally contributes to the strengthening of values in and the tone of the finished iron market.

COPPER.

In the present position of the market prices favor the buyers. Round lots have changed hands at 14¼c. Trade is only fairly active.

TIN.

The trade is moderate upon the basis of 23½ to 24½c. for ingots, which are firm in sympathy with prices of outside stock. The advance took place on Wednesday.

LEAD.

Lead is somewhat slow of sale at the moment, but prices are unaltered, and the prospects for early briskness in the demand are good.

ZINC AND SPELTER

Sheet zinc and spelter are in better request, and the prices are firmer at the quotations of a week ago.

ANTIMONY

Antimony is, if anything, lower than it was, the best prices now being 18 to 19c.

MARKETS—Continued.

SOLDER.

As the value of solder is based on the relative value of tin and lead, of which solder is a composite product, the price is little altered this week by anything except the demand, under the easier action of which prices are slightly lower, ruling now at 17 to 18c.

CANADA PLATES

Prices are now nominal, the ruling figure being \$3.25 per box. The demand is low at this season, as, being almost entirely sustained by the stove-pipe industry, and that industry being active only during the latter half of the year, there is now no basis for it.

TIN PLATES.

Prices are particularly firm. They are now held at \$5.50 per box, with the usual advance for crosses. All old contracts are exhausted, and no fresh orders have been sent to England at present prices. Further advances are consequently looked for, as the stocks in the country are low. No reaction is probable before August, if then. The week's trade has been better than that of recent former weeks.

GALVANIZED SHEET IRON

This is now in fair request at firm prices.

OLD MATERIAL.

There is more inquiry, which will be followed shortly by the re-opening of activity in the trade, the spring season giving an impulse to it. A little more stock is moving as well. The quotation for No. 1 wrought scrap has been advanced to meet the market, which is firm at 60 to 65c. Prices holding as follows: No. 1 heavyscrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 25 to 30c.; new scrap copper, 9½ to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND OILS.

The fine weather is benefiting the paints and oil trade. The season of renovation is opening, and people take as early advantage of it as possible, to brighten their homes with paint. There is a considerable inquiry for prepared paints, which does not require workman's skill to use it. Being ready mixed it can be applied by everybody. It is now widely used for wall finish, tinting, etc. In other paints the prospects are good, as the

inquiry opens hopefully and a considerable quantity of orders have already been taken for first of April delivery. Turpentine is still firm, and paints and linseed oils are unchanged. Prices quote as they did last week.

THE BRITISH LINSEED OIL MARKET.

(From Tulloch & Co.)

LONDON, Feb. 26.—After relapsing slightly early in the week, the market is steadier, prices having advanced 3d. to 4½d. per cwt., with more disposition on part of buyers to operate. The home trade have come into the market, attracted doubtless by the recent drop. Several buying orders have been received from Canada, especially from Montreal, and all round the trade appears in a brisker position than for some weeks past. Shipments, going forward via Boston, would also tend to show that trade is waking up. Linseed is rather firmer, the recent headlong drop in Eastern exchanges having given way to a steadier feeling. Supplies continue to increase, but the market is by no means overstocked, a large deficiency on earlier shipments having to be made up for.

The following statistics serve to figure the position of supplies—viz.: Afloat to the United Kingdom and the Continent from Calcutta—1891, 98,657 quarters; 1890, 33,909; From Bombay, 1891, 45,774 quarters; 1890, 12,616.

With regard to the position of prices on "oil," we cannot ourselves see any sufficiently weak elements in the markets important enough to knock values down further. The circumstances ruling the market are, however, far too speculative and fickle to allow of expressing with any confidence what a single day may bring forth. Hence the rule adopted by so many consumers of blindly buying their requirements at current market rates, leaving the ups and downs of the market to bring them out on their yearly working at a favorable average.

To-day's values are as follows:—Free on board export steamer, London, in strong barrels, February, 22s. 1½d.; February and March, 22s. 3d.; March and April, 22s. 3d. to 22s. 4½d.; April and June, 22s. 4½d. to 22s. 6d.

WINDOW GLASS.

The great scarcity of window glass will now be modified, as shipments are arriving, so that stock adequate to meet the demand is here. Prices are unchanged.

BARBED WIRE.

It is lower than it was last year, and though it has recently advanced in the States it is unchanged here. The demand has begun.

PETROLEUM.

Trade is reasonably good, though the growing daylight is bringing us into a time of year when the demand for lamp purposes is lighter.

HIDES, ETC.

HIDES—Green are 5 to 5½c. for No. 1, and cured are 6 to 6¼c.

SKINS—Are scarce, and firm at \$1 to \$1.40 according to size.

TALLOW—Rough is 2c., refined 5½ to 6c.

WOOL—Receives little attention, is not offering nor asked eagerly, at 20c.

RAW FURS.

Raw furs are in reduced demand and easier, but quotations here still hold. They are:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, March 12, 1891.

On pig iron adapted for foundry use there has been no change the past few days. In several sources of Western supply there was a further curtailment of production last month, but the localities upon which Eastern consumers depend chiefly are turning out sufficient stock to meet the demand and orders are filled at old prices. The range quoted is \$17 @ \$18 for No. 1 and \$15.50 @ \$16.50 for No. 2, tidewater delivery. Forge iron is moving at \$14 @ \$15, according to brand and size of lot. There is a slight improvement in the demand for old material, but buyers offers are too slow for business of any magnitude. Tee rails are quoted at \$22 @ \$22.50, No. 1 wrought scrap at \$20 and car wheels at \$17—all f.o.b. cars at Jersey City.

PIG TIN.

In the London market prices for pig tin have eased off somewhat, but the local situation is practically unchanged. It is doubtful that sales could be duplicated at the prices obtained on Friday and Saturday, but speculative operators and several of the small dealers are working on very moderate

GEM CREAMER GAUGE

Cannot Leak!

Easily put on!

FULL SETTS OF CREAMER TRIMMINGS.
CREAMER TAPS.
MILK CAN TRIMMINGS.
TINNERS' TRIMMINGS OF ALL KINDS.
PRESSED MILK PANS.
STAMPED WARE, full assortment.

WATER COOLERS.
SPRINKLERS,
TOILET SETTS. FLY TRAPS.
AGATE WARE. GRANITE WARE.
HARDWARE NOVELTIES.
HOUSE FURNISHING HARDWARE.

THOS. DAVIDSON & CO,

Agents in Western Ontario for Chown & Cunningham Co.,
Manufacturers of stoves.

TORONTO: 11 Front St. W. MONTREAL: 474 St. Paul St.



Front view.



Back view.

MARKETS—Continued.

supplies, and the large holders therefore make a great showing of firmness when local offers are submitted, although supplying their out-of-town customers at some concession. On the Metal Exchange 25 tons were sold at 20c., ex-ship nearly due. Spot prices are about 20.10c. cash for ten ton lots, and 20¼ @ 20¾c. for jobbing quantities. March delivery was quoted at 19.95c. bid, 20.10c. asked, and April at 19.80c. bid, 20c. asked. Latest London cables were £90 2s. 6d. for spot and £90 10s. for three months' futures.

COPPER.

The copper market is unchanged. Consumers are as indifferent now to offers of Lake Superior ingot at 14c. as they were early in the year when the producers endeavored to make a 15-cent market. There is little or no export demand, and it is evident that speculators are not fascinated with the idea of investing in a commodity that is being turned out in unprecedented quantities, and which, at present nominal prices, shows the mining companies a profit of about 100 per cent. Arizona ingot is quoted at 13 to 13¼c., but only small quantities can be placed at those figures. Good casting copper sells in modern-sized lots at 11½c. The London market is lower, latest cables quoting merchant bars at £52 15s. spot and futures.

LEAD.

Holders are offering pig lead somewhat reservedly at present, and incline to the opinion that better prices will be secured in the near future. Consumers buy in a very indifferent manner, however, and there is little interest in other quarters. About 300 tons have been sold at 4.32½ @ 4.35c. for prompt and near future delivery.

SPELTER.

Western advices note an improvement in the price of spelter at 4.70c. at St. Louis. In this market carload lots of prime Western are difficult to move at better than 5c., but sellers offer indifferently, and quote 5.10c. as a close price for early shipments. The firmer feeling is based upon higher cost of ores, due to alleged recent purchases for export.

TIN PLATES.

In the tin plate market there has been little movement the past few days, and, while parcels are occasionally picked up at some concession, no radical change in values is recorded. We quote as follows:—I. C. Charcoal, 1-2 cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.75 to ..; M. F., 20x28, \$16.00; Worcester, 14x20, \$5.65 to; Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.25 to; Dean grade, 20x28, \$10.50 to; D. R. D. grade, 14x20, \$4.90 to \$5.00; D. R. D. grade, 20x28, \$9.90 to; I. C. Coke—Penlan grade (iron), \$5.37½ to; J. B. grade, 14x20, \$5.45 to; I. C. Bessemer steel, 14x20, coke finish, \$5.37½ to \$5.40; I. C. Siemen's steel, coke finish, \$5.45; I. C. Bessemer steel, squares, \$5.55 to basis; I. C. Siemens steel, squares, \$5.75 to basis.

RUBBER TIRES FOR CARRIAGE WHEELS.

The rubber cushion tire, as applied to the bicycle, has long been an acknowledged success. It is only another step, so to speak, to the carriage wheel. For some years rubber tires have been imported from England, but

now rubber men are interesting themselves, and probably it will not be long before the domestic article will be in vogue. The rubber tire is well suited for use on city streets, and it seems about to become very popular for carriage wheels. It takes up the jar, and is not noisy. It is expensive, however, \$100 per set being the usual price. It has an average life of a year, the renewal costing \$30. There are two ways of uniting the rubber tire to the wheel. One is to rivet it to the wheel direct, using two thicknesses of rubber, of different grades of elasticity. Another is to encircle the circumference of the wheel with short pieces of wood, forming a groove into which the molded rubber is fitted. These grooved pieces are electro-welded, so as to form a substantial whole. In the former case the rubber is not of the best quality, by any means, its elasticity not being remarkable. "Centrals" is the quality of rubber generally used, but as the innovation is in the youngest sort of infancy, new details in this regard may be expected in rapid succession in the near future. The rubber tire business is growing rapidly abroad. In two months recently more than fifty patents on rubber tires for bicycles were applied for in England alone. —N. Y. Hardware.

A USEFUL INVENTION.

A Danish inventor has devised a novel fire alarm. It consists of a small copper cartridge closed in by an India rubber button and filled with a colored fire composition. The fuse consists of a mixture of potassium chlorate and sugar, and on it is placed a paraffin capsule containing a few drops of sulphuric acid. When the temperature of the room rises above the melting point of paraffin the sulphuric acid is liberated and ignites the chlorate mixture, which in its turn sets fire to the Bengal light. A fusible metal disk placed in contact with this mixture will also be melted, and thus make electrical connections with a call bell, so as to sound the alarm at a distance.—Industrial World.

SAYINGS AND DOINGS.

"The valuable man seeking employment rarely asks 'what salary goes with the position' when making his application or, if he does so, it is not the first but the last question that he asks," said Chas. W. Barstow, St. Louis, to Stoves and Hardware Reporter. "One of the best salesmen in St. Louis, was recently thrown out of employment by the retirement of his employer from business. He applied for a position in a house that had advertised for a salesman—one who could sell anything," and announced that he felt able to fill the bill. He was asked, 'Would you be willing to travel on a commission?' His response was in the affirmative. The next question was if he had been selling goods on commission at the place where formerly

employed, and he quietly responded: 'For the first year I did. During the last four I have been receiving a salary.' That, being true, was the strongest recommendation he could possibly have offered. If he had been employed in one place steadily for five years and started out on a commission, winding up with four-fifths of his engagement with the house on a salary, then he must have been successful, and demonstrated by the first year's efforts that the house could pay him a salary commensurate with his ability and not lose anything by so doing. Instead of putting him at work on commission to test him, his new employers started him out with a salary of \$2,000 per annum, and it is safe to predict that he will receive more next year."

AMERICAN AND BRITISH WORKERS

A member of the iron and steel congress, held last fall in this country, has been telling the laboring men of Sheffield that workers who possess the necessary ability and perseverance can do better in America than in England, but that they will have to work harder on account of the prevalence of automatic machinery and other devices that keep work going through a mill at a certain rate or speed without waiting for lagging individuals. This "hard work" that nearly all visitors speak of on their return to England consists in being more alert physically and mentally than is the rule in the shops of the old world. It does not weary the toiler, but has a tendency to develop his faculties and make a thriving man out of him instead of an unthinking machine. America is willing to admit that her laborers are obliged to be brighter and more active than the workmen of England, and accepts the testimony of the English manufacturers that the men are able to do better here as an important admission for Britain to make under any circumstances. —Pittsburgh Dispatch.

"A great many men—it might be said a majority—are firmly convinced that they must continue in any avocation or line of business in which they originally embarked in order to succeed," remarked D. W. Haydock, St. Louis, to Stoves and Hardware Reporter. "This is a mistaken idea. While the old saying that 'a rolling stone gathers no moss' will usually apply, yet there are many instances where an energetic, ambitious man could better himself by deserting the position in which he has been but a mediocre success and boldly plunging into another that promises better results. There is nothing Micawber-like in this proposition. The man who cuts himself loose from one place and waits for something to turn up that will be congenial and profitable—or that he imagines will be—is usually a failure. A young man should always stick to one place until another offers itself, for it is better to be making slow progress than none at all. There are thousands of men who plod along through life dissatisfied with their business or avocation, afraid to venture into another field, who might, by making such a change, attain fame and fortune. Experience is a valuable adjunct, but ability and energy will win in any line."—Stoves and Hardware Reporter.

OIL FUEL ON SHIPS.

An English paper has received a number of letters on the above subject which it summarizes as follows: Messrs. Ragosine & Co. take Mr. Nelson Boyd to task for underrating the cost of even refuse petroleum from Baku. We are not aware that the president of the Civil and Mechanical Engineers' Society estimated the cost of refuse from Baku, which, as it is on an island sea, and the supply from it would be stopped in the event of a war with Russia, is about the last place Englishmen would look for a material part of the supply of liquid fuel for war ships, it would be unsafe to take the cost, our correspondent assures us, delivered at ordinary coaling stations, at less than £3 per ton. No doubt but in a very little time we shall be able to get crude, not residual, oil on the Atlantic coast of Canada and the United States at as little as Baku refuse would cost, and on the East Indian station we need not trust to Baku so long as we have a grip on Beluchistan and Burmah. Moreover, Messrs. Ragosine may be surprised to learn that at the works of Messrs. Cran & Co., at Leith, liquid fuel has been in use under boilers, with the result, as stated under the hand of the firm that it is "about equally cheap as coal at 6s. per ton," while the firm add, "We never could drive our machinery as cheaply as we now do, and that too, without smoke or dirt of any kind." Messrs. Oliver & Co., say that the work "performed by one ton of oil was found to be rather more than that performed by two and a half tons of coal." Messrs. T. Vernon & Co. say that they have had five boilers stoked by one man at a time, and so kept going from Monday morning till Saturday night without interruption. Thus it may be seen we are not dependent on Baku for fuel, and that liquid fuel has been economically and usefully employed in this country, and even within a few miles of the city of London. Indeed, the success of the fuel helped to render its application uneconomical, as it raised the price. But that is a mere question of the organization of the supply, and here the government can help in the matter. Nor can it be contended that it is not the duty of the Admiralty to take a leading part in the affair when the absence of smoke and the other useful qualities of liquid fuel, including its easier transfer and storage, are taken into account. We may, however, say that a very distinguished engineer in the Royal Navy has called our attention to what he thinks might prove an objection to the use of liquid fuel on board ships of war. He says that one of the greatest difficulties is to keep down the temperature in the lower hold of a ship, which is now frequently approximate to the point of danger for some of the contents of the magazines. But we cannot suppose in these days of the wholesale carriage of meat through the tropics that the difficulty of reducing the temperature, even down to the keel of a man-of-war, is insuperable. It would be a poor compliment to the engineers of the country to say so.—Ex.



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

Our New Creamer Gauge, and Corrugated bottoms are the latest out. Sample order solicited.

Delivery Cans made up. Sap Buckets, Spiles, Dairy

Pails, Bottoms, &c.

We make and supply everything used by the Stove and Tin-ware Trade.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

RUBBER BELTING RULES.

Q. What are the rules for estimating horse power, thickness width, and speed of three-ply rubber belts say 7-32 of an inch thick, the lacing being single leather?

A. 1. The cross section in square inches needed is equal to 155.46 times the horse power divided by the speed in feet per minute.

2. The horse power is equal to the cross section in square inches, times the velocity in feet per minute, divided by 156.46.

3. The speed in feet per minute is equal to 156.46 times the horse power, divided by the cross section in square inches.

4. The width is got by dividing the cross section by thickness.

5. The thickness is got by dividing the cross section by width,

Examples under the following rules are herewith given so as to show more clearly their simplicity and the method of using them:

Q. How fast would a ten inch rubber belt 7-32 inch thick have to travel to carry 100 horse power, if it wrapped 135 degrees on a cast iron pulley and was fastened with single leather lacing?

A. $\frac{156.46 \times 100}{70.32}$, or 7152 feet (Impracticable).

Q. What is the horse power of a ten inch three-ply rubber belt, 7-38 inch thick, running 3,000 feet per minute on a cast iron pulley; the arc of contact being 135 degrees and the fastenings single leather?

A. $\frac{70.32 \times 3000}{156.46}$, or 41.94 horse power.

Q. What cross section of rubber belt would be required to drive 100 horse power at 3,000 feet per minute, with 135 degrees contact on a cast iron pulley, the fastening being single leather?

A. 155.46 x 100, or 5,182 sq. inches.—Power and Transmission.

Master the whole business and the way to fortune has been mapped out.

SITUATION WANTED.

SITUATION WANTED AS HARDWARE Traveller or Salesman. Thoroughly posted in retail trade. Address, Iron, this office. 12



HARDWARE

—AND—

Paint and Oil Trade
SPRING SEASON 1891.

Our travellers are now on the road with complete line of samples of

BOECKH'S STANDARD BRUSHES

For Painters, Varnishers, Artists' Household Toilet and Stable Use.

Please reserve your orders until you see our new lines for 1891.

CHAS. BOECKH & SONS,

Manufacturers, - - TORONTO.

SECURITY

LOOK FOR IT, WAIT FOR IT, IT WILL PAY YOU.

The "Ecllectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

SPOONS, FORKS ETC.-STAMPED

1847. ROGERS BROS. & CO.

ARE GENUINE, ROGERS' GOODS.

ON LUBRICATORS FOR MACHINERY.

It is friction and not work that wears out a machine. It is, therefore, the object of every good mechanic to lessen the friction of every bearing surface, either by strict attention to the character of the bearing surfaces themselves, or by the application of carefully selected lubricators. Lubricators are used freely—too freely sometimes—on almost all machinery, but it is not always that the operators understand the nature of the lubricant that they employ, and consequently it often happens that they make anything but a wise selection. It may, therefore, be of some use to engineers and others if we consider this subject carefully.

It requires very little experience to teach us that very different qualities are required in the lubricators that are used for different purposes, and it will be found on examination that there are three circumstances that should guide us in making a selection of a lubricator of proper character. These are: First the character of the work that is to be done, as, for example, whether it is light or heavy; thus a very different lubricator is needed for heavy shafting from that which is necessary for fine work like watches, or even spindles. Secondly, the character of the surfaces in use. Thus if a man were to use the same lubricator for fine steel journals running in metal boxes that he had found best for a cast-iron journal running in a wooden box, he would make a great mistake, and most workmen of average information know this. But they do not seem to know that cast iron, or even coarse wrought iron working on cast iron, requires a very different lubricator from that used to the best advantage on hard and finely polished steel running in brass or hard gun metal—and yet we have seen this mistake made over and over again. It is no uncommon thing to see fine oil, such as is properly used on the finest machinery, applied to heavy planers with cast-iron beds and tables, and this upon the very erroneous principle that since such oil is the most expensive it must be the best, and should therefore be applied to the most costly machine, utterly irrespective of their special characters. Thirdly, the temperature under which the machinery works has an important bearing on this subject. If the machinery should be exposed to the weather, as railroad axles, derricks, etc., a different lubricator should be used in winter from what is used in summer. Great attention is paid to this point in England, says the "American Engineer," and if it pays them to attend to it in a country where the temperature is as steady as it is in Great Britain, much more will it pay us to attend to it in the United States, where the extremes of temperature are so great. In the case of journals running in a highly-heated atmosphere, as is the case in some forms of the caloric engine, great difficulty is experienced in regard to this matter, but

in most such cases it will be found that our dependence must be placed upon plumbago, or some similar body. It will be found that plumbago, properly prepared and applied, forms one of the very best lubricators for all such purposes. These different conditions may be so combined as to give very various results, but they will in general be found to be the chief elements that submit themselves for consideration in any given case.

Where the machinery is heavy, and the bearing surfaces press against each other with great force, it is necessary to use a much harder lubricator than would be admissible under opposite circumstances. In all cases the lubricator itself, unless it be a very thin fluid, opposes some resistance to motion. In the case of a watch, the resistance of the lubricator, in the shape of a thickened and gummed-up oil, often exceeds the motive power of the machine, and the motion ceases. But in the case of heavy machines, the resistance arising from this source is so small in proportion to the power employed that it is never felt, and here it is often found advantageous to harden the lubricator by chemical means. When the bearing surfaces are very soft and porous, like wood and cast iron, it will be found advantageous to use a very hard lubricator.

Of the different lubricators in use, the degrees of hardness are—plumbago, hard soap, soft soap, tallow, and oils of various degrees of fineness. Different degrees of hardness may be obtained by mixing these, and any degree of hardness may be given to oil or tallow by the use of the alkalies, potash and soda, soda giving a hard soap, and potash a soft one. The use of alkalies seems to injure the lubricating quality of oils and fatty substances, but glycerine, which is a bye-product in the manufacture of soap, is an excellent lubricator for very fine machinery. A little alkali renders oil or fat much less susceptible to the action of moderate heat, as the heat of the weather, but destroys its utility as a lubricator for very hot bearings, as the pistons of steam engines, etc. For all temperatures not exceeding that used in ordinary steam engines, purified tallow is the best lubricant, though the difficulty of applying it in the ordinary method has caused it to be superseded by oil. For heavy bearings in the cold, there is this objection to tallow—that it is easily scraped off, and as it does not run back by capillary attraction the surface soon becomes bare. But when mixed with a little plumbago the latter forms a very fine coating on the surface, and diminishes the friction to a wonderful extent. This is a very good way of applying plumbago to metal, though it is often used dry, and is frequently mixed with soap. The latter we have found to be the best for surfaces of wood, whether working against iron or against wood, as in the case of wooden screws working in wooden nuts, such as those used for carpenters' benches. An application of oil does very little good to such surfaces, and

even tallow is not very efficient, though it is better than oil. But a little soap, mixed with plumbago and carefully rubbed on, will diminish the friction to a surprising extent, and will enable the workman to exert nearly twice the pressure with the same effort. For soft and porous cast-iron surfaces, such as are sometimes found in the working faces of planing and slotting machines, though their presence there is an evidence of ignorance or carelessness on the part of the builder, there is no better lubricating agent than plumbago. A writer in the journal of the Franklin Institute states that a planer whose bedplate required the force of eight men to slide it when lubricated with the best ordinary material, was easily shifted with one hand when plumbago of good quality was applied. The same thing has occurred in our own experience. The working face of a heavy slotting machine began to cut, even though oiled with the best oil. Tallow was then applied, but without effect, and even hard soap failed to prevent the cutting, heating and destruction of the working surfaces. On applying plumbago the machine at once worked smoothly and continued to do so. We may here remark that many have been disappointed in the use of plumbago, because the article employed has been poor. If there be any grit present the application of plumbago will prove worse than useless, but if the plumbago be really good there is no lubricator equal to it in the conditions we have named. We suspect, however, that there are great differences in the qualities of different samples of what may be called pure plumbago. Some plumbago which we had every reason to believe pure did not work well. It caked and added much to the friction, forming hard spots on the metal surfaces, while other samples have proved entirely free from this defect. It is probable that when this material comes into more extensive use for lubricating purposes we shall learn how to select it, and thus be able to avoid these difficulties.

Some people who have found that plumbago is good for heavy bearings made of coarse material, have supposed that it must be equally good for the most delicate machinery. This is a great mistake. For fine machinery running at high speed, the only specifics are well polished surfaces, of which one, at least, should be very hard, and lubricated with the most fluid oil that can be procured.

An important feature in the character of most lubricators is their relations to air and to iron dust. Some oils gum up or dry very rapidly on exposure to air, and in some this action is greatly increased by the presence of the minute particles of iron that are scraped off by the friction of the moving surfaces. Oil for watches, sewing machines, gun-locks and fine machinery of all kinds, should be very carefully purified from all matter that tends to increase this quality. The methods of purifying these oils belong

to chemistry rather than to mechanics, but the object is one of such great importance that it ought not to be neglected by those who use oil as a lubricator. The old plan with watchmakers was to expose the oil in a bottle to the sun, having first mixed it with scrapings of lead or old nails. All the acid and gummy matters present expended their corroding power on these useless substances, and the remaining oil was, in general, found to be limpid, pure, and capable of being exposed for a long time without thickening. Modern chemistry has, no doubt, devised methods that are much superior to this old plan, but where a little really good oil is needed, the old recipe of the watchmaker is not a bad one.—The Mechanical World, London.

SOLUBLE GLASS.

Soluble glass is made by heating in a reverberatory furnace until fusion becomes quiet 1,260 pounds white sand and 600 pounds of potash of 78°. This will produce 1,690 pounds of transparent homogeneous glass with a slight tinge of amber. This glass is only little soluble, even in hot water. To dissolve it the broken fragments are placed in an iron digester charged with a sufficient quantity of water, at a high pressure, to make a solution marking 33° to 35° Baume. Distilled or rainwater should be used as the calcareous salts contained in ordinary water would produce insoluble salts of silicate of lime, which would render the solution torpid and opalescent; this solution contains silicate and potash combined to gether in the proportion of 70 to 30.

Silicate of soda is made with 180 parts of sand, 100 parts of carbonate of soda (91), and is to be melted in the same manner as indicated previously.

Soluble glass has been used in Germany to a great extent for mural painting, known as stereochromy.—Ex.

COPPER IN 1891.

James Lewis & Sons, of Liverpool, who are regarded as the authorities on copper statistics, in a recent communication to the trade, declared that the value of copper during this year will depend mainly upon the extent of the supplies received from the United States. Last year the increased production from this country was 17,000 tons of copper, 6,000 from Lake Superior, 1,600 from Arizona, 8,000 from Montana and 400 from other States, but the consumption increased 20,000 tons. It is reasonable to presume that the consumption of copper during the present year will show a considerable increase on that of 1890. With the constantly increasing use of electricity, it is estimated that at least 50,000 tons more copper will be required in England and France during this year. From this it would appear that the copper producers of the United States have every indication of a prosperous year before them.—American Manufacturer.

THE CREDIT SYSTEM.

There has been a movement among the retail Hardware trade for some time which indicates very strongly a desire on their part to get nearer a cash basis on which to conduct business. There has been no concerted action in this direction, nor has it been confined to any section of the country, and yet the tendency has been so marked as to cause the question to be asked what the outcome will be. There is certainly no more burdensome and annoying part of the business as it is now conducted than the watching of accounts that are uncertain and likely to be bad, or long-winded ones that are hard to collect. However cautious a merchant may be in regard to credits, and however ironclad his instructions to his employees are, undesirable accounts are almost certain to get on his books. It is often very hard and unpleasant to refuse to trust a customer who has been dealing with you for years, although you may know that at the present time his account is not collectable by law, and yet you yield to his entreaty, with the mental proviso that if you don't get it you will charge it up to profit and loss. At the present time business is done on too close a margin and competition is too strong to admit of having an amount equal to a large portion of your capital locked up in book accounts, which cannot be collected upon presentation, to meet your bills as they become due.

To induce customers to pay cash various plans have been devised, such as cards to be punched at the time of each sale, the amount on the card being subject to a discount when the card is used up. Others have a marked price on their goods, which is subject to a discount if cash is paid for the goods. Others have adopted the 25 per cent. system, in which the selling price is 25 per cent. advance upon the cost of the goods laid down in the store. In this case no charges are made, a strictly cash business being done. In some cases it has necessitated the throwing out of goods that have not borne 25 per cent. profit, and the substituting of other goods, until the store had lost its distinctive hardware character, and become more like the fairor department stores. There are agencies in some of the larger cities which propose to collect debts from "dead beats" by a series of printed cards and letters, which grow more offensive the longer the delinquent holds out, until it becomes a system of persecution which forever severs friendship between merchant and customer.

There is another class of agencies which establish local association in adjoining towns, who endeavor in a gentlemanly way to arrange between the delinquent and merchant for the payment of debts, either in full at one time or installments, without any friction or unpleasant features. Should the debtor feel that the account was unjust, and yet fail to convince the merchant, the association has a

board of arbitration, whose decision in the matter is final. If all plans fail to bring about a settlement the name of the delinquent is printed with others, no member of the association being allowed to trust such persons until the account is settled. The fact that these various plans are being tried leads us to suppose that more interest is taken at the present time than ever before in bringing everything down to a cash basis.

We know that some hardware dealers do not favor attempting to do business on a cash basis; they fear many customers who are good pay will go somewhere else to trade where credit will be extended to them. The Iron Age is evidently interested in the individual success of the hardware dealers, and we take the liberty of suggesting a full and free expression on the subject of cash system from a very large number of its readers, suggesting the best plans for improving or doing away entirely with credit to customers. If this is done many valuable points will be brought out, and the discussion will help many hardwaremen who find the credit system the cause of much annoyance and loss.—A. G. F. in Iron Age.

WIRE NAILS FROM STEEL PLATES.

An ingenious and progressive Pittsburgh iron and nail manufacturing concern has fitted up an attachment to its steel plate nail mill, by which it is claimed wire nails can easily be made. Hitherto this has been regarded as impossible, but a reporter last week witnessed the operation of the new device, and was enlightened as to the process, and thus describes it: "One of the long row of nail plate machines, out of scores now standing idle, has been fitted with the new arrangement. The self-feeder has been removed, and in its place is substituted an ordinary wire nail machine feed, operating from the left side. The bed plate, gripping and heading dies remain as in the old machine, but from the clamp at the back is attached an arrangement for cutting and pointing the wire, similar to the manner in which this process is done in the regular wire nail machines."

It is said the adapted machine turns out perfectly formed nails at the rate of 250 a minute; that the heading die performs its work better than that of the regular wire nail machine. The heading arrangement of the latter works from above, and fashions the heads with a quick blow. The heading die of the transformed nail plate machine works from the right hand side, and works the heads with a more gradual motion. The nails are seemingly thoroughly well made, well pointed, and with large head, and without any indication of splitting. By changing the space block, four, six, eight and ten penny sizes can be made. The alteration of the plate nail machine to the wire nail producing form is quite simple and can be done in thirty minutes, and its capacity for wire nails is said to be from forty to fifty per cent. greater than the ordinary wire nail machine.—Western Manufacturer.



STEAM GAUGES ATTACHED TO HOUSE-HEATING BOILERS.

The Locomotive directs attention to a very dangerous practice in fitting steam gauges attached to house-heating boilers. It says:—We often find steam gauges so arranged that their indications are necessarily a number of pounds in error, owing to the static pressure of water of condensation in the connections. While the error does not ordinarily exceed two or three pounds, it sometimes is far greater than this, and becomes of grave importance, especially in low pressure systems. We met with a case recently in which an ordinary heating boiler was in the basement, and the gauge was in the owner's room on the third floor, fully 25 feet above. The piping was so arranged that it was an easy matter for it to fill up with water condensed from the steam, so that the indication of the gauge might be as much as ten pounds less than the actual pressure in the boiler. Such a gauge, it need hardly be said, is no better than none at all. In fact, it becomes a positive source of danger.

Geo. F. Bostwick.

OFFICE FURNITURE,
CHURCH FURNITURE,
HALL SEATING,
OPERA CHAIRS.
Best School Desks in Canada.

Manufacturer of Amberg's Patent Peerless Cabinet Letter Files, Fire and Burglar Proof Safes, Vault Doors, etc.

GEO. F. BOSTWICK,
24 West Front St., Toronto.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakemen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

FOURTH ANNUAL STATEMENT

—OF—

The Manufacturers' Life Insurance Company,

For the Year ending 31st of December, 1890.

PRESIDENT---THE RIGHT HONOURABLE SIR JOHN A. MACDONALD, G.C.B., P.C.

RECEIPTS IN 1890:	
Premiums.....	\$161,166 82
Interest and rents.....	10,241 61
Total receipts.....	\$171,408 43
DISBURSEMENTS IN 1890:	
Death claims.....	\$ 44,646 18
Cash for surrenders.....	1,148 00
Annuity payments.....	420 00
Total payments to policy holders.....	\$ 46,214 18
Commission, medical fees, salaries and other expenses of management.....	70,603 14
Re-insurances.....	11,600 56
Total disbursements.....	\$ 82,203 70
ASSETS JAN. 1st, 1891:	
Dominion Government Bonds.....	\$ 53,000 00
Mortgages on Real Estate.....	159,242 84
Stocks and Debentures.....	24,150 00
Life interests and Reversions.....	4,500 00
Office Furniture.....	4,500 00
Bill Receivable.....	10,235 01
Due from Agents.....	5,874 60
Premiums Outstanding.....	51,907 63
Interest Due and Accrued.....	3,654 82
Cash on hand and in Bank.....	28,907 54
Total Assets.....	\$345,972 44
LIABILITIES.	
Reserve Fund.....	\$315,231 00
Contingent Fund to cover Sundry outstanding expenses.....	2,606 02
Surplus Policy-holders account.....	\$128,135 42
Number of Policies issued in 1890.....	1647
Number of Policies in force Dec. 31, 1890.....	4007
These results surpass those of any other Canadian Company in the first seven years of its existence.	\$6,830,525
GEO. GOODERHAM, WM. BELL, S. F. MCKINNON.	Vice-Presidents.
JNO. F. ELLIS, Managing Director.	

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting

For the Dominion of Canada

—: Superior Quality Rubber Goods. —:

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

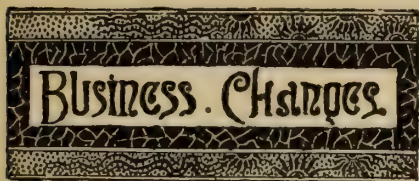
Mould Goods of Every Description.

Head Offices and Factory, Montreal; J. J. MCGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.



SALES MADE OR PENDING.

The stock of O. E. Bock, crockery dealer, Montreal, is advertised for sale by tender.

W. & P. Dickson, general merchants, Balgonie, Man, have sold out to Sparling & Hawke.

The general stock in the estate of W. R. Cavana, Victoria Road, Ont., is advertised to be sold by auction on the 17th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Wright & Fowler, general merchants, Woodstock, N.B., have dissolved.

Jas. Butler & Co., West Indian trade, Halifax, have admitted John M. Inglis, jr., under same style.

In the firm of Marchand & Co., general merchants, Vercheres, Que., Theo. Marchand is now registered proprietor.

Loynachan Bros., general commission merchants, Montreal, have dissolved, D. H. Loynachan continuing under unchanged style.

REMOVALS AND DEATHS.

J. V. Varnop, general merchant, Sheffield, N.B., is deceased.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Geo. Guertin, jobber, Petawawa, Ont., has assigned.

E. Bellevance, plumber, Montreal, has assigned.

John Woods, merchant, Amherst, N.S., has assigned.

James R. Garden, general merchant, Gibson, N.B., has assigned.

A. L. Lacroix, general merchant, Montebelle, Que., has assigned.

Chas. Currey, general merchant, Dunville, Ont., has assigned to Robt. Elliot.

LAMPS FOR ALL.

Only a few years ago, says an exchange, lamps were almost unknown in household economics, and candles were scorned as reminiscences of semi-barbarism. Gas reigned supreme in our homes, quite superseding all other modes of illumination. The lamps which might be found stowed away in kitchen closets were only for use when the gloomy depths of cellars or the dark corners of closets and storerooms were to be investigated. No one wanted lamps in common use; they were greasy, ill-smelling, unattractive and difficult to keep in order, to say nothing about their dangerous characteristics. The possibilities of such graceless articles containing any artistic and decorative qualities would have been laughed at had the idea ever been presented soberly.

But one day the princes of gas retorts became insolent in their exactions; they charged what they liked; read the meters to suit themselves; refused to listen to grievances or right manifest wrongs. Then a large class

of people determined to free themselves from the yoke of the gas companies and vowed they would either use lamps or go to bed with the chickens, and so the business of lamp manufacturing was given a decided impetus, and inventors began to experiment in the interests of better burners and more perfect combustion, and the law stepped in to compel refiners to make a safe oil. Thus the era of lamps, in the midst of which we are now dwelling with unqualified satisfaction, was inaugurated, and we often wonder over our former devotion to gas burners, with their ugly glare and sometimes unbearable heat. To-day lamps are an important feature in the furnishing of a home, and the exquisite wares and rich metal work which enter into their manufacture are frequently the most decorative objects in a room. Perhaps an extreme has been reached, as it is no uncommon thing to see from four to six lamps in an ordinary sized parlor. Indeed, it may truthfully be said that the lighting of our homes has almost reached the dignity of an art. However in this instance fashion has done the home producer a good turn, as the almost phenomenal growth of the lamp industry attests.

The German student lamp was the first favourite, its use in libraries and sitting rooms being very general at one time. It is not often seen now, however, its place having been taken by artistic and elegant little lamps made on purpose for library use. These are quite small, so that the student or reader can draw them close to his side without inconvenience. They are produced in various styles, those of silver being often remarkable for beauty of form and delicacy of ornamentation. Others are made with brass standards and bowls of richly decorated porcelain; a few are entirely of brass, while others are of bisque characteristically ornamented, or of enameled ware in rococo colors. Nearly all of these dainty affairs are fitted with globes, some of which are plain while others are exquisitely etched and engraved. The prettier effect of silken over-shades is nearly always preferred, which give a softer light, as well as enhancing the decorative effect.

The larger lamps are made in an endless variety of styles, and it may be truly said that everything is grist which comes to the lamp maker's mill. With a quick eye he discovers the possibilities in bowls, vases and jugs of fine porcelain, and no oddity of form appals him, as out of it he fashions the novelties for which buyers are forever searching. Japanese porcelain and bronzes are treasure trove for the designer of genius, and marble, onyx, agate and even malachite are used in making the bowls of handsome lamps. But there are many beautiful lamps possessing equal artistic value with these which are not nearly as costly.

Among them none is handsomer than the silver bronze lamps with pierced bowls, the patterns being often intricate and interwoven

vines and flowers worked out with exquisite precision, with standard and base chased in similar designs. These are made both for table and piano lamps, and when surmounted by a handsome canopy nothing can be richer in effect. Amphora shaped vases are favorites with lamp makers. Some are 20 inches tall, the vases showing charming decorations and mountings of silver or brass. Jugs and vases in the various bronzes are converted into lamps, making very striking and novel effects. All brass lamps with pierced bowls similar to those of silver are greatly admired. They are, indeed, very showy and handsome, and as they are dipped in a solution of lacquer to prevent the tarnishing action of air and coal gas upon the metal they are very easy to keep clean.

Wrought iron is just now a favorite material, the soft, velvety surface now given to the metal making a delightful contrast to the gaily colored vases and bowls used with it. Banquet, piano and hanging lamps are made of these combinations, and it is quite wonderful to notice what graceful and complicated twistings, curvings, spirals and interlacings iron, a metal synonymous with strength rather than beauty, can be made to take.

Porcelain and china lamps have a beauty all their own, especially in the matter of decorations, some of the Dresden and Berlin wares showing charming relief work in naturally tinted flowers, such as climbing roses, jasmine, wax flowers, passion flowers and others, with a compliment of cupids, winged cherubs and birds enlivening the designs. These are delightful bits of quaintness and brightness which add greatly to the cheery aspect of a room. A novel design has a standard formed of three triangular cactus leaves brought together and bound, their upper parts flaring to form a rest for the bowl, which is wreathed with cactus blossoms. The bowl of another simulates a yellow tulip, and in another design is a Bon Silene rose, the standard being formed of twisted stems and leaves.

Lamps of cut glass are elegant beyond description, the deeply cut facets throwing back the light in rainbow hues of exquisite beauty. They are in various styles. Some of the handsomer designs show six or eight sided standards terminating at both ends in faceted balls, with richly cut bowls and bases. The globes, and sometimes chimneys also, are cut in rich designs to match the general style of the lamp. Many of these lamps are from 20 to 30 inches high, and are perfect marvels of the glass-makers art. The chief objection to them is their great weight and frailty.

EVERY Reader of this paper is a buyer, Therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what readers want

"IMITATION IS THE SINCEREST FORM
OF FLATTERY"

THAT THE GEM FREEZER IS RECOGNIZED AS THE BEST IS
PROVEN BY THE WAY OUR COMPETITORS ARE IMITATING ITS GOOD QUALI-
TIES, AND USE IT AS A STANDARD OF COMPARISON WHEN TRYING TO SELL
THEIR OWN GOODS. WE LEAD—OTHERS FOLLOW.

The Gem Freezer
The Best in the World.

WE CLAIM FOR THE GEM FREEZER NOTHING THAT CANNOT BE
FULLY PROVEN. WE ONLY CLAIM A DOUBLE ACTION BECAUSE IT IS
IMPOSSIBLE TO GET MORE THAN TWO MOTIONS FROM ANY SYSTEM OF
GEARING IN USE IN ANY FREEZER AT THE PRESENT TIME.

DO NOT BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER
FREEZERS BY TELLING YOU THAT THEY ARE "JUST AS GOOD" OR
"JUST THE SAME AS THE GEM."

INSIST ON HAVING THE "GEM," AND IF YOU CANNOT GET IT FROM
YOUR REGULAR JOBBER, WRITE TO US AND WE WILL TELL YOU WHERE
YOU CAN GET IT, OR QUOTE YOU PRICES AND DISCOUNTS.



DOUBLE ACTION.
WHITE CEDAR TAIL.
GEARING COMPLETELY
COVERED
SELF-ADJUSTING SCRAPER.
CANS FULL SIZE.
USE SMALLEST
POSSIBLE QUANTITY
OF ICE.
WELL ADVERTISED.
THOROUGHLY WRAPPED
FOR PROTECTION IN
SHIPPING.

JOHN H. GRAHAM & CO.,
MANUFACTURERS' AGENTS,
1, 3 CHAMBERS STREET,
NEW YORK.

AMERICAN MACHINE CO.,
LEHIGH AVE. & AMERICAN ST.,
PHILADELPHIA.

How to Sell Goods

Send Ten Cents to the HARDWARE PUB-
LISHING CO. for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.



New method of making Ice Cream.
SHEPARD'S "LIGHTNING FREEZER"
WHEEL DASHES CEDAR TUB
Freezes much the quickest and easiest, also
makes most Ice Cream.
SHEPARD HARDWARE CO. BUFFALO, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 24
Straits 100 lb ingots	23, 24
Strip " " "	26, 28
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S. Per box	
I.C., usual sizes	\$6 50 \$6 75
I.X., " "	7 75 8 00
I.X.X., " "	9 00 9 25
Raven & P.D. Grades—	
I.C., usual sizes	5 50 5 75
I.X., " "	6 50 6 75
I.X.X., " "	7 50 7 75
I.X.X.X., " "	8 50 8 75
D.C., 12½ x 17	5 00
D.X., usual sizes	6 00
D.X.X., " "	6 35 6 80

Note—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 75 5 00
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual	
sizes	4 85 5 00

Note—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Tin Boiler Plates.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 75 9 00
I.X. Terne Tin	10 75 11 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	Per lb.
" 14x60, "	6½c, 7c
" 14x65, "	

Iron and Steel.

Common Iron, per 100 lb	Base Price.
Refined " "	\$2 30 2 40
Horse Shoe " "	2 55 2 65
Band " "	2 60 2 65
Hoop " "	2 75 3 00
Swedish " "	2 75 3 00
Nova Scotia Bar iron	2 40 2 75
Domestic Bar	2 20 2 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 25 3 40
Best Cast Steel, per lb.	0 13½ 0 14
Russian Sheet	0 10½ 0 12
Tank Plates	2 25 2 50
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	12c
3-inch	17

Boiler Plate.

½ inch	\$2 75
5-16 "	2 60
¾ " and thicker	2 50

Sheet Iron.

1 to 20 gauge	3, 3½
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 4

Canada Plates.

Blaina	½ bright 3 20 3 25
Boards Head	" " None
Maple Leaf	" " None
All Bright	" " None

Iron Pipe.

Wrought, 55 to 57½ p.c. dis.	
Galvanized, 25 to 27½ p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 5½
26 gauge, " "	5½, 6
28 " " "	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, " "	5½, 6½
28 " " "	5½, 6½

Note—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	7½, 7½
" 5-16 " "	6, 6½
" ¾ " "	5½, 6
" 7-16 " "	5, 5½
" ¾ " "	4½, 4½
" ¾ & ¾ inch " "	3½, 4

Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per	
doz yards	0 13 0 50

Jack chain, double, per doz	
yards	0 15
Jack chain, brass, single, per	
doz yards	0 20 1 10

Copper—Ingot.

Lake Superior, per lb	0 00 0 00
Baltimore " "	
English B.S. " "	0 14½ 0 15½

Bolt or Bar.

Cut lengths, round, ½ to 1 in.	\$0 25 \$0 28
" round & square	
1 to 2 in	0 23 0 26

Note—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 1 0 19
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 19 0 20
Note—Extra for tinning, 2 cents per	
pound, and tinning and half planishing	
5 cents per pound.	

Planished and tinned, 14x	
48 and 14x60	0 29 0 30
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 22 0 26
" 35 to 45 " "	0 21 0 24
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb	0 25
Spun " "	0 29

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 25
" 27 to 30 " "	0 23 0 29
" 30 and up " "	0 26 0 29

Sheets, hand-rolled 2x4 ft.	0 25
-----------------------------	------

Zinc Spelter.

Foreign, per lb	0 05½ 0 06
Domestic " "	0 05½ 0 05½

Zinc Sheet.

5 cwt casks	0 06½ 0 07
Part casks	0 07 0 07½

Lead.

Imported Pig, per lb	0 03½ 0 04
Domestic " "	0 03½ 0 04
Bar, 1 pound	0 04½ 0 05

Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Note—Cut sheets half cent per lb ex-	
tra. Pipe, by the roll, usual weights	
per yard, lists at 7c per lb and 25 p.c.	
discount.	

Note—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 18 0 20
Note—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb	\$0 19½ 0 20
Other makes " "	0 17½ 0 18½

White Lead.

Pure, Assoc. guarantee, ground	
in oil, 25 lb. irons, per lb	5½
No. 1 Do.	0 5½
No. 2 Do.	0 4½
No. 3 Do.	0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities " "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow " "	0 09
Golden Ochre " "	0 06
French " "	0 05
Marine Black " "	0 09
" Green " "	0 09
Chrome " "	0 08
French Imperial Green " "	0 14

Colors, Dry.

Yellow Ochre (J.C. in bbls, per cwt	1 40
(J.F.L.S.) " "	1 75
Venetian Red (R.C.2) " "	1 50
Ven. Red, Cookson's " "	2 00
English Oxides " "	3 25
American " "	2 25
Paris Green, per lb	0 15½ 0 16½
Burnt Sienna " "	0 08½
Burnt Umber " "	0 05
do pure " "	0 07
Drop Black " "	0 09
Chrome Yellows " "	0 12
" Greens " "	0 12
Golden Ochre " "	0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Extra " "	1 00
Brown Japan " "	0 70
No. 1 Carriage " "	1 50
Gold Size Japan " "	1 40
Pure Orange Shellac " "	2 20
Hard Oil Finish " "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 64
Boiled " "	0 67

Turpentine (in bbls).

Selected Packages, per gal	0 62 0 63
----------------------------	-----------

Castor Oil.

Best, per lb	0 10½ 0 12
--------------	------------

Glue (in bbls).

Common, broken	0 10 0 11
French medal	0 12 0 15
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.
 Eley's, per 1,000. \$0 25 \$1 60

Anvils.
 Per lb. 0 10 0 12½
 Anvil and Vice combined each. 4 50

Augers.
 Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz. 13 00 20 00
 Adjustable " each 5 50 6 50
 Post Hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.
 Sewing per gross 5 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled 3 60 7 30
 Saddlers', " 0 45 1 60

Awl Hafts.
 Patent Peg, per gross. 7 50 9 00
 " Sewing, " 7 50 9 00

Awl and Tool Sets.
 Millar's Falls, per doz. 2 80 8 30

Axes.
 Per box. 6 00 12 00

Axle Grease.
 Per gross 8 00 15 00

Bath Tubs.
 Zinc discount 25 per cent.
 Copper, discount, 30 p.c. dis. off Revised list.

Bells—Hand.
 Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.
 Gongs, Sargent's 5 50 8 00
 " Peterboro 4 60 13 50

Cow.
 American make, discount 60, 60 and 10 per cent.
 Canadian, dis 45 and 50 pc.

Farm.
 American, each 2 00 5 00

House.
 American, per lb. 0 35 0 40

Bellovs.
 Hand, per doz 3 35 4 75
 Moulders' " 7 50 10 00
 Blacksmiths' discount 35, 40 pe cent.

Belting.
 No. 1, leather, discount 40 to 40 and 5 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.
 Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
 Excelsior—Jennings, discount 60 per cent.
 Jennings' Imitation, list 45, 47½ per cent.
 Jennings' Gen, net list to 5 p. cent dis.

Car.
 Gilmour's, 47½ to 50 percent.

Expansive.
 Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.
 Clark's, per doz 0 65 0 90
 Diamond, Shell " 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.
 Annex 1 25 1 75
 Mascot 1 35 1 85

Blind and Bed Staples.
 All sizes, per lb. 0 11 0 15

Bolts.
 Carriage, dis, 65 and 5 per cent. to 70 per cent. dis.
 Tire, dis, 50 and 10 per cent to 60 p.c.
 Stove, dis., 45 to 50 p.c.
 Elevator, dis., 35 to 40 p.c.
 Machine, dis., 65 to 70 per cent.

Boring Machines.
 Complete, with Augers, ea. 5 25 7 00

Braces.
 Barber's. 6 00 7 75
 Barber's Ratchet 10 00 11 00
 Farmers' 2 00 2 75
 Millar's Falls 15 50 29 00

Brackets—Shelf.
 Japanned Canadian, per doz. pairs 0 50 3 40
 Berlin Bronze Cana'n. 0 85 3 20

Broilers.
 Light, dis. 65 to 70 per cent.
 Reversible, dis., 65 to 70 per cent.
 Vegetable, per doz. 1 12 2 35
 Henis, No. 8 " 6 00
 " No. 9 " 7 00

Butchers' Cleavers.
 From 8 to 12 inch, per doz. 500 4 23

Batts—Brass.
 Wrought Brass—dis. 60 and 10 to 70 per cent.

Cast Iron.
 Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.
 Fast Joint, dis. 60 to 60 & 10pc.
 Loose Pins, " 60 to 60 & 10pc.
 Berlin Bronzed, dis. 70, 70 and 5 per cent.
 Gen Bronzed, per pair. 0 40 0 65

Can Openers.
 Acme, per gross 9 00 10 00
 Sardine Scissors, per doz. 3 75 4 50

Card.
 Horse, per doz. 0 70 0 95

Carpet Stretchers.
 American, per doz. 1 00 1 50
 Bullards " 6 50

Carpet Sweepers.
 Bissell, per doz. 22 50
 World " 21 75
 Daisy, " 24 00
 Star, " 18 00
 Crown Jewel, per doz 29 00
 Grand Rapids, " 32 40

Cartridges—See Ammunition.
Castors.
 Bed, new list, dis. 50pc. } to 50 and 5
 Plate " dis. 50pc. } per cent.

Cattle Leaders.
 No 31 and 32, per gross 8 50 11 25

Cement.
 Portland, car load lots 2 70
 Thorold " 1 10
 Queenston " 1 10
 Napanee " 1 10

Chalk.
 Carpenters' Colored, per gross 0 90 1 10
 White, lump, per lb. 0 01½ 0 01½
 Red " 0 05 0 06
 Crayon, per gross. 0 14 0 18

Chisels—Socket, Framing and Firmer.
 American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz. 0 85 4 00

Churns.
 Boss or Daisy, dis. 50 and 10 to 60 p.c.
 from factory 60 and 10 per cent.

Clamps.
 Judd's, dis. 20 p.c.
 Stearns, per doz. 3 00 10 00

Clips.
 Axle, dis. 65 p.c.

Coffee Mills.
 Box 3 60 13 00
 Side 3 60 4 00
 Enterprise, No. 0. 1 35
 " No. 2. 2 70

Compasses, Dividers, etc.
 American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.
 Canadian, discount 25 p.c.

Door Springs.
 Torrey's Rod, per doz. 2 00
 Coil, per doz. 0 88 1 60
 English, " 2 00 4 00

Draw Knives.
 American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.
 Millar Falls, per doz. 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.
 Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.
 Dis 20 to 33½ p.c.

Fawcets.
 Cork Lined, per doz. 0 30 0 60
 Wine, per doz. 1 30 2 25
 Star, " 2 80 3 90
 Fenns Corkstops, No 2 p.doz 1 70
 Petroleum, per doz 4 50 6 50

Files.
 Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
 Canadian, dis., Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25pc.
 Horse Rasps, Kearney & Foote's dis Am list, 50 pc.
 Horse Rasps, Heller's dis. Am, list, 45 to 50 per cent.
 Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.

Fluting Machines.
 Each 0 60 2 00

Forks.
 Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.
 Gem, dis, 50 and 5 per cent.

Fruit Presses.
 Henis' per doz 4 00
 Enterprise, discount 10p.c.

Fry Pans.
 Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
 Stanley's. dis. 50, 55 p.c.

Wire Gauges.
 Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.
 Window.

United Inches—Box Price.

Size	Per 50 ft.	Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
up to 26 inches	1.45-1.50	2.15	2.35	
26 to 40 in	1.55-1.60			
41 to 50		3.50-3.60		5.45
51 to 60		3.80-3.90		6.25
61 to 70		4.10-4.20		7.20
71 to 80				7.80
81 to 85				8.75
86 to 90				10.95
91 to 95				13.75
96 to 100				16.25
101 to 105				22.00

Pilkington.
Ordinary
 1st break 33 65
 2nd " 3 90
 3rd " 4 60
 4th " 4 95
 5th " 5 40
 6th " 5 90
 7th " 6 50

Picture Glass.
Pilkington's ordinary.
 1st break 4 30
 2nd " 4 70
 3rd " 5 40
 4th " 5 90
 5th " 6 50
 6th " 6 90
 7th " 7 70

Glue Pots.
 Tinned, each 0 30 0 90
 Enamelled " 0 55 1 20

Grindstone Fixtures.
 P. S. & W., per doz 4 25 4 65

Hammers—Nail.
 Maydole's net list to 5 per cent. dis.
 Can. discount 25 to 27½ p.c.

Tack.
 Magnetic, per doz 1 10 1 50

Sledge.
 Canadian, per lb. 0 12½ 0 15

Ball Pean.
 English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 1 00 3 50
 Store door " 1 00 1 80
 Chest, per doz pairs 0 40 2 50

Chisel.
 Firmer per gross 3 00 4 50
 Socket Firmer " 3 25 8 00
 Socket Framing per gross 3 75 5 00

Fork.
 C. & B., discount 30 per cent.

Hoe.
 C. & B., discount 30 per cent.

Saw.
 American, per doz 1 00 1 25

Plane.
 American, per gross 3 15 3 75

Hammer and Hatchet.
 American, per doz 0 50 0 80

Cross Cut Saw.
 Canadian per pair 0 18 0 25

Hangers.
 Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.
 Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 per cent.
 Light T and strap, dis 62½ to 65 per
 Heavy, per lb. 0 5 0 05½
 Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets.
 Screw, Eureka 1 13 1 80
 Gate, Clark's 1 50 2 20
 " Shepherd's 1 00 1 50

Per doz. pairs.
 Spring 1 50 3 50

Hoes.

Garden, Mortar, etc., discount 40 per cent.
 Planter's per doz 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz 0 50 1 10
 Clothes Line, " 0 27 0 63
 Harness, " 0 72 0 88
 Hat and Coat, per gross. 1 00 3 00
 Chandelier, per doz 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can. dis. 17½, 20 p.c.

BOWMAN, KENNEDY & CO., LONDON, ONT.,

HEADQUARTERS FOR

General Shelf and Builders' Hardware, Cutlery, Silverware, etc. Glass, all kinds, single, double thick and fancy, Paint, Putty, etc. Oils, raw and boiled Linseed, Castor Oil, Coal and Machine Oil.

WHOLESALE ONLY.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.	
Wire.	
Hat and Coat, dis. 35, 40 p.c.	
Belt, per 1,000.....	0 60 2 70
Screw, bright, Eng., dis. 40, 5, 45 per cent.	
Horse Nails.	
Canadian, dis. 50 and 10 to 60 per cent	
Horse Shoes.	
Per keg.....	3 60 3 75
Ice Picks.	
Star, per doz.....	3 00 3 25
Kettles.	
Brass spun per lb.....	0 25 0 30
Copper, ".....	0 40 0 45
Enamelled Can. 50 p.c.	
American, 50 and 10, 60.	
Keys.	
Lock, Can, dis 50 p.c.	
Cabinet, Trunk, and Pad- lock, Am. per gross.....	1 60 4 75
Knobs.	
Door, japanned, and N.P., Can. list dis. 50 p.c.	
Bronze, Berlin, per doz ..	2 75 3 25
Bronze, Gem, ".....	6 00 9 00
Lava, ".....	8 75 10 00
Shutter, porcelain, F. & L screw, per gross.....	\$1 30 4 00
Ladles.	
Melting, per doz.....	1 70 4 50
Lemon Squeezers.	
Porcelain lined, per doz ..	2 20 5 60
Galvanized, ".....	1 87 3 85
King, wood, ".....	2 75 2 90
glass, ".....	4 00 4 50
All glass, ".....	1 20 1 30
Lines.	
Fish, per gross.....	1 05 2 50
Chalk, ".....	1 90 7 40
Locks—Door.	
Canadian, dis. per cent.....	50
Russell & Erwin, per doz ..	2 90 7 50
Cabinet.	
Eagle, dis. per cent, 30 per cent.	
Paalock.	
English and Am. per doz ..	50 6 00
Scandinavian, ".....	1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent	
Mallets.	
Tinsmiths', per doz ..	1 25 1 50
Carp'trs', hickory ".....	1 25 3 75
Lignum Vitæ, ".....	3 85 5 00
Caulking, each.....	1 60 2 00
Mattocks.	
Canadian, per doz.....	8 50 10 00
Meat Gutter.	
Enterprise, dis. per cent ..	20 25
Canadian, 37½ to 40 per cent.	
Dixon's, each.....	1 60 2 00
Woodruff's ".....	1 10 1 70
Hale's, ".....	1 05 1 50
Hume, ".....	13 00 16 00
Mincing Knives.	
American, per doz.....	42 2 35
Molasses Gates.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent	
Nails.	
Cut, 3 in. and upwards, per keg base, price.....	2 55 2 60
Brads & Moulding Nails, 70 to 70 and 5 per cent.	
Wire Nails, 70 to 70 and 5 per cent.	
Nail Pullers.	
German & American.....	1 85 3 50
Nail Sets.	
Square, round and octa- gon.....	3 38 4 00
Diamond.....	12 00 15 00
Oil.	
Canada Refined Oil (Toronto) 15½	16
Carbon Safety ".....	0 18 0 18
Canada W.W. ".....	0 20
American W.W. ".....	0 25
S. R Seal.....per gal	0 63 0 65
Oilers.	
McClary's Galvan. Iron Oil Can, with Pump, per doz.....	19 50
Zinc and Tin, dis. 50, 50 and 10.	
Copper, per doz.....	1 25 3 50
Brass, ".....	1 50 3 50
Malleable, dis. 25 per ct.	
Pails.	
Galvanized, per doz.....	2 00 3 50
Pencils.	
Dixon's, per gross.....	1 00 4 25
" Carpenter.....	2 25 3 60
Picks.	
per doz.....	6 00 9 00
Picture Nails.	
Porcelain Head, p. gross ..	1 65 3 00
Brass Head, ".....	40 1 00

Planes.	
Wood, bench, Canadian dis. 50. per cent., American dis. 45 per cent.	
Wood, fancy Canadian, or American dis. 35.	
Bailey's (Stan R. & L. Co.) 33½ to 35 per cent.	
Miscellaneous, dis. 10 to 12½ per cent.	
Bailey's Victor, dis. 10 to 12½ per cent.	
Plane Irons.	
English, per doz.....	2 00 5 00
Pliers and Nippers.	
Button's Genuine, per doz. prs. dis 37½, 40 p.c.	
Button's Imitation, per doz.....	7 40 10 25
German, per doz.....	60 2 60
Plumbs and Levels	
S. R. & L. Co., dis. 65 p.c.	
Poppers.	
Corn, square, per doz....	1 35 2 00
Pruning Shears.	
Per doz.....	4 00 5 50
Pulleys.	
Hothouse, per doz.....	55 1 00
Axle, ".....	22 33
Screw ".....	27 1 00
Awning, ".....	35 2 50
Pumps.	
Rumsey or Canadian Cistern & Pitcher Spout, 60 and 60 and 10 p.c.	
Punches.	
Saddler's, per doz.....	1 00 1 85
Conductors', ".....	9 00 15 00
Tinner's solid, per set.....	72
hollow, per inch.....	1 00
Putty.	
Bladder, per 100 lbs.....	2 00 2 25
Tins, lbs.....	2 50 2 75
Rail.	
Barn Door, per foot....	3 3½
Sliding Door, ".....	3½ 3½
Rakes.	
Cast Steel and Malleable, Canadian list dis. 40 per cent.	
Razors.	
Boker's, per doz ..	7 50 11 00
Wade & Butcher's ".....	3 60 10 00
Razor Stropps.	
Currier's, per doz.....	1 25 3 60
Rivets and Burrs.	
Copper Rivets, dis. 40.	
Iron ".....	40 to 45 per cent.
Burrs, Iron, 30, 33½ per c.	
Rivet Sets.	
Canadian, dis. 30, 35 per c.	
Rope.	
Sisal, per lb 10½ 11 smaller than Manilla, ".....	14½ 15 7-16, ½ c. extra.
Cotton, ".....	22 25
Russia Deep Sea, per lb..	15 16
Jute ".....	09½ 10
Rules.	
Boxwood, dis. 75 & 10 to 80 p.c.	
Ivory, dis. 40, 40 & 5 per cent.	
Sad Irons.	
Mrs. Potts, per set ..	0 85 0 90
" N P. ".....	1 15 1 20
Sand and Emery Paper.	
B. & A., sand, 30 p.c.	
Emery, per quire.....	55 90
Sash Cord.	
Per lb.....	22 50
Sash Locks.	
Triumph and Morris, dis 37½, 40 per cent.	
Kempshell's dis. 40, 62½ per cent.	
Canadian, dis. 45, 50 p.c.	
Sash Weights.	
Sectional, per lb.....	2½ 3 00
Sausage Stuffers.	
Each.....	1 00 3 00
Saws.	
Hand, Disston's, dis 10 p.c.	
S. & D. dis. 35 to 40 per cent.	
Cross-Cut, Disston's, per ft. 35 to 55.	
S. & D. dis. 30 to 35 per cent.	
Hack, complete, each....	1 75 2 75
" frames only.....	75
Saw Sets.	
Per doz.....	1 65 9 00
Scales.	
Canadian List, dis. 40 p.c.	
Scale Beams.	
Canadian, B. S. & M. dis. 40 per cent.	
Scrapers.	
Box, per doz.....	2 10 4 50
Foot, ".....	40 3 50

Screens.	
Window, patent, per doz ..	6 00 7 50
Screw Drivers.	
Sargent's, per doz.....	65 4 00
Screws.	
Wood, F. H. Iron, 7½ per cent. dis.	
" F. H. " 7½ " " "	
" R. H. Brass 75 " " "	
" R. H. " 70 " " "	
Diamond Point wood screw nails, bright, dis. 7½ and 20 per cent.	
Bench, wood, per doz....	3 25 4 00
Bench iron per doz.....	4 25 5 75
Scythes	
Discount 40 per cent.	
Scythe Snaths.	
Canadian, dis. 33½ to 35 p.c.	
Shears.	
B. & W., japanned, dis. 75 per cent.	
B. & W. N. P., dis. 65 p.c.	
Seymour's dis. 60 p.c.	
Edna, dis. 75 @ to 75 and 10 per cent.	
Heinish 60 per cent.	
Sheaves.	
Sliding Door, per set....	77 1 40
Steel Shingles.	
The Metallic Roofing Co. of Canada. per square.....	5 75
Heavy Eastlake Galvanized.....	5 25
Light ".....	4 00
Heavy Eastlake Painted.....	3 75
Light ".....	6 25
Tower or Mansard Galvanized.....	4 50
Tower or Mansard Painted.....	7 00
Terra Cotta Painted Tile.....	3 50
Eastlake Painted Siding.....	4 75
Manitoba Galvanized Siding.....	3 50
Heavy Man. Painted Siding.....	3 25
Light Manitoba Painted Siding.....	3 50
Heavy Sheet Pressed Brick.....	3 25
Light Sheet Pressed Brick.....	3 50
Painted Crimped, Siding or Cell.	
Shot.	
Canadian, dis 7½ per cent.	
Shovels and Spades	
Canadian, dis. 37½ per cent	
Sieves.	
Wood Rim, black, p. doz ..	1 15 1 35
" tinned, ".....	1 35 1 60
Tin Rim, ".....	2 30 2 45
" black, ".....	1 80 2 25
Snaps.	
Harness, German, p. gro. ..	2 00 5 50
Acme, ".....	3 00 5 00
Lock, Andrew's ".....	4 50 11 50
Soap.	
Sapolia ½ gross boxes.....	3 25
½ and ½ gross boxes per gross net cash.....	12 00
Soldering Irons.	
Per lb.....	0 32
Wrought Spikes.	
Discount, net list to 10 per cent.	
Spoke Shaves.	
Wood, English.....	1 80 5 00
Iron, American.....	1 35 2 35
Spoons and Forks.	
Tea Spoons.....per gross ..	7 50 12 00
Dessert ".....	21 00
Table ".....	30 00 30 00
Dessert Forks.....	24 00
Medium ".....	27 00
Table ".....	36 00
Squares.	
Iron, per doz.....	1 65 2 90
Steel, dis. 75 p.c.	
Try and bevel, dis. 50 to 52½ per cent	
Staples.	
Fence, galvanized, per lb ..	5 5½
Wrought Iron, dis. 75, 75 and 10 per cent.	
Stocks and Dies, Amer. dis. 25 per cent.	
Stone.	
Washita, per lb.....	0 15 50
Hindostan, per lb.....	0 06
" Slips, per lb.....	9
Labrador, per lb.....	0 13
" Axe, ".....	0 15
Turkey ".....	0 50
Arkansas ".....	1 50
Water-of-Ayr ".....	0 10
Scythe, per gross.....	3 50 5 00
Grind, per ton.....	15 00 18 00
Tacks, Brads, etc.	
The following are for ordinary-sized lots; in quantities an extra 25 p.c. dis. Cut, Carpet, gimp, blue, dis. 35 p.c. tinned, dis. 45 p.c.	
Swedes' iron, blue or tinned, dis. 42½ p.c.	
Upholsterers' dis. 42½ p.c.	
Copper Tacks and Nails, dis. 35 p.c.	
Trunk and Clout Nails, " 40 p.c.	
atent Brads, dis. 40 p.c.	
Finishing Nails, dis. 35 p.c.	
Cigar Box Nails, dis. 35 p.c.	
Shoe Finders' Tacks & Nails, dis. 25 p.c.	

Tape Lines.	
English, ass skin per doz. \$2 75 \$5 50	
English Pat. Leather.....	5 50 9 75
Chesterman's, each.....	0 90 2 85
steel, each.....	0 80 8 00
Thermometers.	
Tin case & dairy, dis. 75 p.c.	
Thimbles.	
Asbestos, filled, per doz., dis 25 off	
Ties.	
Cow, per doz.....	1 25 2 50
Tinner's Shears and Snips	
P. S. & W., 10 p.c. advance on American list.	
Tinware.	
Stamped, dis. Assn list, 70, and 12½ per cent.	
Japanned, dis. Prices on application	
Pieced, dis. " " " "	
Transom Lifters	
Payson's, dis. 25 per cent.	
Traps.	
Game, Newhouse, dis. 17½, 20 per cent	
Game, H. & N., or P. S. & W., discount 57½ to 62½ p.c.	
Mouse, per doz.....	0 35 1 50
Rat ".....	2 00 4 50
Trowels.	
Disston's, discount 10 p.c.	
German, per doz.....	4 75 9 00
Brade's ".....	00 10 50
S. & D., discount 35 p.c.	
Triers.	
Butter, per doz.....	6 25 9 00
Twines.	
Bag, per lb.....	0 12½ 0 20
Wrapp'g, mott'd, pr. pack.....	0 50 0 60
" cotton, per lb.....	0 18 0 20
Mattress, per lb.....	0 33 0 45
Staging ".....	0 27 0 35
Broom ".....	0 30 0 55
Binding, flax, per lb.....	
" jute ".....	
Vises.	
Hand, per doz.....	4 00 6 00
Bench, parallel, each.....	2 00 4 50
Coach, each.....	6 00 7 00
Peter Wright's, per lb.....	0 12 0 13½
Pipe, each.....	5 50 9 00
Saw, per doz.....	6 50 13 00
Washer Cutters.	
Per doz.....	4 00 8 50
Well Wheels.	
Amer., per doz. 8, 10 & 12 in. ..	3 38 6 00
Wire.	
Market, bright, annealed, annealed and oiled, galvanized, coppered, 5 to 7½ per cent. dis. off list, adding 10c. for freight from Hamilton or Toronto.	
7½ per cent. dis. off list from Montreal Terms 4 mos. or 3 per cent., 30 days.	
Market, tinned per lb.....	0 04½ 0 08
Tinned Broom, from 19 to 22 gauge, per lb.....	0 07 0 07½
Malin's Wire on spools, dis. 30 to 35 per cent	
Clothes Line, galv., p. 100ft ..	0 25 0 55
Barbed Wire.	
Galv. steel barb fencing.....	
"Lock Barb," 4 point.....	0 04½ 0 05
Ditto Glidden 2 point.....	0 04½ 0 05
Galv. Steel, plain twist.....	0 04½ 0 05
Galvanized Barb, "Ly- man," 2 to 4 points.....	0 04½ 0 05
Staples.....	0 04½
Terms, 60 days or 2 per cent off for cash—10 days.	
Wire Cloth.	
Ordinary, discount 25 p.c.	
Painted Screen, p. 100 sq ft ..	2 00 2 25
Wrenches.	
Agricultural, 65 to 70 p.c.	
Standard, dis. 60, 60 & 10 p.c.	
Coe's Gen'l, dis. 32½ p.c.	
Diamond, dis. 33½, 35 p.c.	
Tower's Engineer, each.....	2 00 3 00
" S., per doz.....	5 80 7 50
G. & K.'s Pipe ".....	6 00
Burrell's " each.....	3 40
Pocket, per doz.....	1 25 2 00
Skates.	
Skeleton, dis. 10 p.c.	
Whelpley's Pat. Club, Ladies', Brass Tops, 7½ to 9½ in.....	1 75
Whelpley's Pat. Club, Gentle- men's, Brass tops, 9½ to 12 in.....	1 90
"Star" Mfg. Co's wrought steel top, dis. 30 p.c. 8 to 12 in.....	
Halifax Pattern, dis. 10 p.c.	
No. 0, Whelpley's, 8 to 12 in.....	0 63
Forbes' New Patent.	
Half-Patent, "Achieved" action with finest tempered blades ..	4 00
Full-Patent, "Achieved" action, with new patent blades.....	4 50

HARDWARE



No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,
DEAR SIR,—I am pleased to say that after nearly three years constant use, day and night, on our largest engine your Copperine has stood its work well. I have not had to renew any of the heavy bearings yet, so I consider that speaks for itself. I am pleased to recommend it to any one in need of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,
Chief Engineer Toronto Waterworks.



J. L. JONES,
WOOD ENGRAVER,
8½, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

Metallic Shingles,
Siding and Ceiling Plates,
Terra Cotta Tile,
Corrugated Iron, etc.

SEND FOR CATALOGUE.

METALLIC ROOFING CO., L'D.,

Rear 84 to 90 Yonge St.,

TORONTO.

Telephone No. 1457.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED

FETHERSTONHAUGH & CO., Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor), TORONTO.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER.

BUILDERS' & CONTRACTORS'
SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

TRAVELLING MEN

I WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.



Improved patent asbestos floor and partition thimble. Patentee and Sole Manufacturers, Canada and United States, Raingrieve & Craig, 188 Richmond St., W. Toronto

HARDWARE.



(PATENTED.)

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

No More Broken Handles.
All Heavy Nickel Plated.
ATTRACTIVE,
DURABLE,
Easy to the Hand.
-NO EXTRA COST-



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

DOMINION WIRE

MANUFACTURING CO'Y,
LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.

“LYMAN” 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

FENCING.

Staples and Fencing Tools.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, “PLATE.”

GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

55 Victoria Street, - - - Toronto, Ont.

MAR 21., '91

2.00 Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED

WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

—o—
Importers of
BAR IRON,
STEEL,
Shelf and Heavy

HARDWARE,

Builders' and
Mechanics'
TOOLS and
SUPPLIES.

—o—
32 KING ST. EAST,



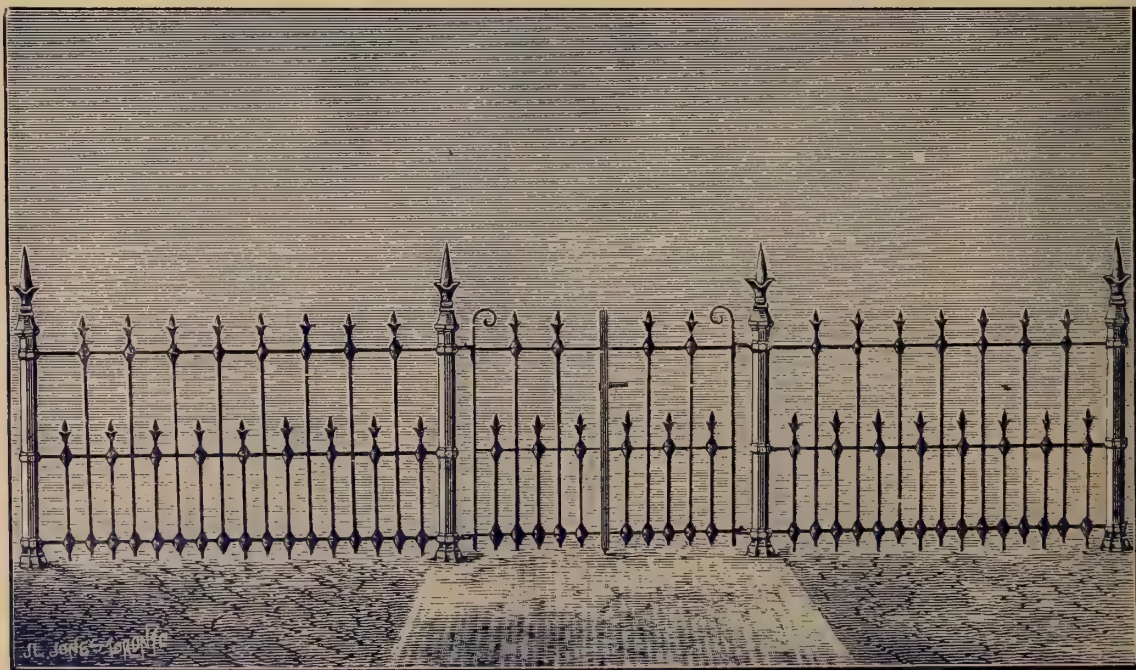
JOHN LEYS,
Vice-President.

—o—
Mantels,
Grates,
Tiles,

- CUTLERY -

E. P. WARE
Housefurnishings.

—o—
TORONTO.



Send for Catalogue.

SHIPWAY MFG CO.,

70-76 Victoria St.,
Toronto.

SPOONS, FORKS ETC-STAMPED.

1847. ROGERS BROS. A1.

ARE GENUINE "ROGERS" GOODS.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere.

R. CARRIE,
27 Front St. E. Toronto.

60W

STORAGE

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vcl. 3.

TORONTO, MARCH 21, 1891

No. 12

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

CANADIAN PRICES OF THE U. S. PARIS GREEN TRUST.

The Paris green trust of the United States, after suppressing all competition in its own country, now turns its attention to Canada. A short time ago it furnished Canadian customs officials on the international frontier with a price list to be used as the basis of calculation for duty on all Paris green sent into this country. According to the quotations in this list staple stock sells at 11c. per lb. The price list in question is for the Canadian trade only, the United States market being kept, up to the 15th of April, without quotations. In the meantime orders will be taken from the United States trade, will be filled now, and the price will be adjusted after that date. The United States trade might as well buy thus blindly as not, for the trust is in a very strong position, and prices made after trade will not be more arbitrary than those made before it. Also, the trade is now pretty fully stocked, orders for the present and coming season's business having been taken last fall. The intention of the trust is plainly to make this country a sacrifice market until the production of Paris green is crushed out as a Canadian industry, when, of course, prices will be put up. This is obvious from the fact that the trust will make quotations only for the Canadian trade.

This very procedure, of bringing prices down to the verge of cost, was resorted to by the trust last year in its own country, for the purpose of extinguishing several manufacturers who had started in opposition to it. These manufacturers had their eyes open to

the fact that the trust was a very powerful concern, but felt that their own comparative smallness would be insufficient to lead the trust to break prices. Their belief was, that their opposition would be bought off rather than famished, and some no doubt started with no other speculation in view than that of selling out to the trust. The latter, however, disappointed them, and commenced an onslaught upon them by playing havoc with prices. The prices in the United States were last year too low for money to be made, but they sufficed to put the newcomers out of the field and to leave the trust triumphant.

So far as the United States is concerned the trust now upholds prices, having no longer any motive to keep them depressed. But it now aims to annex the Canadian trade, and so far as the trade of this country is concerned, it resorts to the same method. Three years ago when the trust was undisputed master of the situation in the United States the price was 16c. The cost of production is, upon a consideration of all the elements involved, the same now as it was then. The cost of one ingredient, arsenic, is higher now than it was then. The market price here is 16c. What it is in the United States the trust will not say till after the 15th of April, its evident design being to keep our Customs officials from having any other authority than the list provided, upon which to calculate the duty on shipments.

It is gratifying to know that the scheme, so far as the customs officers is concerned, has miscarried. They refuse to take any basis of valuation other than that of the home market. Consequently there will be no evasion of duty incidental to the working out of this design. And it is well that our customs department can not be made an agency for the subjugation of a native industry by

an outside concern that aspires to be imperial in its sway. Reprisals on the part of our manufacturers are made impossible by the high duty (25 per cent.) levied by the United States government. Our government on the other hand levy a comparatively light duty, viz., 10 per cent.

SMALL FIRMS.

That small firms have a hard fight of it is a proverb, and it quite often happens that a really deserving firm goes to the wall, rather through force of circumstances than any fault of its own. Speaking generally, however, there can be no doubt that there are too many weak firms for the business there is to do, and overcrowding brings its own result and the weakest go under. There are quite a number of these small wholesale firms in Montreal, especially those who cater to the trade of the French Canadian country, and when one of them gets into difficulties, in the face of competition from strong firms, no one expresses any surprise. It is true, that at one time, there was quite a nice little business to be done in bar iron and blacksmiths' supplies generally, but in these days of machine made horseshoes, horse nails, etc., etc., ad libitum, the scope for it has been materially reduced, especially as the increased means of communication enable the country dealer to do business in a different way than formerly.

In this connection there is one firm in difficulties just at present who all in the trade agree deserve better success. This firm is Piche, Tisdale & Painchaud, who have been established for some seven years or so, and did a very conservative business, all the members of the firm being earnest and hard working, but our remarks re small houses apply to their case, and under the stress of circumstances they have been compelled to put up the flag of distress. It is

understood that they have made an offer of 40c. on the dollar, and their liabilities amount to only \$23,000, of which the Pillow-Hersey Manufacturing Co., with the sum of \$2,900, is said to be the largest creditor. This in itself is sufficient evidence of the extent of their business. Among the other creditors are A. C. Leslie, Frothingham & Workman, Benney MacPherson, B. & S. H. Thompson, Abbott & Co., and the Montreal Rolling Mills, the above-mentioned sum being pretty equally divided amongst them. The firm have also some \$46,000 worth of paper with their bankers, the bulk of which is considered all right, but a considerable portion of it is looked upon as doubtful. The creditors held a meeting on Wednesday afternoon in the offices of the Montreal Rolling Mills at Montreal, but nothing was decided on beyond the appointment of Mr. Stevenson auditor to examine their books. It is a moot question whether they will be tided over or not, but the impression prevails with some that they will not, as another firm of the same class which got into difficulties last year were wound up.

A CULPABLE SETTLEMENT.

A short time ago a firm of general merchants in an up-country town in this province were burnt out. The insurance money was paid over in due course, part of it was used in settlement of a bank account, and the remainder—above \$6,000—was deposited in the bank. One of the partners then came to this city and met the firm's creditors. In the proposal he made to the latter it is clear that he recognized the great advantage of his position, and that he was not hindered by scruples from making the best of it. He stated that his firm had the cash aforesaid—namely, above \$6,000—and that their only other assets were their book accounts. The book accounts, he said, amounted to almost nothing, and might be neglected in any calculation of the value of the estate. The other resource, the cash, he evidently felt himself under legal compulsion to surrender only when his creditors could lay hands upon it, and since they did not know where it was, he regarded the position as favorable to dictate terms of settlement from. He therefore offered to surrender half the money if the creditors would give the firm a discharge on that sole condition. The creditors appear to have temporized, however. A lawyer was quietly sent up to pay a sudden visit to the other partner, who seems to have been a less artful man. From him the lawyer managed to extract the information that the money was in a certain bank. It was immediately attached. Now the creditors had the advantage, and they should have used it to drive from trade a man of so manifestly dishonest principles as the partner whose overtures for a settlement we have described. But they did not do so.

They saw some immediate advantage in an alternative course. It was to accept an offer of 50c. in the dollar and give the firm

a discharge. If they wound up the estate they foresaw that the net proceeds would pay only 40c. in the dollar. The firm would not assign, and the sheriff's and other expenses could be saved by taking the proffered 50c. in the dollar, and leaving the members of the firm free to re-enter trade. And the creditors did this thing for 10c. in the dollar. They left these men acquitted of the obligation to pay half their just debts, eligible to resume business against any upright customer of the same creditors, just because 10c. more in the dollar could be got by so conniving at fraud of which the merciful creditors were themselves the intended victims. The firm would not assign; they misrepresented the book debts in the parley they had with the creditors, for those debts were nearly \$4,000; they endeavored to force the creditors to the acceptance of terms of settlement not determined by the amount of the assets, but by the advantage of the debtors' position. If they had had the goods and had put them out of the way, instead of doing the same thing with a partial equivalent in money, their act would have been considered criminal, and surely would at least have been enough to disqualify them from resuming business with the sanction of their creditors.

But the creditors in this transaction showed themselves to be lacking in concern for the real welfare of trade. For 10c. in the dollar they yielded more to the pressure of dishonesty than they would probably have done to the persuasion of an upright man who would have the candor to put himself wholly in their hands in a similar case. If an honest surrender will not more avail to get a man a discharge than will an attempt to overreach his creditors, the latter course may come to be the more generally preferred one. The wholesalers who yield to it will be to blame if it does. If men fail in business their integrity should, where possible, be their salvation, their dishonest intent should be their undoing.

AMERICANS SELLING LEAD HERE.

It is now about ten years since the American dry lead producers have been exporters to this market. Since then our manufacturers have obtained their supplies from Great Britain. During the past couple of weeks the usual order of trade has been reversed, and American lead has been placed with our manufacturers instead of the British product. Whether the displacement will be permanent or not remains to be seen. It may be only temporary. Prices on the American markets are not any lower, but there is surplus for which the Trust has to find buyers. The most convenient outlet is Canada and it is generally believed that it is their intention to supply us in future at figures just low enough to prevent British competition.

Great Britain will have to pay greater attention to this market if she would hold it. Not only are the Americans underselling her in lead, but also in pig iron. Representatives of British firms have been through Ontario lately, and with few exceptions they have not booked a single order. Although their prices are low, American pig iron men can go lower.

ASSOCIATIONS AND GUILDS.

Mr. Charles S. Smith, the President of the New York Chamber of Commerce, who, responded to "The Commerce of New York," at a dinner recently, said:—

"Gentlemen, we may, without a charge of egotism, magnify the mercantile profession. Commerce is, with the exception of agriculture, the oldest of all professions; it is older than any patent of nobility, older than written history. It began almost as early as anything human began. The late Professor Hitchcock said that 'commerce, through all the ages, had led to the historic march of civilization since mediæval times.' The merchant has been the founder and the patron of the university and library, the hospital, the museum, and the schools of medicine and art. The ancient and historic trade guilds in the remote past gave a powerful impulse to commercial and industrial organization, to which your toast refers. A rapid glance at their history will not be without interest in a company of merchants.

"An English historical writer describes these ancient guilds as voluntary associations of those living near together, for a common purpose, paying contributions, helping one another in sickness and poverty, and united for the pursuit of a special object. All writers agree that a marked feature, in all times and countries, was their custom of 'feasting together periodically.' They chose their own masters and officers, and made rules for self-government. They were democratic in their organizations. In some cases they provided their members with retiring pensions and paid their travelling expenses. There is an historical record of these associations among the Greeks in the second and third centuries before Christ, in which we find rules that a member who did not pay his fine was excluded unless excused by poverty and sickness, and that women were admitted as members and attended the meetings. As early as the fourteenth century in England the trade and merchant guilds attracted great attention on account of their wealth and influence. Wyckliffe complained of some of their abuses, and in 1389 returns were made of their doings in Chancery; what was known as guild law was often adopted as the law of the town.

"Now, in closing, gentlemen, may I refer for one moment to the obligation New York is under to the merchants for the liberal endowment which is constantly increasing her hospitals, libraries, museums, colleges of medicine, schools of art, and her hundreds of charities. The Astors, Vanderbilts, Marquands, Carnegies and many others are showing that they know how to execute the trust of great wealth. Let me quote the words of Addison concerning merchants, which certainly must be conceded to be of high authority: "There are no more useful members of a commonwealth than merchants; they knit mankind together in a mutual intercourse of good works; they distribute the gifts of nature, find work for the poor, add wealth to the rich, and magnificence to the great."

MEN OF THE TIMES.

E. B. EDDY.

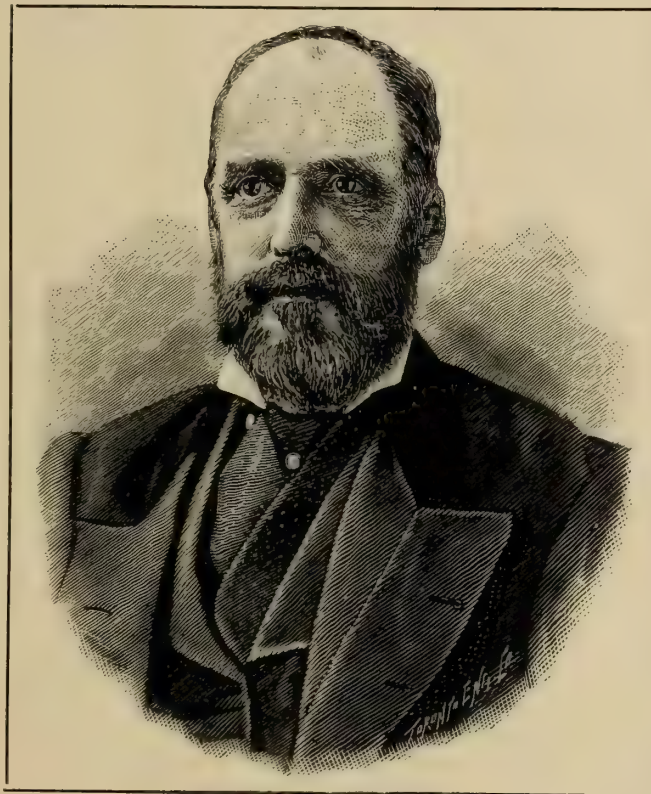
"Serve yourself, would you be well served, is an excellent adage."—MILES STANDISH.

Are there any of our readers to whom this name is unfamiliar? Is there anyone in Canada of the age of ten years and upwards who has not heard of E. B. Eddy of Hull, the great matchmaker, the owner of the mammoth woodenware factories, the king of the lumber trade of the Ottawa? As well might we ask, is there any one in this country a stranger to the use of matches?

Mr. E. B. Eddy was born in Bristol, Vt., in 1827, and comes of the historic Mayflower stock, being a direct descendant of that doughty warrior but luckless wooer, Miles Standish. His wife, to whom he was married in 1846, is a native of the same town, and is the granddaughter on her father's side, of John Arnold of Frankfort-on-the-Main, Germany. Mr. Eddy came to Canada and settled in Hull with his wife and family, in 1851. He began making matches there in a small way in 1854, and from that modest beginning have arisen the immense factories, mills, store-houses, offices, lumber yards, etc., etc., that cover scores and scores of acres, comprising nearly the whole water front and water power on the north side of the Chaudiere Falls, from a little below the C. P. R. bridge down the river to opposite Nepean Point. In 1856 he added the manufacture of pails, tubs, washboards, etc., to his then growing business. In 1858 he went into lumber, bought large tracts of timber lands, put up huge saw mills, planing mills, sash and door factory and box factory.

In '73, '74 and '75 when commercial disaster wrecked so many strong houses, he did not escape injury, the whole lumbering industry being utterly prostrated. As times improved again his business increased, so that when in the fall of '82 a terrible fire totally destroyed some \$250,000 worth of his mills, factories and plants, it still left him with two saw mills and not less than \$150,000 worth of factories, plant and supplies to go on with and hold his trade together till he could retrieve. As an illustration of his coolness, courage and promptness to meet an emergency, we give the following—one of a hundred similar characteristic anecdotes of him that could be told by many of his intimate friends. The night the mills were burned, Mr. Eddy was in Quebec, and was awakened to receive a telegram from his office at Hull, to say that all his mills and factories on the west side of Bridge street were on fire, others endangered, and asking what should be done,

and when he should return. Without a moment's delay he telegraphed back: "Put out the fire, clear up debris, prepare to build. I'll be home to-morrow." Thirty years' work swept away in one night would have disheartened most men, but with Mr. Eddy the disaster was hardly allowed to interrupt business. There was practically no stoppage of his business, certainly there was no damper on his pluck and energy. Rebuilding began before the burnt works were cold. All calls for goods were supplied, and in less than six months two enormous new stone saw mills, a large stone box factory, stone pail and tub factory, stone planing mill, sash, door and blind factory, magnificent stone offices and spacious stone warehouses, machine and blacksmith shops, etc., etc., stood in place of the former wooden buildings. Tramways



were laid, two locomotives were bought, and in May '83, the whole industry was in full blast again, sawing 70,000,000 feet of lumber per season, chopping 700,000 to 800,000 logs each winter, using 15,000,000 feet of lumber per year in the box factory, making over 10,000,000 feet of lumber yearly into doors, sash and flooring, turning out 100 dozen pails and tubs and 2,000 gross (8,000 wooden boxes or 288,000 small paper boxes) of matches per day—the whole giving employment to some 4,000 to 4,500 men, women and children, with a pay sheet that often amounted to \$60,000 per month, and which gave food and raiment to chiefly French Canadian families, from Gaspé to Lake Temiscamingue.

In '86 these vast businesses and varied industries were consolidated under a charter of the Dominion Parliament, and in '87, Mr.

Eddy became and remains the president and managing director of the E. B. Eddy Co. In '87 the indurated fibre ware factory was added. This was followed in '88 by the erection of the wood pulp mill. In March '89 the first stone was laid by Mr. Eddy for the erection of what is already one of the most important of all his works, viz., the vast plant for making sulphite fibre (a substitute for linen in paper making). In December of the same year this mill was completed, and has been since turning out fibre to its full capacity. When it is considered that the buildings, machinery, plant, etc., for this venture cost close to if not quite or over \$250,000, our readers will see what decision, energy, nerve and brain work it took to do so much, to do it so well, and in so short a time. Are the questions asked, "How can Mr.

Eddy create and manage all these works? How does he find a market for all the goods his factories turn out day by day, year by year? How has he become so successful?" Those who know him personally don't ask these questions. To those who have not this pleasure—we may say this privilege—the answer is: Added to his natural and his cultivated gifts of energy, courage, confidence, shrewdness, wit and generalship, and his well-known promptness and uprightness in business, is an extraordinarily powerful influence of personal magnetism that inspires with confidence and imbues with his hopes and his ideas all with whom he comes in contact, whether buyer or seller, friend, associate or employee; all feel that whatever he takes hold of goes, goes straight, goes quick, no halt, no deviation, no waver. While his "blood more stirs to rouse the lion than to start the hare," and while he likes large transactions and gigantic schemes and ventures, still he has a keen

eye for and a clear conception of the necessity for carefulness of details. His faculty for making new and retaining old business friends is very marked, and having secured a customer he seldom afterwards loses him. He attracts and keeps clever and useful men about him. Numbers of his employees have been in his service ten, fifteen, twenty, twenty-five and thirty years. His factories, workshops, and premises at Hull are models of solidity, utility, neatness and comfort.

Ottawa was Bytown, Hull had about thirty small buildings when Mr. Eddy settled there. To no other one man is so much of the development of the Ottawa Valley and of the increase of business, of population, of wealth, and of industry in Hull due as to him. Long may he live and prosper. His place in business and manufacturing circles in Canada would be hard to fill.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD:

Crown, Red Cap, Blue Ribbon, Silver Composite.

Manila and Sisal Rope,
Lath Yarn, Packing, &c.

MINING SCHOOLS.

Coming from a district which has already produced almost a fabulous wealth in minerals, Mr. Conmee, of West Algoma, naturally takes the deepest interest in all that concerns the mining development of the Province. Mr. Conmee accompanied the Sudbury delegation and gave to the best of their contentions valuable and timely support. A pamphlet issued by Mr. Conmee and circulated among the members of the House, dealing with the question of promoting mining development, is attracting general attention. In this pamphlet Mr. Conmee advocates the establishment of a Department of Mines with a responsible Minister at its head. He also presents in a strong light the advantage of local schools of mines, and showing the remarkable success which has been attained in New Zealand through this energetic policy. In his pamphlet Mr. Conmee reminds the people of a fact too often forgotten—that each mineral range carries its own local conditions so that education to be of real value must not be confined to theory, but must include a practical training of the hand and eye so as to enable the pupil to produce actual results. As Mr. Conmee tersely puts it, "it is as necessary to train the mining student in the vicinity of the mines as it is to train the medical student in the vicinity of large hospitals or the law student in the atmosphere of the courts." With a view to promoting practically the movement he has in view the member for West Algoma has prepared a bill which will soon come before the House, making important changes in the Municipal Act. Should this bill become law a municipality or several adjoining municipalities, or any part of one or several municipalities, will be authorised to grant bonuses for the establishment and maintenance of mining schools. This, it is believed, will establish the schools in the best locations and will give them the local

character which is desirable. It is hoped that Provincial grants may be made also, and thus small smelting works established without too great an expenditure of private capital. Should the measure carry Mr. Conmee would expect to see at least four schools established—at Rat Portage, Port Arthur, Sudbury, and Kingston.

OPENING OF NEW TIN PLATE MARKETS.

Though a carefully guarded secret, says the Western Mail, it has in certain circles been known that the tin plate manufacturers of South Wales have for some time past been considering, in view of the imminent operation of the tin plate clause of the McKinley tariff, what steps it would be advisable to take to assure the prosperity of the trade in the principality. The masters have met from time to time in private at Swansea, but, as they were under a pledge of secrecy, a very meagre report only of their deliberations has appeared. We are in a position to-day to amplify a little what has already transpired. It appears that the manufacturers have now seriously taken up the question of extending the scope of the trade, and it may be fairly assumed that the masters will speedily take steps to open up markets in Ceylon, Japan, and China. The makers have decided to combine with this object in view, and have decided to send out men to the above-mentioned countries to teach the natives the way to pack tea in tin plate boxes. For that purpose it is expected that five or six men will leave this country in a few months' time. Should the object in view be attained, a tremendous impetus must be given to the Welsh tin plate trade.

The following may be of interest: A dumb file is one that will not ring clear when balanced on the finger and struck by a piece of metal. Dumb files are not necessarily worthless; they seem hard enough, but for some cause not known they do not wear well. Always ring a file before you buy it, and reject a dumb one.

SKILLED WEIGHT INSPECTORS.

The annual report of the Commissioner of Inland Revenue on the inspection of weights, measures and gas was issued on Saturday. Mr. Miall suggests the advisability of having some of the most intelligent and mechanically inclined assistant inspectors spend one or two of the winter months in the largest of the scale manufactories, for the purpose of picking up sufficient skill in scale making to enable them to make simple repairs and adjustments of weighing machines, weights, etc., when circumstances rendered it actually necessary. He does not, however, recommend making adjustments by inspection officers general, and would authorize it only in such cases as where, from remoteness of locality, and difficulty and cost of getting articles carried, regular adjustment would otherwise be impracticable. The report states that the Weights and Measures Act is being efficiently administered.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

MARK.



GRANTED

TRADE

1764.



CORRUGATED STEEL FASTENERS.

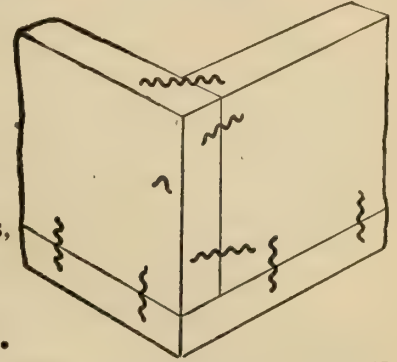
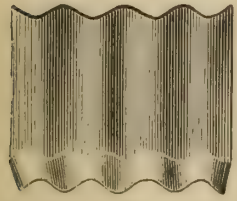
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



Mr. P. J. McNally, of the Toronto Lead and Color Co., now wears a medal. He is the champion curler of the Toronto Club.

Mr. James S. Anderson, of Kidson & Co., Glasgow, is in the city at present in the interests of the firm which he represents.

Sanderson, Percy & Co., Toronto, are receiving a large shipment of Star and double glass this week. It has been delayed in transit, having been due here some time ago.

On Saturday a fire occurred in the premises of J. & A. Bertram, hardware dealers 114 Yonge street Toronto, which was fortunately discovered in time by watchman Burrows. The damage amounted to about \$200, which is covered by insurance.

The new plate glass boards on which are entered the daily market quotations received by wire and cable at the Board of Trade here were placed in position this week. Besides being useful they are an ornament to the room. They were made by McCausland & Son here.

John McCloy's ship chandlery, hardware, and grocery store at Lock 25, Welland canal was completely destroyed by fire the other morning. Mr. McCloy's loss on building is \$4,000, insured for \$2,000; stock \$7,000, insured for \$5,000 in the Aetna and Citizens insurance companies.

T. B. Cook, of Harrowsmith, who is the fortunate owner of 500 acres of mineral land in the rear of the county of Hastings where mica has been found in large quantities, is about completing arrangements with a joint stock company to operate his mines. The mica thus far produced is pronounced by experts to be of a very superior quality.

Through the explosion of a pot of boiling jupian in the works of Brayley & Dempster, King William street, Hamilton, the other morning, a fire broke out which did damage to the amount of \$4,000. The building was partially burned down, the pulleys and shaft-

ing were warped and spoiled, besides most of the machinery. The insurance will probably reach the amount of the loss.

The catalogue of the Shepard Hardware Co., Buffalo, N.Y., is an elegant little book. It is oblong in shape, about 10x4 inches in page area, and containing 40 brightly printed, illustrated pages. The left hand cover contains a picture of the Niagara Falls and of the company's works, and the right hand cover bears the imprint of the company's monogram, very ingeniously devised. The contents relate to ice freezers; fruit, jelly, and lard presses; toy pistols, toy banks, iron toys, tinnerns' stoves, iron jack stones, broilers, sad iron heaters, gate hinges and latches, frame pulleys, etc. The trade could have no better handbook wherein to look for full information upon these lines.

The Canadian Institute is endeavoring to promote the mineral development of the province, and in order to do so the mining and geological section has passed a resolution, which it is taking active measures to bring into effect, calling a mining conference to meet in Toronto on 31st March, at 10 a.m., in the Canadian Institute building. The objects set forth in the resolution include the consideration of various measures for the advancement of the provincial mining industry, and no one can doubt that much good would ensue to the province as a whole if more active exertions were made to inform the public here and elsewhere regarding the enormous resources and hidden wealth which now lie buried underground.

HOW IRON CHAINS ARE MADE.

The Pittsburgh Dispatch thus describes the different steps necessary in the manufacture of iron chains:

The first operation is the making of the links. The material comes in coils, each containing from 80 to 120 feet of round iron rod, which is of uniform diameter and of various size, corresponding to the different styles of chains.

A piece of this wire is placed in the groove of a powerful machine, the wheel is started, a twisting motion imparted, and the iron comes

forth in a spiral roll, looking as the other strand of a rope might if separated from the component parts.

The groove into which the iron is pressed and the spindle-like arrangement about which the coil is formed, make the coil exactly uniform throughout, the links being the same distance apart and of the same size. The machine does its work rapidly; but little time is consumed in converting the 80 or more feet of rod into shape for the chain links.

The next step in the manufacture of a chain is the cutting of the links. The spiral coil comes from the hand of the first workman to another, who places it in a long sheet-iron trough suspended as high as a man's head, one end being considerably lower than the other.

One end of the coil is then submitted to the operations of the cutting machine, which, at a single blow, strikes off enough of it for a chain link. The machine is regular and rapid in its motion. The workman has only to hold the iron in position, and from 200 to 275 links are cut every minute. They drop into a spout and roll therefrom into a small cart, which is hauled away full to the welding department.

So far, all the work has been done without the agency of heat, but the chain cannot be completed without the agency of fire.

The final operation is welding the links together. Standing beside a furnace in which a hot natural gas fire is blazing, the workman seizes a piece of the white hot metal with his tongs, places it on a die, and putting his foot on a treadle, causes a spring hammer to descend, giving shape to the link. Two outer turns and two more blows of the hammer, and the link is completely formed and welded together. Another piece is then taken from the fire and the open end deftly slipped around the link just formed. It is operated upon just as the first link was—another is added, then another; the chain is growing rapidly—so fast, indeed, that two feet or more of it have been finished before the red glow has died out of the first link welded.

Of the small chain, which the workman is now making, the welding of 3,000 links is considered a good day's work. More can be made of a smaller size and less of a larger. It is very hot and noisy work.

FERGUSON, ALEXANDER & Co.,

Glasgow Lead and Color Works,

MONTREAL.

—MANUFACTURERS AND IMPORTERS OF—

Absolutely Pure White Lead,
Refined Red and Orange Lead,
Flake and Ground Litharge,
Glassmakers' Red Lead,
Potters' Red and White Lead,
Ready Mixed Paints, all Shades,
Ready Mixed Coach Colors,
Painters' Pure Colors, Dry and in Oil,

Superfine CARRIAGE COLORS, in Oil and JAPAN,
Pulp Colors for Wall Paper Makers,
Printers' Pigments in every Color,
Mistletoe Permanent Green for Window Blinds, etc.
Implement Paints, Colors and VARNISHES,
Coachbuilders' Varnishes and Japans,
Painters' Stains, VARNISHES, JAPANS and DRIERS,
Painters' and Coachbuilders' Requisites, etc., etc., etc.

VARNISH FACTORY :
St. Gabriel Locks.

HEAD OFFICES AND WORKS :
14 to 22 College Street, Montreal.

QUICK SHIPMENTS.



THOROUGH PLUMBING INSPECTION WANTED.

The Toronto Medical Health Officer again points to the urgent need of immediate attention to the imperfect sanitary condition of the plumbing in the majority of the city schools, stating it to be a matter of serious moment. In regard to the inspection of plumbing and drainage he says :—

On the 26th February I wrote to his Worship the Mayor, complaining of the system of supervision of plumbing and drainage inspection, and on March 3 I sent the following letter to the City Engineer, which explains itself :—

"DEAR SIR,—In order to facilitate and ensure a more thorough system of supervision, it is my intention during the balance of my tenure of office to notify your department of all recommendations made by me with regard to the plumbing and drainage, and the names of the parties responsible for the righting of same."

He complained of the difficulty in securing attention by the Plumbing Inspector to the work of the department. He charges that on January 17, February 25 and February 26, cases of urgency were called to the attention of the inspector and immediate reports asked for. When, on March 4, he was asked the reason for delay in reporting on these cases, the reply was made that he was too busy with his own private business to attend to them, and up to the present no report has been given. There are now a large number of places waiting to be inspected, in some of which there had been cases of diphtheria and typhoid. In one case the inspector was refused admission and ordered off the premises. As the season for prevalence of serious disorders is drawing on, the medi-

cal officer deems it essential that an inspector should be attached to the department who would give his whole time to the work and be given the authority of a sanitary inspector.

PROPOSED AMENDMENTS TO THE TORONTO PLUMBING BY-LAW.

The sub-committee of the Toronto Board of Works having in charge the matter of certain amendments to the plumbing by-law met on Wednesday afternoon, Ald. Bailey in the chair. A number of important alterations and additions to the by-law were recommended. A clause was inserted forbidding the service of more than two houses by a six-inch drain. Soil pipe in the future is to be untarred and immersed in hot oil to prevent rust. The present system of using tarred pipe makes it next to impossible to determine whether or not the pipes are sound, frequently serious defects being concealed by the tar. Hereafter the smoke test is to be applied to all finished plumbing work, and if satisfactory the plumber will be required to take out a certificate to that effect within 30 days. Drain layers hereafter will be required to take out a license and be held responsible for their work. A serious charge was laid by one Andrew Smith against the plumbing department of passing alleged imperfect work on Argyle street. After hearing his statement the committee resolved to have the matter investigated, and this will be done as soon as Smith deposits the \$3 necessary to cover the expenses of opening the drain in case, as the inspector maintains, he cannot prove his charge. Ald. Lucas is to have the oversight of the investigation and see fair play on both sides.

The English plumbers are discussing the use of the disconnecting trap. While advocates are to be found on both sides of the question, the majority seem to be in favor of its use.

MISTAKES IN DESIGNING BOILERS.

One of the greatest mistakes that can be made in designing boilers, and the one that is most frequently made of any, consists in putting in a grate too large for the heating surface of the boiler, so that with a proper rate of combustion of the fuel an undue proportion of the heat developed passes off through the chimney, the heating surface of the boiler being insufficient to permit its transmission to the water. This mistake has been so long and so universally made, and boiler owners have so often had to run slow fires under their boilers to save themselves from bankruptcy, that it has given rise to the saying, "Slow combustion is necessary for economy."

This saying is considered an axiom, and regarded with veneration by many, when the fact is, if the truth must be told, it has been brought about by the wastefulness entailed by boiler plants and proportioned badly by ignorant boiler makers and ignorant engineers, who ought to know better, but don't.

Let us consider the matter briefly. Suppose we are running the boiler at a pressure of 80 pounds per square inch, the temperature of the steam and water inside will be about 325 degrees F.; the temperature of the fire in the furnace will, under ordinary conditions, be about 2,500 degrees F. Now, it should be clear to the dullest comprehension

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

sion, that we can transmit to the water in the boiler only that heat due to the differences between the temperature in the furnace and that in the boiler.

In case of the above figures, about seven-eighths of the total heat of combustion is all that could, by any possibility, be utilized, and this would require that radiation of heat from every source should be absolutely prevented, and that the gases should leave the boiler at the exact temperature of the steam inside, or 325 degrees.

To express the matter plainly, we may say that the utilization of the effect of a fall of temperature of 2,175 degrees is all that is possible.

Now, suppose, as one will actually find to be the case in many cases if he investigates carefully, that the gases leave the flues of another steam boiler at a temperature between 500 and 600 degrees. The latter temperature will be found quite common, as it is considered to give "good draft."

This is quite true, especially as far as the "draft" on the owner's pocketbook is concerned, for he cannot possibly utilize under these conditions more than 2,500, 500, 2,000 degrees of that inevitable difference of temperature to which he is confined, or four-sixths of the total, instead of the seven-eighths as shown above, where the boiler was running just right, and any attempt to reduce the temperature of the escaping gases by means of slower "combustion," as he would probably be advised to do by nine out of ten men, would simply reduce the temperature of the fire in his furnace, and the economical result would be about the same. His grate is too large to burn coal to the best possible advantage, and his best remedy is to reduce its size and keep his fire as hot as he can.

This is not speculation, as some may be inclined to think. Direct experiments have been made to settle the question. The grate under a certain boiler was tried at different sizes with the following results:—

With grate six feet long, ratio of grate to heating surface was 1 to 36.6. The use of the smaller grate gave, with different fuels and all the methods of firing, an average economy of nine per cent. above a larger one, and when compared by burning the same amount of coal per hour on each, twelve per cent. greater rapidity of evaporation and economy were obtained with the smaller grate.—Extracts from the Mechanics' Complete Library.

The late cold snap in England gave a practical turn to the discussion regarding the placing of soil-pipes inside the houses.

SAPOLIO Is a solid handsome cake of SCOURING SOAP Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.

36 Front st., East, Toronto, Ont.

Dominion Agents.



Keith & Fitzsimons

MANUFACTURERS

GAS FIXTURES, ELECTROLIERS, BRASS GOODS.

111 KING ST., TORONTO.



BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,
Our name is stamped on every pipe.

74 York St., Toronto.

H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.
Telephone 2164.

REPRESENTING

PECK, BENNY & CO.,	}	Montreal.
J. & C. HODGSON,		
MILLER BROS. & TOMS.		
SHEPARD HARDWARE CO.	}	Buffalo.
AMERICAN BIT BRACE CO., ETC., ETC.		

GREEN SEAL BRAND PURE WHITE LEAD.

We are just in receipt of the following unsolicited testimonial:

"Your Green Seal White Lead is in every way found to be as good as quoted 'Pure' and we find it to work well and cover a large surface. It is the cheapest lead for us to use on this account. Yours truly,

FOSTER BROS., Painters,
Nanaimo, B.C.

WALTER H COTTINGHAM & CO.,
56 St. Peter St. MONTREAL,
Sole Proprietors Green Seal White Lead.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c
PETROLIA, - ONTARIO.

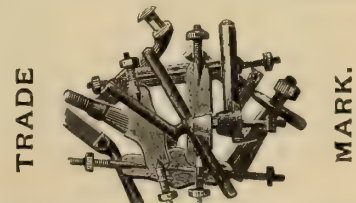
Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,
NO. 26 WELLINGTON ST. EAST,
TORONTO, ONT.

E. R. C. Clarkson, F. C. A.
W. B. Cross, F. C. A.
A. J. Phillips.

TORONTO ROLLING MILL AND FORGING CO., LTD.
(Successors to the Toronto Drop Forge Co.,)
68 Esplanade St.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

EVERY Reader of this paper is a buyer, Therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what readers want

WELL KNOWN TRAVELLERS

Horace Greeley's advice to young men who desire to succeed was to "go West." The travelling "stars" in the hardware line seem to reverse this injunction and "go East." Messrs. Wm Thompson and Mr. Joseph Brent, the latter best known as "genial Joe," both old Toronto travellers, now call over the list from "Axes to Zinc" for Messrs. Caverhill, Learmont & Co., and Benny, Macpherson & Co., respectively. Mr. DeCatur an old Hamilton salesman, has a position with Messrs. Frothingham & Workman and now it is reported of W. Webber, for many years with Messrs. Rice Lewis Sons Co., Limited, that he is leaving them to act as travelling salesman and western representative for Messrs. Pillow Hersey & Co., Montreal. We need scarcely say that these are all first class firms, wide awake to pick up the first class men.

CREDIT IN THE ENGLISH HARDWARE TRADE.

Says an English exchange: In London and other large towns there is ordinarily a much larger proportion of cash transactions, but even in the metropolis the suburban ironmonger often has much trouble with his accounts. It is in the country, however, that the credit system flourishes most vigorously, partly because it has always been more or less an institution of country life, and partly because some of the conditions under which agricultural pursuits are carried on are held to necessitate the concession of more or less credit. The farmer obtains goods on the promise to pay when the harvest has been secured, and other of the rural classes make a point of "settling up" at or about Christmas. In some cases the credits run indefinitely, and even with county magnates and members of the titled classes it is not uncommon for such a thing as a positive "clear up" of accounts to be deferred for eight or ten years at a stretch.

But the greatest worry of the retailer's business is probably the difficulty he experiences with those who are known bad payers, albeit generally regarded as being respectable members of society. These persons are to be found in pretty nearly every community. They are free buyers, often of the very best grades of goods, but will not pay until they are served with a writ or with a county court summons. Ultimately they do discharge their obligations, always paying some 25 shillings in the pound, but never doing so until they have been worried, threatened, and perhaps sued. Often they are indebted to several ironmongers, grocers, and other classes of tradesmen in the same town at the same time, or they proceed to favor B with their custom directly A begins to ask for his money. If these persons happen to be of any social status, or have good connections in the neighborhood, they are very awkward to deal with in the way of getting in their accounts. They know it, and presume to the uttermost upon their influence and the alleged value of their custom. The local tradesmen are puzzled how to secure payment of their accounts without giving offence, and often go on from bad to worse until the debt is worse than one which is bad under ordinary conditions.

SITUATION WANTED.

SITUATION WANTED AS HARDWARE
Traveller or Salesman. Thoroughly posted in retail trade. Address, Iron, this office. 12

SITUATION WANTED--By a tinsmith of ten years experience. First-class on pump, iron pipe, and furnace work; having worked six years at the furnace business. Can figure on jobs, and give references. Address, Furnace, No. 5 Oak St east, Toronto, Ont 14

SAW YOUR ADVERTISEMENT

IN THE

HARDWARE.

When writing to our advertisers please inclose the above.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
ELECTRIC Hydraulic and

for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

PAINTED SCREEN WIRE CLOTH.

Painting and Quality unexcelled.

SPECIAL SAND SCREENING CLOTH, JAPANNED HARDWARE GRADE WEBS,
LATH CLOTH and special strong power Loom Webs.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.

Send for Catalogue.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE
NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

If orders are now sent in with specifications we can supply in good time the latest improved Milk Can Trimmings with wide hoop and patent cover and Tinned Iron for the same, also Creamery Can Fixtures with the new patent Jersey gauge (which requires no putty).

We also have all kinds of Creamery Gates, Sap Buckets, New Galvanized Steel Buckets, good stock of Embossed Ware, in fact a heavier and more varied stock of tinware and house furnishing supplies than ever at prices as low as any.

Early orders, not necessary for immediate shipment, solicited.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



EUROPEAN MARKETS.

The following are late private cable quotations.

	This week.	Last week.
Tin—Spot—	£ 90. 17s. 6d.	£ 90. 2s. 6d.
Future—	90. 12s. 6d.	90. 10s.
Copper—Spot—	52. 2s. 6d.	52. 15s.
Future—	52. 5s.	52. 15s.
Lead	12 12s. 6d.	
Spelter,	24	
Tin Plates—Cokes	17s. 6d.	18s. —
Pig Iron—Scotch } Warrants. }	44s. 1d.	
No. 3 Middleboro',	39s. 6d.	

MONTREAL MARKETS.

MONTREAL, March 19, 1891.

There has been no particular movement in any line of heavy materials, except it be in oils, in which there has been some movement in cod liver, and prices rule firm under a good clearance of stock. Iron has furnished a very dull week, and the same can be said of chemicals, values on the latter, however, ruling necessarily firm, as the Union is now a dominant factor on primary markets and will listen only to their own terms. There has been a small failure in the hardware trade during the week, viz.: a small French house who certainly deserved success, for they worked hard enough, but circumstances were against them. The facts are referred to elsewhere in our columns.

IRON AND HARDWARE.

The iron market, speaking generally, has shown no important features since our last, nor are any expected, for, as we said in last week's report, business is not expected to open out in earnest until the end of the month. Pig iron shows no change, and there is nothing doing except a jobbing movement in car lots, ex. store on the former basis, \$23 to \$23.50 for Summerlee and equal brands. Nothing is doing in the way of forward delivery and no F.O.B. quotations are to hand, but the prediction is that good brands will open out at about \$22. One favorable feature is the fact that stocks in store are not large, in fact smaller than usual. Manufactured iron is as before, and there is only a quiet trade doing in bar iron on the old basis of \$2.25. Hoops and bands, sheet iron, etc. are unchanged. Tin plate remains as before, that is the position is unsettled at primary markets, while on spot there is nothing to note stocks being light and all of charcoal which is held steady at \$4.75. No cokes are offering. Terne plates are in the same position. Copper and tin are irregular and there is no doubt that this can be moved at 13½c. for a round lot to a regular consumer, but it would cost 15c. to move under any other circumstances. Iron pipe remains irregular as regards discounts and there is nothing particular to note regarding any other line.

NAILS.

Manufacturers have been more active during the past week but business in an actual sense remains quiet and orders are not as satisfactory as might be. In fact operations are being conducted very cautiously.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 40
8 dy to 9 dy, " " "	....	2 65
6 dy to 7 dy, " " "	....	2 90
4 dy to 5 dy, Am. pat	....	3 15
3 dy, hot cut, per keg, Am. pat	....	3 90
3 dy fine hot cut, " "	....	5 40
4 dy to 5 dy, cold cut, Can pat.	....	2 90
3 dy, cold cut, " "	....	3 40
2 dy, hot cut, nails " "	....	5 60
Steel Wire.		
Cut Nails.		
10 dy to 60 dy, per keg	.....	\$2 50 \$3 15
9 dy " " "	.....	2 75 3 45
8 dy " " "	.....	2 75 3 70
7 dy " " "	.....	3 00 4 00
6 dy " " "	.....	3 00 4 30
5 dy " " "	.....	3 25 4 30
4 dy " " "	.....	3 25 4 60
3 dy " " "	.....	4 00 5 50
3 dy fine " " "	.....	5 50 6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	2 97
6 dy @ 7 dy, " "	.....	3 47
8 dy @ 9 dy, " "	.....	3 15
10 dy @ 30 dy, " "	.....	2 90
Cut spikes, " "	.....	2 45

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 70
1 " " "	.....	4 10
1 ½ " " "	.....	4 40

Finishing nails 65c. per keg over same size hot cut, viz., from \$6.35 for inch to \$3.40 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.35 for 1-inch to \$3.15 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.85 for 1-inch to \$3.65 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

Locally there is little to note, as buyers are still operating in a careful hand to mouth way. All lines remain firm, and any pronounced change is unlikely as the "Union" is now a downward factor, and able to dictate its own terms pretty well as it likes. This has led to careful purchasing in the way of forward deliveries, and although the market is much more active than it was, there is still some room for improvement. No line of heavy chemicals show any change, in fact the only noticeable alteration is in alum, which is advanced 25c. to \$1.75 to \$2. Stocks here are very light as evidenced by the fact that there is no 58 per cent. pure alkali on spot to be had for love or money.

PAINTS AND OILS.

There has been more doing in oils since our last, more especially cod liver oil, which has been practically cleared up, and now no Newfoundland can be had in a large way at all, while the supply of Norway oil is very light and held firm at 90c. to \$1.10, while the sole remaining lot of Newfoundland was cleared out of first hands the other day at 55c. net cash. Steam refined seal remains about as before, but there is a sufficient supply to last from now until the new crop, and no material change is apprehended. It is held principally by one holder who is indisposed to concession, but we hear that a round lot was offered at 50c. recently although we quote 51c. and upward. Linseed oil in sympathy with outside markets has moved down a 1c. and can now be had at 64 to 66 for raw and 67 to 69 for boiled. In paints there is no particular change to mention prices remaining as before. We quote No. 1 \$5.25 to \$5.50; No. 2, \$4.50; No. 3,

\$4.25; dry white, 6 to 6½c.; do. red, 4½ to 5c., and white lead \$6.25 to \$6.75. Glass does not present any activity and the trade this week decided on a cut of 5c. and we quote accordingly \$1.45 to \$1.55 for first and second breaks.

CEMENT AND FIRE BRICK.

Trade in Portland cement continue dull, with few or no enquiries for round lots. The only large sale we have heard of was a lot of 200 barrels, London brand, at \$2.90, on Western account, and we quote \$2.75 to \$3 as the range. Firebricks are in good demand at \$25 to \$30 per 1000.

NAVAL STORES.

There is a little demand for turpentine, which advanced 2c. in sympathy with outside markets. In other lines there is nothing to note. We quote :—Turpentine, 62 @ 63c.; rosins, \$2 @ \$4.25, as to brand; coal tar, \$3.70 to \$3.80; cotton waste, 5½c. for colored, and 7 @ 10c. for white; oakum, 5½ @ 7½c.; and cotton oakum, 10 @ 12½c.

PETROLEUM.

The market has been fairly active and steady during the week. We quote as follows; Canadian 12c. at Petrolea, 13¾c. in car lots at Montreal, and 15c. for single casks; American, 23c. in car lots and 23½ to 24½c. in smaller quantities; American benzine, 23 to 25c.; and Canadian, 14½ to 15c.

TORONTO MARKETS.

TORONTO, March 20, 1891.

Trade this week has been very materially affected by the snow blockade in many parts of the country, which prevented travellers from going over their regular ground and has also militated against the wholesale trade getting in their usual remittances. Still it is expected that a matter of three or four days will remove this difficulty. The prospects for a fairly good spring trade are encouraging, as stocks are not by any means heavy, and prices at the moment are such as should influence buyers to make their purchases without fearing that figures will be any lower in the near future.

IRON AND STEEL.

There has been more activity in the pig and bar iron market this week than for some time. The demand shows considerable improvement. Values remain unchanged. Domestic bar is selling at \$2.20 to \$2.25. In pig there have been sales of best brands of Southern at \$21.50 and \$22. In Scotch and English irons little or no movement is reported. According to advices by cable, preparations are making for blowing in more furnaces in Scotland, and the indications are that the industry will well be on its feet before the end of the month. This change has caused depression in warrants, and a decline is quoted to 44 shillings for Scotch, 39 shillings 9 pence for Middlesbro and 49 shillings for hematites.

COPPER.

The market exhibits the same features as it did during the early portion of the month, although recent cable reports from England show a much stronger tendency. Sales on this side have not amounted to scarcely anything, in consequence of the falling off in the demand for manufactured goods in the past two or three months. Ordinary lots are selling here at 15 to 16c., and in quantities of five tons at 14¾c.

TIN.

The market was stronger to-day than for some time, and recent reports from New York and London show that in these mar-

MARKETS—Continued.

kets there is an upward tendency. Ingots here are moving in small lots at $23\frac{1}{2}$ to $24\frac{1}{2}$ c.

LEAD.

Lead still remains dull, and the general impression is that it is a good time to buy for future delivery. Outside markets are firmer. On spot, pig remains at $3\frac{3}{4}$ to 4c. and bar at $4\frac{7}{8}$ to 5c.

ZINC AND SPELTER.

Demand is nominal. Stocks are light. Market is a shade firmer.

ANTIMONY.

Antimony remains quiet and unchanged. Cookson's can be bought at 19 1-2c., and other brands at 17 1-2c.

CANADA PLATES

Demand dull and prices nominally unchanged at \$3.25 per box.

GALVANIZED SHEET IRON

English advices are firmer, mainly attributable to the firmness with which the price of spelter is maintained.

TIN PLATES

Stocks here have been greatly reduced of late, and holders are now alive to the fact that prices here are low. The figures at which they are being sold at here are the same as the existing prices in England, to say nothing of freights. A letter to a wholesale house received from England yesterday states that one or two Canadian commission men were rather staggered at the present position of the market, and expressed themselves in very strong terms against holders of this article in Canada showing a desire to unload at figures that pay but a bare brokerage on the prices. Local values remain unchanged, though cables are slightly lower.

NAILS.

Complaints are made that some jobbers are cutting the prices of wire nails. The majority of the trade are selling at 70 and 5 off, but it was reported to-day that orders were being filled at 70 and 10 off the list. Cut nails are quoted the same as before.

BINDER TWINE.

A fair business has been done during the week in binder twine. Prices are about the same as last year on blue ribbon; crown is a shade higher, and red cap lower. Sales are being made at the following prices:—Blue ribbon, $14\frac{1}{4}$ c.; red cap, $12\frac{1}{4}$ c.; crown, $11\frac{1}{4}$ c.; silver composite, $9\frac{1}{4}$ c. Freight is allowed to any station south and east of Owen Sound in lots of 1,000 pounds of any one brand. On a mixed lot no allowance will be made for freight.

GLASS.

Owing to the scarcity on spot, the market is firmer and some houses are asking an advance. The port of Antwerp has been

blocked with ice for a month, preventing shipments intended for this market going forward.

PAINTS AND OILS.

A quiet steady demand is reported for paints and color. A fair number of orders for colors have been booked for April delivery at quotations given elsewhere. Dry white lead has dropped in England, but prices here are unchanged. A feature in the market is the importation of American white lead.

Linseed oil is quiet and unchanged at 64c. for raw and 67c. for boiled.

THE BRITISH LINSEED OIL MARKET.

(From Tulloch & Co.)

LONDON, 5th March, 1891.—During the last week, the market has shown a further tendency to improve, but owing to there being several re-sellers at last prices, the advance is somewhat checked, especially for later deliveries. The feature that keeps trade back, is the want of confidence on the part of buyers of any material advance in values, they preferring under the existing circumstances to buy only from hand to mouth. Canadian enquiries seem also kept back, and the Continent, after purchasing moderately, remains out of the market. Meanwhile, supplies of linseed increase as per following statistics; at the same time it should not be forgotten that shipments of East Indian seed were specially small same date last year.

Linseed afloat to the United Kingdom and the Continent from Calcutta—1891, quarters, 116,840; 1890, 21,948. From Bombay, 1891, quarters, 33,973; 1890, 15,041.

Eastern exchanges come a trifle better, and this will perhaps serve to check shipments of seed. Stocks of oil continue small, and it is still evident that crushers find little encouragement to handle linseed. To-day's quotations are as follows:—Free on board export steamer, in strong barrels. March, 22s. 3d.; March and April, 22s. $4\frac{1}{2}$ d.; April and May, 22s. $4\frac{1}{2}$ d. to 22s. 6d.; May and June, 22s. $7\frac{1}{2}$ d.

OLD MATERIAL.

Demand has been dull and prices are nominally unchanged. Foundrymen are not buying much. Several of them report that they have not as many contracts as usual under way at this season of the year. Dealers paying prices are follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 55 to 60c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, $9\frac{1}{2}$ to 11c.; heavy scrap copper $11\frac{1}{2}$ to 12c.; old copper bottoms, 9 to $9\frac{1}{2}$ c.; light scrap brass

6c.; heavy yellow scrap brass 8c.; heavy red scrap brass $9\frac{1}{2}$ c.; scrap lead $2\frac{1}{2}$ to $2\frac{3}{4}$ c.; scrap zinc, 2 to $2\frac{1}{2}$ c.; scrap rubber, $2\frac{3}{4}$ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

Turpentine has declined 1c. to 61 to 62c. in selection packages.

PETROLEUM.

The trade for the past week has been very fair. Prices are unchanged.

The Petrolia Advertiser says:—As we predicted in our last issue, crude has maintained a firm tone ever since the result of the elections became known. On Friday last crude jumped two cents, from \$1.28 to \$1.30 a barrel. To-day it is \$1.32 with very few sales. Refined remains about the same as last quotations, 12 cents f. o. b. here, 60 days or two per cent off for cash.

HIDES, ETC.

HIDES—There is no change in green hides. No. 1 is 5 to $5\frac{1}{2}$ c., and most of the business done is at the former figure. A car load of cured went off on Monday at 6c.

SKINS—Are selling at \$1.10 to \$1.40. The supply is better than it was a week ago.

TALLOW—Rough is 2c., refined $5\frac{1}{2}$ to 6c.

WOOL—Is nominal at 20c.

RAW FURS.

Raw furs are in reduced demand and easier, but quotations here still hold. They are:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.25; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.25; Muskrat, fall, 12c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.25.

AMERICAN MARKETS.

NEW YORK, March 19, 1891.

In some quarters a more hopeful feeling is manifested with respect to the condition of the pig iron market. Representatives of several Pennsylvania and Southern producers remark that, despite the quiet condition of trade latterly deliveries have been very good, and that the curtailment of output consequent upon the coke strikes and shutting down for repairs leaves them with comparatively little surplus stock on hand at the present time. It is also noted that just at this time inquiries are more numerous, and the prospects favorable for a good outlet for stock that will be produced from several furnaces which will go into blast during the next thirty days. One prominent Southern company has orders on their books for about 70,000 tons of iron for delivery during

GEM CREAMER GAUGE

Cannot Leak!

Easily put on!

FULL SETTS OF CREAMER TRIMMINGS.
CREAMER TAPS.
MILK CAN TRIMMINGS.
TINNERS' TRIMMINGS OF ALL KINDS.
PRESSED MILK PANS.
STAMPED WARE, full assortment.

WATER COOLERS.
SPRINKLERS,
TOILET SETTS. FLY TRAPS.
AGATE WARE. GRANITE WARE.
HARDWARE NOVELTIES.
HOUSE FURNISHING HARDWARE.

THOS. DAVIDSON & CO.,

Agents in Western Ontario for Chown & Cunningham Co.,
Manufacturers of stoves.

TORONTO: 111 Front St. W. MONTREAL: 474 St. Paul St.



Front view.



Back view.

MARKETS—Continued.

the next six months, and not over 1,000 tons at the furnaces at the present time. Other Southern producers are moving out their production very closely, and we hear of warrant iron being drawn upon to fill orders for consumers. In the latter connection sales were reported at \$13 for No. 1 and \$12 for No. 2 at furnace, or the equivalent of \$17.26 and \$16.26 respectively, delivered at tidewater. Orders were booked at \$1 less for a prominent brand early in the year. Pennsylvania brands are holding their own in price, and selling very fairly. No. 1 goes chiefly at \$17.50 to \$18, No. 2 at \$16 to \$16.50, and No. 3 at \$14.50 to \$15. Bessemer is taken in fair quantities at \$16.50 to \$17 at furnace. Spiegeleisen is still quoted at \$28 to \$29 for 20 per cent. and ferro-manganese at \$61 to \$63 for 80 per cent. Old iron finds slow sale. Tee rails are valued at about \$22 to \$22.50, and No. 1 wrought scrap at \$20 to \$20.50 f. o. b. cars at Jersey City.

COPPER.

The copper market is no better. The demand for supplies for electrical purposes is disappointing, that from brass manufacturers is not up to calculations, and the purchase of casting brands are moderate. Apparently consumers are bent upon forcing prices lower in view of the condition of the market for their goods and the enormous output of crude material at the mines. The nominal prices are 13½ to 14c. for Lake Superior ingot, 12¼ to 13c. for Arizona, and 11¾ to 11½c. for best casting brands.

TIN.

Operations in pig tin the past few days have been on practically the same lines as during the latter portion of last week. One trader offered a cash consideration to any one who would buy or sell for April delivery at 20c. He was accommodated by a seller of 100 tons, and, upon raising the bid to 20.05c., secured 50 tons additional. Outside of this there has been very little speculation, and purchases by jobbers and consumers are still of a prefatory character. At the close spot prices were 20.10 to 20.20c. for 10-ton lots and 20½ to 20¾c. for smaller quantities.

LEAD.

The movement in pig lead has been on a small scale, but smelters offer with more or less reserve, and the market retains a fairly firm appearance, despite the limited dealings. Carload lots have been sold at 4.32½ to 4.35c. At the present time 4.32½c. is bid and 4¾c. asked.

SPELTER.

Spelter is without radical change, but a somewhat firmer showing is made by sellers, and the indications are that a livelier demand would bring about an improvement in prices. Holders are now asking 5.10 to 5.15c. for prime Western, in carload lots, near future shipment.

TIN PLATES.

In the market for tin plate there has been no improvement. The demand for spots and futures is slow, and, while bright charcoals and some varieties of ternes are firmly held, there is more or less irregularity on cokes. We quote prices as follows:—Charcoal, 1-2 cross assortment, Melyn grade, \$6.35 to ...; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.50 to ...; M. F., 20x28, \$15.25; Worcester, 14x20, \$5.62½ to \$5.65; Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.15 to ...; Dean grade, 20x28, \$10.30 to ...; D. R. D. grade, 14x20, \$4.90 to ...; D. R. D. grade, 20x28, \$9.90 to ...;

I. C. Coke—Penlan grade (iron), \$5.35 to ...; J. B. grade, 14x20, \$5.40 to ...; I. C. Bessemer steel, 14x20, coke finish, \$5.35 to \$5.37½; I. C. Siemens steel, coke finish, \$5.55; I. C. Bessemer steel, squares, \$5.75 to ... basis; I. C. Siemens steel, squares, \$5.85 to \$6.00 basis.

WASTE IN COMPETITION.

Mr. Erastus Wiman, in speaking at the annual dinner of the New York Wholesale Grocers' Association last week on the waste in competition, said:

"The change in popular sentiment regarding this question of competition and combination has been very remarkable. Perhaps nowhere is it beginning to be better understood than among the working people. The Knights of Labor, in their journal, for instance, are constantly preaching that the railway and coal companies, and labor employers that compete most severely, pay the least wages; for, at the last analysis, the cost of production is largely the cost of labor, and if by competition labor is reduced, the working man is the sufferer. So in the distribution of merchandise. In country places, if one store, on the corner, is sufficient for the distribution of the articles of necessity, the cost of the second store might just as well be avoided. True, if there was only one store higher profit might be exacted, but the profit would not likely amount to so much as the expenses of the second store. For instance, in a country town, where one baker is doing a sufficient business to sustain his family, and educate them, and is realizing a reasonable profit, he should be let alone. A second baker coming along to do an unnecessary work simply increases the cost of bread in the town. It increases to the extent of the living and education of the second baker's family; the cost of his horse and wagon, his employees, his rent, and his living expenses. The delivery of the bread in that little town by two wagons, two men, and all the wear and tear, blacksmithing, horse feed and other expenses costs more than the flour from which the bread is made. Thus the farmer on the Minnesota plains, the miller in Minneapolis, the transportation agency from the West to the East, the cooperage, and even the baking are in the combined amount less for each loaf of bread than the cost of delivery in the small town where one baker would suffice, and where two bakers are competing. It is sometimes difficult to see how money can be made, so numerous are the charges on the articles which we consume, and the greater the competition the greater the charge.

"These suggestions will doubtless be regarded as very absurd, but they are thoughts which naturally come to one looking out at the tendency in business circles. The field of opportunity in business seems greatly to be narrowing. For instance, hardly any one would like to establish his son in the oil business, in competition with the Standard Oil Company. The chances of success for the young man under these circumstances would not be very good. Neither would a new starch factory have attractions for a beginner in view of the strong organization in this particular line. As to sugar, no one would be foolish enough to put a large

amount of money into a refinery to buck against existing combinations in that line. Soon the salt trade may assume a shape so combined that competition in it will be difficult. In school books, in envelopes, in telegraphs, in harvesters, in sewer pipes, in almost every walk of life, combination seems to be the order of the day. Certainly a better service and a lower price should flow from these movements. Certainly the Standard Oil Company gives better oil, a much safer article, more fully distributed for a greater variety of uses, at much less money than if there were fifty competitors whose charges were added to the cost of production and distribution. For instance, the pipe lines which run from the point of production in the oil regions to the point of manufacture and the point of distribution, perform a wonderful work which competition could never have achieved. The investment of \$40,000,000 in piping underneath the ground, by which gravity, night and day, does its perfect work in the transportation of oil from the centre to the sea, could never have been accomplished except by such a strong combination and such a prosperous concern as the Standard Oil Company. So in the telegraph business. The Western Union Company to-day performs a service for the public in the transmission of messages affording instantaneous communication more perfect, more reliable and infinitely better than if there were fifty companies in the field, and each State had half a dozen telegraph systems of its own. There is hardly any department of life in which a combination, under judicious, honest and politic administration, would not be more beneficial than all the competition in the world.

"These thoughts will no doubt be regarded as pure heresy, and yet one cannot take a careful observation of the times, and measure results that have been achieved by competition on the one hand and combination on the other, but he must feel that the outcry against consolidation is unreasonable, and that the waste of competition which begets loss, failure and increased cost to consumers is an exploded advantage, a wasteful indulgence, and, in the long run, a disappointment to all concerned."

A TINKER'S DAM.

Now, hold on there, just stop. Don't go and accuse us of cussin', because we are not cussin'. If you say that the above is an established form of profanity, then, we'll just show how ignorant you are. As King Edward said about the garter, "Honey saw it Key Molly Pensee," that is, "Evil be to him who evil thinks."

But to settle right down to business, there is a good deal of ignorance on the part of the public as to what was the origin and what is the proper meaning of the expression, "Tinker's Dam." "A Tinker's Dam" in general was something even softer than soft solder; in other words, it was frequently a piece of dough. If a tinker was soldering up two or three holes in the bottom of a coffee pot, and wished to see whether there was any leakage from any particular one, he would still work on that, and stick dough into the other holes, and would then put his solder around the one requiring immediate attention, and then after the others were stopped up with dough, and therefore could not leak, and the third one did not leak, he had done his work well. He would then take out one of the other pieces of dough, or what he would call "dams," and would fix that hole, and so on until he got them all done.—Railroad Record.

HARDWARE

—AND—

Paint and Oil Trade

SPRING SEASON 1891.

Our travellers are now on the road with complete line of samples of

BOECKH'S STANDARD BRUSHES

For Painters, Varnishers, Artists' Household Toilet and Stable Use.

Please reserve your orders until you see our new lines for 1891.

CHAS. BOECKH & SONS,

Manufacturers, - - TORONTO.

THE A. G. PEUCHEN CO.,

ARE NOW MAKING

100 TONS

OF

Pure Paris Green

ALSO MAKING

300 bbls. of PAINT OIL.

See our New Catalogue containing 32 pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

THE A. G. PEUCHEN CO., Ltd.,
Manufacturers Paints and Varnishes,
TORONTO

P. DOTY & SON,

Successors to
W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

P. DOTY & SON

Oakville, Ontario.



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings.

Our New Creamer Gauge, and Corrugated bottoms are the latest out. Sample order solicited.

Delivery Cans made up. Sap Buckets, Spiles, Dairy

Pails, Bottoms, &c.

We make and supply everything used by the Stove and Tin-ware Trade.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.



A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

:- Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

UPHOLSTERERS HAMMERS

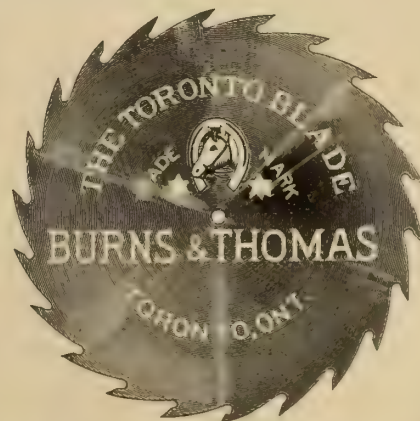


Forged from best Cast Steel. Finely finished. With or without handle.

The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.



SAWS

CIRCULAR, Shingle, Re-sawing, Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

WARRANTING CROSSCUTS.

A retailer, writing in the Iron Age, says: "As long as I warranted crosscuts in the usual way that retail dealers do I was having trouble all the time with some one about defective saws, and it worried me not a little, as I wanted to do right by my customer as well as by the manufacturer, and yet not being an expert in this article I hit upon this expedient as being as near just to all concerned as I could think of. If a saw was returned I would say to my customer that I will return it to the manufacturer, and if his expert pronounce it bad, then I will stand all expenses connected with its transfer back and forth, but if it was pronounced all right then the customer must stand all the charges of sending it to the manufacturer and return. I would tell my customer that the manufacturer was as vitally interested in his getting a good saw as he was, and therefore he could be assured of fair treatment. If he thought there was any doubt about the saw he might take it home and give it one more trial, and that was generally the end of the matter. In the past four years I have returned only one saw, and it proved bad—the manufacturer made it good—and I have no trouble now, and sell as many or more saws than ever. Just so with axes. I have not warranted one in four years without an extra price, and I have sold as many as ever, and therefore I have made a fair profit on what I have sold, and I have not had any large lot of broken axes to return in the spring, on which I have made no profit. The manufacturers have got it in their power to do away with warranting their goods by doing their best and standing upon their reputation, and for one I wish they would do it."

THE STEFANITE ALUMINUM PROCESS.

The Stefanite aluminum process aims at introducing aluminum into iron, either in the blast furnace, the cupola, or the puddling furnace. During the process of manufacture the liberation of the aluminum from its ores goes on concurrently with the manufacture or melting of the iron, the newly formed metal being instantly alloyed with the iron. It is well known that a minute percentage of aluminum has the effect of lowering the melting point of iron and steel, rendering it extremely fluid, so that it can be run with great facility without blow-holes. The cost of the process has hitherto rendered its adoption very slow, in spite of the great economies which have been effected by the various electric and electrolytic processes for the production of aluminum. It is with the intention of reducing this cost that the Stefanite process is being introduced. It is not in actual operation in this country, the trials which have already been made having been conducted in Germany. As communicated to us, the method of operation consists in the

addition to the iron ore in the blast furnace, or to the pig in the cupola, or emery and alum, either in powder or made up into briquettes. It is stated that the reaction of the alum on the emery gives rise to vapors of metallic aluminum, which instantly alloy themselves with the iron, imparting to it the improved qualities which have hitherto been gained by the addition of aluminum or ferro-aluminum in the ladle or the crucible. The subsequent blowing does not volatilize the aluminum which descends with the iron. When the materials are added in the puddling furnace the bars, we are informed, can be hardened and tempered, like steel, while their tensile strength is increased.—American Manufacturer.

DOUBLE-ACTION RATCHET SCREW DRIVER.



We will illustrate here with the Double-action Ratchet Screw Driver, manufactured by Gay & Parsons, Augusta, Me. Though patented in '78, it is still claimed to be one of the best tools of its kind ever invented, for convenience and durability. The increase of strength is obtained by having the strain come upon the teeth of a steel ratchet, which is inserted into the largest part of the handle. Simply sliding the button from one side of the plate to the other throws one pawl out and lets another into the teeth of the ratchet, changing from a right to a left hand action instantly; or, by leaving the button midway, the blade remains stationary, like a common driver. This direct action of the ratchet allows the pressure to be retained against the screw as firmly while turning the hand back as when turning the screw ahead. Retaining the pressure continuously enables one to carry the hands much steadier, and the blade is far less liable to slip out of the slot and mar the work. Messrs. Gay & Parsons report their business to be in a very satisfactory condition.

A customer secured is a promise of greater salary in time.

Master the whole business and the way to fortune has been mapped out.

A LECTURE TO COMMERCIAL STUDENTS.

At the British American Business College on Friday afternoon Mr. Hugh Blain, of Eby, Blain & Co., delivered a very practical address to the students on the importance of the various duties of a junior clerk in a business office. Many useful hints in reference to invoicing, indexing and letter-copying were given. The necessity of doing everything to advance the interests of the employers was emphasized, and they were assured that their efforts would be duly appreciated and their salaries increased whenever their services deserved it. Nothing pleased an employer more than to give his clerks all they were really worth if his business could afford it. The stepping stones to success were thoroughness, promptness and punctuality. A young man who wasted half an hour a day cost his employer fully five per cent. of his salary more for extra help. He referred at some length to the great value of a commercial course of training, and said that his own success was due in a large measure to the knowledge of financial and business affairs generally which he obtained as a student some 25 years ago.

Rivalry, open, fair, good natured and enterprising, is the life of business.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

- STORAGE -

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,
184 Front St. East,
TORONTO

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.



EX-Ald. John James of Toronto, who had been for ten years a member of the Commercial Travellers' Association, died on Monday, March 9th. He was a member of the firm of James & Furness, commission merchants. His widow will receive \$1,200 from the mortuary benefit fund of the Association, and \$1,000 from the Mutual Benefit Society.

EVERYTHING SATISFACTORY.

The Superintendent of the Department of Insurance, Ottawa, was in Toronto at the end of last month and examined the books of the Commercial Travellers' Mutual Benefit Society. He found everything satisfactory.

A TRAVELLER'S VIOLENT DEATH.

On Feb. 17th while the Iron Mountain passenger train from St. Louis was pulling out from Baldknob station, Isidore Meyer, travelling man for Foster, Hillson & Co., New York, was sitting in his seat in a palace car, when a man who sat eating his luncheon suddenly drew a pistol and fired, killing Meyer instantly. Conductor E. W. Leach was on the platform, and hearing the shot pulled the bell to stop the train. The man thereupon turned and fired at Leach, shooting him in the head. He fell to the platform dead. The murderer, who proved to be insane, was secured after a desperate struggle.

WOMEN DRUMMERS.

It is no secret that the Executive Board of the Commercial Travellers' Association of Canada had their gallantry put to the test at a recent meeting in the discussion of an application by a Toronto lady for a certificate of membership. The lady's husband was in the jewellery business and she was desirous of going on the road in that line. We are not in a position to say whether any or all of the members of the Board looked upon the

application with favor or vice versa. We believe, however, that they took refuge in the by-laws which distinctly lay down the stern fact that a commercial traveller "is a man." That settled it. The lady was not a "man," therefore her application, according to the by-laws, had to be declined. Our poet, on hearing of the occurrence, at once penned the following lines, which are supposed to be addressed to other lady aspirants for membership.

Oh girls do you know—I'm as mad as can be—
Those men surely think me a mummer,
They say that a woman—oh fiddle-de-dee—
By their by-laws can't be a drummer.

I'm not done with them yet, indeed I am not,
They'll find me a regular hummer.
How absurd that no woman, and only men,
Can be a success as a drummer.

Oh happy I'll be, when with pride I can say
In the fall, spring, winter, or summer,
A lady I am, and what's more in my way,
I'm one of the bright boys—a drummer.

There are a good many women drummers on the road in the States, and it is said that they are successful. They handle generally silks, ribbons, buttons, trimmings and such goods. An exchange says: Women are working their way into the commercial travelling business very fast. They are determined and persistent and it will not be very long before they stand on an equal footing with men. Of course equal recognition in business means equal recognition in wages, and in a few years woman will occupy the position she has been struggling for and between her and man there will be no distinction. It will make a big change in many ways in the relation between man and woman. The law of compensation will get in its inevitable work and revolutionize things. The burden of social expense, for instance, falls on man; the balls, concert and theatre tickets, drives, sleighing parties, suppers and all that sort of thing come from him. Under the present distribution of expense and with equal opportunity in money making woman would possess an advantage which nature will not allow to any class. Man's advantage in that respect has been offset by the extra expenses he has always been subjected to, and as woman enlarges her liberty and sphere of action these outlays will be forced upon her—

self. It is in the nature of things that the equality talked about so much means equality in all ways.

SICK BENEFIT FUND.

"What's the matter with ———? I haven't seen him on the road lately." "Oh he's been confined to bed for some time, and won't be out again for weeks yet." "I'm sorry to hear that. How is he fixed?" "Don't know. He is one of those fellows who would rather die than let it be known that he is in want." This may, or may not, be an imaginary conversation, but it serves our purpose. Have there not been many instances where the head of the house has been laid up without anything being saved to meet just such an emergency, and who will not accept assistance from any source, wrongly looking upon it in the light of charity? And what has been the result? The family has been compelled to live from hand to mouth, getting everything on credit and the patient rises from his bed of sickness with the knowledge that it will take months, if not years, of economy to clear himself of the debt thus incurred. All this would be obviated to a great extent if the associations had a sick benefit fund out of which any member during sickness would be paid a certain amount for household expenses and have free medical attendance. Then it would be looked upon, not in the light of charity, but as a right and there could be no lowering of pride in accepting it. If the annual fee is not sufficient to meet the demand upon this fund, then make a small additional charge, which we feel sure every member would gladly pay when he knew the great and useful benefits to be derived from it. We merely throw out this as a suggestion; at the same time we feel that it is a matter which urgently demands attention.

ACCIDENT INSURANCE.

Commercial Travellers' Associations have been so successful in their life insurance schemes that we are surprised they have not devoted their attention to accident insurance. If such insurance is at all necessary it is surely so in the case of commercial travellers, who are constantly exposed to all the dangers incident to transportation either by land or water. It is quite evident that there is money to be made out of accident insurance, as the companies accepting these risks would not continue the business if it were a losing one. It would not involve much extra labor or expense to carry it on and the annual assessment to members

would not be much. Why should travellers be compelled to patronize outside companies when their own associations could just as effectually do the business, and thereby keep the funds under their own control? A lot could be written on this subject, but meantime we are content simply to draw attention to it.

TRAVELLERS IN GREAT BRITAIN.

There are more than 60,000 travellers in the United Kingdom. In 1845 an institution was founded by them at Pinner for "the clothing, maintenance and education of destitute orphans of deceased, and the children of necessitous commercial travellers." This institution is supported solely by volunteer contributions, and the sum of \$45,000 is raised annually for its maintenance. In Great Britain commercial travellers, as such, have no fees to pay, and are not required to take out licenses, whether travelling for foreign or English houses.

IMPORTANT DECISION TO TRAVELLERS.

U. S. Consul Sherman, of Liverpool, England, in a report to the State Department on "Commercial Travellers in Foreign Countries," quotes an important decision in regard to commissions, given by Justice Lopes in the Court of Appeals in July, 1889, and not published in the regular law reports. It is alike interesting to commercial travellers and their employers. The plaintiff agreed with the defendants to introduce customers, the plaintiff to be paid a commission upon all orders executed by the defendants received from such customers and paid for by them. The defendants subsequently dismiss the plaintiff, but execute and are paid for orders from such customers after the dismissal. The judges decided that the plaintiff was entitled to all commissions on orders given by customers introduced by him to defendants, executed by the latter and paid for by the customers, although such orders were given after plaintiff ceased to be in defendants' employ. It was also decided that defendants were not bound to pay commissions upon orders obtained from and paid for by customers introduced by plaintiff after he, the plaintiff, ceased to be in the defendants' employ.

The question was as to the construction of certain words in two letters from the defendants to the plaintiff, viz: "As regards your commission, we hereby agree to give you 1½ per cent. upon all orders executed by us and paid for by the customers arising from your introduction." Under this agreement the plaintiff introduced customers, and a considerable trade resulted to the defendants. The plaintiff was then summarily dismissed, the defendants continuing to do business with his customers, and at the same time declining to give him any commission.

In rendering his decision the judge said that he was impressed at first by the view that, when the agreement terminated, it would be a hardship for the defendants to have to account to the plaintiff. The plaintiff's lawyer had said, however, that no such

hardship existed, because they were not obliged to execute those orders which arose from the plaintiff's introduction. That suggestion was weighty and cogent, and he had come to the conclusion that the plaintiff was entitled to commission, provided the order arose from the introduction, although the employment had terminated. From this judgment an appeal was made to the Court of Appeals and there dismissed.

A similar case has been settled in Liverpool without going into Court. Plaintiff agreed with defendants to introduce customers, for which the former was to be paid by commission. Subsequently defendants dismissed plaintiff, who claimed commission on all orders from customers introduced by him, the plaintiff, and executed. Defendants refused to satisfy the claim, but eventually, through the intervention of a solicitor, agreed to pay the commission up to the time of dismissal in satisfaction of all claims. Plaintiff refused this offer, and finally defendants paid the commission up to date of issue of writ, without reservation.



MR. J. C. BLACK.

Mr. J. C. Black is one of the most popular and best known "Knights of the Road" in Canada. He was one of the first members of the Commercial Travellers' Association and has been honored by occupying the offices of director, second vice-president, first vice-president and president. But apart from these honors, as the originator of the admirable insurance scheme in connection with the Association, which he introduced in 1881, he will always be respected and esteemed by every member of the Association. For many years he represented the W. E. Sanford Manufacturing Co., and two years ago became a partner in the wholesale clothing house of W. R. Johnston & Co., Toronto.

A POINT AT LAW.

Commercial travellers, says the Draper's Record, of London, England, when they are anxious to sell a line have been known to remain unsatisfied with "No" for an answer, and in pressing their object they have sometimes overstepped the bounds of discretion. Another instance of this was afforded at the

Birmingham County Court last week. A draper in that city was sued by a Nottingham firm for a debt which was alleged to have been incurred in this way. The plaintiff's traveller called upon the defendant for orders; the defendant was already overstocked and declined to buy, and said so. The traveller, not content with this, called later in the day at the same establishment, and in an interview with a buyer succeeded in disposing of a small parcel of lace goods. The defendant declined to pay the account, and the matter came before the County Court to settle whether the draper had the right to repudiate a bargain which he had no desire to make, and to which he had not been a party. On the part of the traveller's firm it was urged that the business of a buyer was obviously to buy, and that by the custom of the drapery trade the buyer in each department had unlimited authority for this purpose. The case for the defence was that the buyer was no buyer at all, he was a salesman only. Ultimately the judge decided that the buyer in this case had no authority to contract the debt which was sued for, and the goods not having been accepted, there was no liability.

A DRUMMER'S IDEAS.

"Never speak of a competitor in any way. Get the good-will of the clerks, for they can help you."

"When trade is brisk, push all the harder."

"Never abuse competing firms. Leave slow buyers till the last in a town, and let them know the limits of your time."

"If a merchant tells you he can buy any article below your price, do not argue with him; try something else. Do not ask if he is in need of any goods, for he will generally tell you he is 'full up.' The better way is to carry some small article and introduce yourself with that before you are told that nothing is wanted."

"Nothing is gained by travelling nights, and the same is true of working Sundays."

Another drummer differs slightly in his ideas: He says: "To succeed nowadays as a travelling salesman, a man must sell days and travel nights whenever he can save time by it. He must not expect to have things easy, for he cannot do it and win. He must score every point he can, and work like blazes. He is no pleasure tourist, and selling goods on the road is not a picnic."—Ex.

TRAVELLERS IN JAPAN.

In Japan there do not exist at present any special regulations with regard to commercial travellers. Under the existing treaties no foreigners are allowed to travel in the interior of the country for purposes of trade, and at the ports of Tokio, Yokohama, Nagasaki, Hakodate and Niigata commercial travellers are allowed, in common with all other foreign traders, to pursue their calling within the limits of the settlements existing at these places, and are not obliged to pay fees or take out licenses.



SALES MADE OR PENDING.

The general stock of Minnie Zickrick, Ninga, Man., has been sold.

A. J. Reid, general merchant, Middle Musquodobit, N.S., has sold out.

R. S. Peck, general merchant, Albert and Hopewell Cape, N.B., has sold out.

C. Laidley, general merchant, Bethany, Ont., has sold out to H. B. McCarthy.

William Henry, general merchant, Orono, Ont., has sold out to H. B. McCarthy.

G. I. McKie, general merchant, Simcoe, Ont., is advertised to sell out by auction.

PARTNERSHIPS FORMED AND DISSOLVED.

Rowness & Anderson, general merchants, Kensington, P.E.I., are about dissolving.

L. J. Walker & Co., hardware dealers, Truro, N. S., have registered co-partnership.

J. A. Merrick & Anderson, general merchants, Virden, Man., have dissolved partnership.

REMOVALS AND DEATHS.

John Horsman, hardware dealer, Oak Lake, Man., is dead.

W. Filmar, hardware dealer, Hagersville, Ont., has been succeeded by J. G. Pedlow.

Routh & Love, general merchants, Grenfell, Man., have been succeeded by Routh & Fryon.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Samuel C. Perkins, plumber, Ottawa, has assigned.

T. Gurd, general merchant, Bothwell, Ont., has assigned.

Max Goldberg, general merchant, Riviere Desert, Que., has assigned.

W. B. Killett, general merchant, Bothwell, Ont., is offering to compromise.

T. J. L. Peake & Co., hardware dealers, West Toronto Junction, Ont., have assigned.

Rowness & Anderson, general merchants, Kensington, P.E.I., are asking an extension.

John Byers, general merchant, Consecon, Ont., has assigned to J. A. Johnson, Consecon.

Wm. H. McNabb, hardware dealer, Milton, Ont., has assigned to P. Howland, Toronto.

F. X. Letourneau & Co., hardware dealers, Quebec, has called a meeting of his creditors.

Hocking, McFadden & McQuaid, tinware, and hardware dealers, Collingwood, Ont., have assigned to G. B. Meadows, Toronto.

A CAR WORKS BY-LAW LOST.

The Business Men's Association, of St. Catharines, guaranteed the expense of submitting a by-law to the people authorizing a loan of \$9,000 city debentures, without interest, to Messrs. Patterson and Corbin for the establishment of a car works. The city council consented, and a delegation of business men, in company with the mayor, waited upon the city solicitor to ascertain his opinion as to the number of affirmative votes required for the legal passage of the by-law. The civic dignitary informally, and as he afterwards explained, not at all officially, gave it as his opinion that a two-fifths majority of the ratepayers would carry the by-law. On Wednesday last the vote was taken and a two-fifths majority was obtained. The promoters of the by-law rejoiced and the good news was heralded abroad through the papers. On Friday last however, City Solicitor McDonald occasioned consternation among the supporters of the by-law by officially stating that after matured consideration he would retract his former unofficial opinion and declare that the by-law was not carried, as it required a two-thirds majority vote of the ratepayers, which was not secured at the election. Messrs. Patterson and Corbin will probably locate their works at Peterboro', an enterprising town that has held out financial inducements to them for some time.

CELEBRATING ST. PATRICK'S DAY.



DOOLY.—Do you remember the good toime we had, Patsy, at dthe Inniskillin Fair in 'forty-noine?

HOGAN.—Oi can't call it to moind, this minute. DOOLY.—Don't ye ricollect whin ye whinked at Katie O'Hara, an' Oi hauled off an t'umped ye wan—



—loike that?



HOGAN.—Be hivins, Oi remember it well now! An' do ye' call the fact that Oi come back at ye—



—loike this?—



—and that?



DOOLY.—Oi do! An' it's meself that wishes thim happy days would come ag'in.—Puck.

The Gem Freezer

The Best in the World

IS THE ONE YOU WANT, IF YOU WISH TO SELL YOUR CUSTOMERS THE FREEZER THAT WILL GIVE THE BEST RESULTS.

DO NOT ALLOW YOURSELVES TO BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM."

IF YOU CAN'T GET THE GEM FROM YOUR REGULAR JOBBER, WRITE TO US AND WE'LL TELL YOU WHERE YOU CAN GET THEM OR GIVE YOU PRICES AND DISCOUNTS.

AMERICAN MACHINE CO.,
LEHIGH AVE. AND AMERICAN ST., - PHILADELPHIA.

JOHN H. GRAHAM & CO. MANUFACTURERS' AGENTS,
113 CHAMBERS STREET, NEW YORK.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

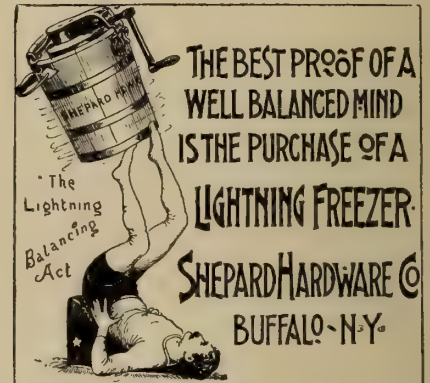
98 ESPLANADE ST. EAST. TORONTO

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.



THE BEST PROOF OF A
WELL BALANCED MIND
IS THE PURCHASE OF A

LIGHTNING FREEZER

SHEPARD HARDWARE CO.
BUFFALO - N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	.. 23,	24
Straits 100 lb ingots.....	" .. 23	24
Strip ..	26,	28
Tin Plates—Charcoal Plates, Bright.		
Bradley M.L.S., Per box		
I.C., usual sizes	\$6 50	\$6 75
I.X., "	7 75	8 00
I.X.X., "	9 00	9 25
Raven & P.D. Grades—		
I.C., usual sizes	5 50	5 75
I.X., "	6 50	6 75
I.X.X., "	7 50	7 75
I.X.X., "	8 50	8 75
D.C., 12 1/2 x 17	5 00	
D.X., usual sizes	6 00	
D.X.X., "	6 35	6 80

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 75	5 00
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual		

sizes 4 85 5 00
Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Tinne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 75	9 00
I.X. Terne Tin	10 75	11 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
I.X.X., 14x56, 50 sheet bxs	6 1/2c,	7c
" 14x60, "		
" 14x65, "		

Iron and Steel.

Common Iron, per 100 lb	.. \$2 30	2 40
Refined "	2 55	2 65
Horse Shoe "	2 60	2 65
Band "	2 75	3 00
Hoop "	2 75	3 00
Swedish "	4 00	4 25
Nova Scotia Bar iron.....	2 20	2 25
Domestic Bar ..	2 50	2 75
Sleigh Shoe Steel ..	3 00	3 25
Tire Steel ..	3 25	3 40
Machinery ..	0 13 1/2	0 14
Best Cast Steel, per lb.....	0 10 1/2	0 12
Russian Sheet ..	2 25	2 50
Tank Plates ..	4 50	5 00
Boiler Rivets ..		

Boiler Tubes.

2-inch	..... 12c
3-inch	..... 17

Boiler Plate.

1/2 inch.....	\$2 75
5-16 " ..	2 60
3/8 " and thicker	2 50

Sheet Iron.

1 to 20 gauge	3, 3 1/2
22 to 24 " ..	2 1/2, 3
26 " ..	3, 3 1/2
28 " ..	3 1/2, 3 3/4

Canada Plates.

Blaina.....	1/2 bright 3 20	3 25
Boars Head.....	" ..	None
Maple Leaf ..	" ..	None
All Bright.....	" ..	None

Iron Pipe.

Wrought, 55 to 57 1/2 p.c. dis.	
Galvanized, 25 to 27 1/2 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	5 1/2,	5 3/4
26 gauge, "	5 1/2,	6
28 " ..	5 1/2,	6 1/4
Gordon Crown—		
16 to 24 gauge, per lb	5 1/2,	6
26 gauge, "	5 1/2,	6 1/4
28 " ..	5 1/2,	6 1/4

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb.....	7 1/2	7 1/4
" 3-16 " ..	5 1/2	6
" 3/8 " ..	5 1/2	5 3/4
" 7-16 " ..	5 1/2	5 1/4
" 1/2 " ..	4 1/2	4 3/4
" 3/4 & 1/2 inch "	3 1/2	3 3/4
Trace, per doz. pairs ..	\$3 60	5 90
German coil, per 100 ft ..	1 65	2 70
Jack chain, iron, single, per		
doz yards ..	0 13	0 50
Jack chain, double, per doz		
yards ..	0 15	....
Jack chain, brass, single, per		
doz yards ..	0 20	1 10

Copper—Ingot.

Lake Superior, per lb ..	0 00	0 00
Baltimore ..		
English B.S. "	0 14 1/2	0 15 1/2

Bolt or Bar.

Cut lengths, round, 1/2 to 1 1/2 in.	\$0 25	\$0 28
" round & square		
1 to 2 in ..	0 23	0 26
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.		

Sheet.

Untinned, 14 oz, and light,		
16 oz, 14x48 and 14x60 ..	\$0 1	0 19
Untinned, 14 oz, and light,		
16 oz, irregular sizes ..	0 19	0 20
Note.—Extra for tinning, 2 cents per		
pound, and tinning and half planishing		
5 cents per pound.		

Planished and tinned, 14x		
48 and 14x60 ..	0 29	0 30
Braziers. (In sheets.)		
4x6 ft, 25 to 30 lb ea, per lb..	0 22	0 26
" 35 to 45 " ..	0 21	0 22
" 50 lb and above per lb	0 20	0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb.....	0 25
Spun " ..	0 29

Wire.

Pure, in coils—		
From 1 to 20 gauge.....	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21	0 25
" " 27 to 30 " ..	0 23	0 29
" " 30 and up.....	0 26	0 29
Sheets, hand-rolled 2x4 ft.	0 25	

Zinc Spelter.

Foreign, per lb.....	0 05 1/2	0 06
Domestic " ..	0 35 1/2	0 05 1/2

Zinc Sheet.

5 cwt casks.....	0 06 3/4	0 07
Part casks ..	0 07	0 07 1/2

Lead.

Imported Pig, per lb.....	0 03 1/2	0 04
Domestic " ..	0 03	0 04
Bar, 1 pound ..	0 04	0 05
Sheets, 2 1/2 lbs, per square ft,		
by roll ..	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft,		
by roll ..	4 75	5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb	0 18	0 20
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.		

Antimony.

Cookson's, per lb.....	\$0 19 1/2	0 20
Other makes " ..	0 17 1/2	0 18 1/2

White Lead.

Pure, Assoc. guarantee, ground		
in oil, 25 lb. irons, per lb.....	53	..
No. 1 Do.....	0	5 1/2
No. 2 Do.....	0	4 1/2
No. 3 Do.....	0	4 1/2

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)		
Pure, per gallon ..	\$1 05	\$1 10
2nd qualities " ..	0 85	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)		
Venetian Red, per lb.....	0 05	
Chrome Yellow " ..	0 09	
Golden Ochre ..	0 06	
French " ..	0 05	
Marine Black ..	0 09	
" Green ..	0 09	
Chrome " ..	0 08	
French Imperial Green ..	0 14	

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per cwt	1 40
" (J.F.L.S.) " ..	1 75
Venetian Red (R.C.2) " ..	2 00
Ven. Red, Cookson's " ..	3 25
English Oxides " ..	2 25
American " ..	0 16
Paris Green, per lb.....	0 17
Burnt Sienna ..	0 08 1/2
Burnt Umber " ..	0 05
do pure ..	0 07
Drop Black " ..	0 09
Chrome Yellows " ..	0 12
" Greens " ..	0 12
Golden Ochre " ..	0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal ..	0 70
Extra " ..	1 00
Brown Japan " ..	0 70
No. 1 Carriage " ..	1 50
Gold Size Japan " ..	1 40
Pure Orange Shellac " ..	2 20
Hard Oil Finish " ..	1 50

Linseed Oil (in bbls).

Raw, per gal.....	0 64
Boiled " ..	0 67

Turpentine (in bbls)

Selected Packages, per gal.....	0 62	0 63
---------------------------------	------	------

Castor Oil.

Best, per lb.....	0 10 1/2	0 12
-------------------	----------	------

Glue (in bbls)

Common, broken ..	0 10	0 11
French medal ..	0 12	0 13
Cabinet makers ..	0 17	0 18
White ..	0 16	0 17

HARDWARE.

Ammunition—Cartridges.		
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.		
Rim Fire Cartridges, Dom. 50 and 10.		
Rim Fire Military, net list. Amer.		
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.		
Central Fire Cartridges, Dom. 30 & 10		
Central Fire, Military and Sporting, Amer. net list. B.R. Caps, discount 45 p.c. Amer.		
Wads.		
Eley's, per 1,000.....	\$0 25	\$1 60
Anvils.		
Per lb.....	0 10	0 12½
Anvil and Vice combined each.....	4 50	
Augers.		
Gilmour's, discount 50, 50 and 10		
Hollow Stearn's per doz....	13 00	20 00
Adjustable " each.....	5 50	6 50
Post Hole, Vaughan's, each.....	1 35	1 60
Excelsior, Jennings', discount 50 per cent.		
Awls.		
Sewing per gross.....	5 65	1 59
Pegging, ".....	0 65	1 25
Brad, ".....	0 85	1 60
" handled.....	3 60	7 30
Saddlers', ".....	0 45	1 60
Awl Hafts.		
Patent Peg, per gross.....	7 50	9 00
" Sewing, ".....	7 50	9 00
Awl and Tool Sets.		
Millar's Falls, per doz.....	2 80	8 30
Axes.		
Per box.....	6 00	12 00
Axle Grease.		
Per gross.....	8 00	15 00
Bath Tubs.		
Zinc discount 25 per cent.		
Copper, discount, 30 p.c. dis. off Revised list.		
Bells—Hand.		
Brass, 60 to 66½.		
Nickel 50 and 10 to 60 p.c.		
Door.		
Gongs, Sargent's.....	5 50	8 00
" Peterboro.....	4 60	13 50
Cow.		
American make, discount 60, 60 and 10 per cent.		
Canadian, dis 45 and 50 p.c.		
Farm.		
American, each.....	2 00	5 00
House.		
American, per lb.....	0 35	0 40
Bellows.		
Hand, per doz.....	3 35	4 75
Moulders' ".....	7 50	10 00
Blacksmiths' discount 35, 40 per cent.		
Belting.		
No. 1, leather, discount 40 to 40 and 5 per cent.		
Best, ditto, 37½, 40 percent.		
Bench Stops.		
Per doz.....	5 00	6 00
Bits—Auger.		
Gilmour's dis 55 to 60 per cent.		
Excelsior—Jennings, discount 60 per cent.		
Jennings' Imitation, list 45, 47½ per cent.		
Jenning's Gen, net list to 5 p.c. dis. dis.		
Car.		
Gilmour's, 47½ to 50 per cent.		
Expansive.		
Clark's, 15 per cent.		
Excelsior, 10 per cent.		

Gimlet.		
Clark's, per doz.....	0 65	0 90
Diamond, Shell ".....	1 00	1 50
Nail and Spike, per gross.....	2 25	5 20
Blind Rollers.		
Annex.....	1 25	1 75
Mascot.....	1 35	1 85
Blind and Bed Staples.		
All sizes, per lb.....	0 11	0 15
Bolts.		
Carriage, dis. 65 and 5 per cent. to 70 per cent. dis.		
Tire, dis. 50 and 10 per cent. to 60 p.c.		
Stove, dis. 45 to 50 p.c.		
Elevator, dis. 35 to 40 p.c.		
Machine, dis. 65 to 70 per cent.		
Boring Machines.		
Complete, with Augers, ea. 5 25 7 00		
Braces.		
Barber's.....	6 00	7 75
Barber's Ratchet.....	10 00	11 00
Farmers'.....	2 00	2 75
Millar's Falls.....	15 50	29 00
Brackets—Shelf.		
Japanned Canadian, per doz. pairs.....	0 50	3 40
Berlin Bronze Cana'n.....	0 85	3 20
Broilers.		
Light, dis. 65 to 70 per cent.		
Reversible, dis. 65 to 70 per cent.		
Vegetable, per doz.....	1 12	2 35
Henis, No. 8 ".....	6 00	
" No. 9 ".....	7 00	
Butchers' Cleavers.		
From 8 to 12 inch, per doz. 500 4 23		
Butts—Brass.		
Wrought Brass, dis. 60 and 10 to 70 per cent.		
Cast Iron.		
Loose Pin, dis 65 to 65 and 5 per cent.		
Wrought Steel.		
Fast Joint, dis. 60 to 60 & 10pc.		
Loose Pins, " 60 to 60 & 10pc.		
Berlin Bronzed, dis. 70, 70 and 5 per cent.		
Gen Bronzed, per pair.....	0 40	0 65
Can Openers.		
Acme, per gross.....	9 00	10 00
Sardine Scissors, per doz..	3 75	4 50
Card.		
Horse, per doz.....	0 70	0 95
Carpet Stretchers.		
American, per doz.....	1 00	1 50
Bullards ".....	6 50	
Carpet Sweepers.		
Bissell, per doz.....	22 50	
World ".....	21 75	
Daisy, ".....	24 00	
Star, ".....	18 00	
Crown Jewel, per doz.....	29 00	
Grand Rapids, ".....	32 40	
Cartridges—See Ammunition.		
Castors.		
Bed, new list, dis. 50pc. } to 50 and 5		
Plate " dis. 50pc. } per cent.		
Cattle Leaders.		
No 31 and 32, per gross.....	8 50	11 25
Cement.		
Portland, car load lots.....	2 70	
Thorold ".....	1 10	
Queenston ".....	1 10	
Napanee ".....	1 10	
Chalk.		
Carpenters' Colored, per gross.....	0 90	1 10
White, lump, per lb.....	0 01½	0 01½
Red.....	0 05	0 06
Crayon, per gross.....	0 14	0 18
Chisels—Socket, Framing and Firmer.		
American, dis 70 per cent.		
Canadian, dis 35 per cent.		
Tanged Firmer per doz....	0 85	4 00

Churns.		
Boss or Daisy, dis. 50 and 10 to 60 p.c from factory 60 and 10 per cent.		
Clamps.		
Judd's, dis. 20 p.c.		
Stearns, per doz.....	3 00	10 00
Clips.		
Axle, dis. 65 p.c.		
Coffee Mills.		
Box.....	3 60	13 00
Side.....	3 60	4 00
Enterprise, No. 0.....	1 35	
No. 2.....	2 70	
Compasses, Dividers, etc.		
American, dis., 60 to 62 and ½ p.c.		
Cradles, Grain.		
Canadian, discount 25 p.c.		
Door Springs.		
Torrey's Rod, per doz.....	2 00	
Coil, per doz.....	0 88	1 60
English, ".....	2 00	4 00
Draw Knives.		
American, dis. 70.		
Canadian, dis 25 to 35 p.c.		
Drills and Drill Stock—Breast.		
Millar Falls, per doz.....	16 00	51 50
P. S. & W., dis. 40 per cent.		
Twist.		
Morse, dis. 30 to 33½ per cent.		
Standard, dis. 40 to 45 p.c.		
Elbows—Stove Pipe.		
Dis 20 to 33½ p.c.		
Fawcets.		
Cork Lined, per doz.....	0 30	0 60
Wine, per doz.....	1 30	2 25
Star, ".....	2 80	3 90
Fenns Corkstops, No 2 p.doz.....	1 70	
Petroleum, per doz.....	4 50	6 50
Files.		
Kearney & Footes discount Am. List, 50 & 5 to 50 & 10		
Barton Smith, dis. 50 & 10 per cent.		
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.		
Canadian, dis., Amer. list 60 per cent.		
Jowitt's, dis. Can. list, 25pc.		
Horse Rasps, Kearney & Footes dis Am list, 50 pc.		
Horse Rasps, Heller's dis. Am. list, 45 to 50 per cent.		
Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.		
Fluting Machines.		
Each.....	0 60	2 00
Forks.		
Hay, Manure, etc, dis. 40 p.c.		
Freezers, Ice Cream.		
Gem, dis. 50 and 5 per cent.		
Fruit Presses.		
Henis' per doz.....	4 00	
Enterprise, discount 10p.c.		
Fry Pans.		
Acme, discount 55 to 60 per cent		
Gauges—Marking, Mortise, etc.		
Stanley's, dis. 50, 55 p.c.		
Wire Gauges.		
Winn's, Nos. 26 to 33, each 1 65 2 40		
Glass.		
Window.		
United Inches—Box Price.		
Star.		
Double Diamond		
Size up to 26 50 ft. Per 100 ft.		
26 to 40 in 1.55-1.60 50 ft. Per 100 ft.		
41 to 50 2.15 50 ft. Per 100 ft.		
51 to 60 2.35 50 ft. Per 100 ft.		
61 to 70 3.50-3.60 50 ft. Per 100 ft.		
71 to 80 3.80-3.90 50 ft. Per 100 ft.		
81 to 85 4.10-4.20 50 ft. Per 100 ft.		
86 to 90 5.45 50 ft. Per 100 ft.		
91 to 95 6.25 50 ft. Per 100 ft.		
96 to 100 7.20 50 ft. Per 100 ft.		
101 to 105 7.80 50 ft. Per 100 ft.		
		8.75
		10.95
		13.75
		16.25
		22.00

Pilkington.		
Ordinary		
1st break.....		\$3 65
2nd ".....		3 90
3rd ".....		4 60
4th ".....		4 95
5th ".....		5 40
6th ".....		5 90
7th ".....		6 50
Picture Glass.		
Pilkington's ordinary.		
1st break.....		4 30
2nd ".....		4 70
3rd ".....		5 40
4th ".....		5 90
5th ".....		6 50
6th ".....		6 90
7th ".....		7 70
Glue Pots.		
Tinned, each.....	0 30	0 90
Enamelled ".....	0 55	1 20
Grindstone Fixtures.		
P. S. & W., per doz.....	4 25	4 65
Hammers—Nail.		
Maydole's net list to 5 per cent. dis. Can. discount 25 to 27½ p.c.		
Tack.		
Magnetic, per doz.....	1 10	1 50
Sledge.		
Canadian, per lb.....	0 12½	0 15
Ball Pean.		
English and Can., per lb. 0 25 0 37½		
Handles.		
Axe per doz.....	1 00	3 50
Store door ".....	1 00	1 80
Chest, per doz pairs.....	0 40	2 50
Chisel.		
Firmer per gross.....	3 00	4 50
Socket Firmer ".....	3 25	8 00
Socket Framing per gross 3 75 5 00		
Fork.		
C. & B., discount 30 per cent.		
Hoe.		
C. & B., discount 30 per cent.		
Saw.		
American, per doz.....	1 00	1 25
Plane.		
American, per gross.....	3 15	3 75
Hammer and Hatchet.		
American, per doz.....	0 50	0 80
Cross Cut Saw.		
Canadian per pair.....	0 18	0 25
Hangers.		
Door 4 and 5 inch, per pair 0 40 0 80		
Hatchets.		
Can., dis. 37½, 40 p.c.		
Hinges.		
Blind, Parker's, dis. 60 to 60 and 10 per cent.		
Light T and strap, dis 62½ to 65 per		
Heavy, per lb.....	0 5	0 08½
Screw and Strap, per lb. 0 03½ 0 04½		
Per doz. sets.		
Screw, Eureka.....	1 13	1 80
Gate, Clark's.....	1 50	2 20
" Shepherd's.....	1 00	1 50
Per doz. pairs		
Spring.....	1 50	3 50
Hoes.		
Garden, Mortar, etc., discount 40 per cent.		
Planter's per doz.....	4 00	5 00
Hooks—Cast Iron		
Bird Cage, per doz.....	0 50	1 10
Clothes Line, ".....	0 27	0 63
Harness, ".....	0 72	0 88
Hat and Coat, per gross.....	1 00	3 00
Chandelier, per doz.....	0 50	1 13
Wrought Iron.		
Wrought Hooks and Staples, Can dis. 17½, 20 p.c.		

BOWMAN, KENNEDY & CO.,

LONDON, ONT.,

HEADQUARTERS FOR

General Shelf and Builders' Hardware, Cutlery, Silverware, etc. Glass, all kinds, single, double thick and fancy, Paint, Putty, etc. Oils, raw and boiled Linseed, Castor Oil, Coal and Machine Oil.

WHOLESALE ONLY.

HARDWARE



No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,
DEAR SIR,—I am pleased to say that after nearly three years constant use, day and night, on our largest engine your Copperine has stood its work well. I have not had to renew any of the heavy bearings yet, so I consider that speaks for itself. I am pleased to recommend it to any one in need of metal to stand heavy work.

I remain, yours truly,
J. C. FERGUSON,
Chief Engineer Toronto Waterworks.



J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST EAST,
TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.



Metallic Shingles,
Siding and Ceiling Plates,
Terra Cotta Tile,
Corrugated Iron, etc.

SEND FOR CATALOGUE.

METALLIC ROOFING CO., L'D.,

Rear 84 to 90 Yonge St.,

TORONTO.

Telephone No. 1457.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

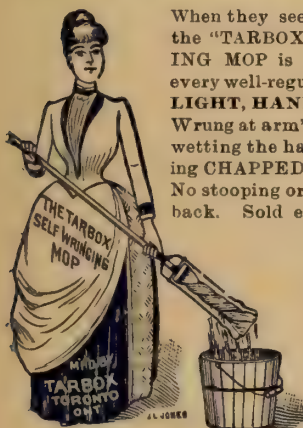
TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor), - - - TORONTO.

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, LIGHT, HANDY, DURABLE. Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask

your dealer for it and take no other. The name of "TARBOX" cast on every mop.

Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

TARBOX BROS.,

73 Adelaide Street West, Toronto,

Sole Manufacturers.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING SANDSTONES,

CALCINED PLASTER.

BUILDERS' & CONTRACTORS' SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

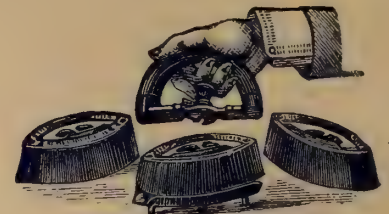


Improved patent asbestos floor and partition thimble. Patentee and Sole Manufacturers, Canada and United States, Fairgrieve & Craig, 128 Richmond St., W. Toronto

HARDWARE.



No More Broken Handles.
All Heavy Nickel Plated.
**ATTRACTIVE,
DURABLE,**
Easy to the Hand.
-NO EXTRA COST-



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-("TRAP")
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

DOMINION WIRE

MANUFACTURING CO'Y,
LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.

"LYMAN" 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

FENCING.

Staples and Fencing Tools.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



GLASS IMPORTERS,

Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

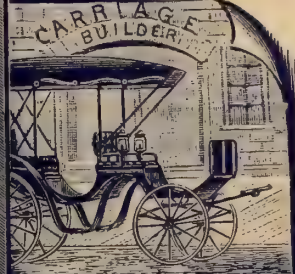
TELEPHONE 1599.
CABLE ADDRESS, "PLATE,"

55 Victoria Street, - - - Toronto, Ont.

MAR 28., '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"
No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

—o—
Importers of
BAR IRON,
STEEL,
Shelf and Heavy
HARDWARE,
Builders' and
Mechanics'
TOOLS and
SUPPLIES.

—o—
32 KING ST. EAST,



JOHN LEYS,
Vice-President.

—o—
Mantels,
Grates,
Tiles,
— CUTLERY —
E. P. WARE
Housefurnishings.
—o—
TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

If orders are now sent in with specifications we can supply in good time the latest improved Milk Can Trimmings with wide hoop and patent cover and Tinned Iron for the same, also Creamery Can Fixtures with the new patent Jersey gauge (which requires no putty).

We also have all kinds of Creamery Gates, Sap Buckets, New Galvanized Steel Buckets, good stock of Embossed Ware, in fact a heavier and more varied stock of tinware and house furnishing supplies than ever at prices as low as any.

Early orders, not necessary for immediate shipment, solicited.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 8 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, MARCH 28, 1891

No. 13

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

A NEW NAIL ASSOCIATION.

Cutting on nails has been a subject for frequent complaint with the iron trade for some time, and it was generally admitted that something ought to be done to stop it. Several suggestions were made, and now it seems as though a method had been arrived at whereby the difficulty can be surmounted. This method consists of a nail association which takes in all the nail manufacturers in Canada except two firms, and one of these, although not a member of the association, has agreed to its figures, while the other firm has a constituency that does not conflict with that of the association under consideration. The members of the association are Peck, Benney & Co., Montreal Rolling Mills Co., Pillow, Hersey & Co., and Abbott & Co., all of Montreal, the only other firms of nail makers being the Ontario Rolling Mills Co., of Hamilton, and a firm in St. Johns, N. B. The Ontario company has agreed to the terms of the Association, while the other firm is not likely to cause any trouble. The articles of agreement are as follows:—"We have agreed to form an association in our mutual interest and of those trading with us, to be known as the Montreal Cut Nail Association. We have appointed Mr. William Smaill of this city our sales agent for the sale of all nails described in the standard list adopted by us, comprising cut nails (iron and steel), cut spikes, finishing nails, casing, flooring, box, shook and tobacco box nails, etc., etc. etc." All enquiries as to contracts,

prices, terms, etc., will therefore have in future to be addressed to Mr. Smaill. The association has been in operation since January 30th, and has given general satisfaction as far as can be learned. This is easily understood; Mr. Smaill is a neutral party, and therefore is in a better position to sift out any difficulty than the representative of an individual firm. It is only necessary to cite a case in point to illustrate this. A complaint was received that a firm in Montreal had been cutting 5c. on nails to a Toronto customer. Mr. Smaill soon found out that there had been no cut at all. The nails in question had been delivered with a miscellaneous lot of goods, among which was a lot of galvanized plate. These, for particular reasons, had been delivered free in Toronto, and the fact was immediately seized upon to build up a misleading story about a cut on nails. When this was made known to the complainant there was no further difficulty. Under the old arrangement this result would have been impossible and friction would have ensued. But the question will be asked, can cutting really be prevented? Well, to a certain extent it can, under the association's rules. There is of course a regular list price at which nails are sold. Now, large wholesalers naturally get a preferential price on this from the association, with the distinct understanding that they will job out the nails at the regular list price. If they do not Mr. Smaill, who represents the association, will find it out, and then the preferential rate will be withdrawn as far as the offending firm are concerned. This places matters on a more equal footing than formerly and is certainly better than the old method. Mr. Smaill, the secretary, is an old hand in the iron and nail business, thoroughly understanding all its details, and the association certainly has the good wishes of all conscientious merchants.

THE FAILURES OF 1890.

In a neat little pamphlet bearing the title, "A Record—not a Prospectus," the Bradstreet Company summarizes the facts of last year's failures in this country and the United States, and puts them side by side with the similarly classified facts of each of the three preceding years. The figures show that the line of failure coincides pretty closely with the line of rating, as where the latter sags lowest there the failures are heaviest, both in the number and amount of them. Nearly 92 per cent. of the total number of failures last year fell upon business men whose rating was below the class 'Good,' and the same proportion is almost constant throughout the four completed years since 1886. Also, nearly 90 per cent. of all the failures of 1890 include businesses in which the capital invested was not more than \$5,000. This percentage, too, approximates roughly to what is the average of failures on small capital for the past four years. The course of failure seems to have taken its way much as it was staked out by the Bradstreet Company.

The fact that 90 per cent. of the failures were made up by concerns whose capital was not more than \$5,000 seems to point to lack of capital as the greatly preponderating cause of failure. Of course there may have been other causes which helped to keep the centre of failure down in the range of small capitals, but then these other causes ought to be represented proportionally in the failures that overtook concerns of capital above \$5,000. Since these are only ten per cent. of the whole, there is little room for the operation of the causes that might be involved along with inadequate capital for the destruction of the small affairs. Probably the inference we are most warranted in making is, that the smaller the capital the greater is the disposition to extend business beyond the limits of capital.

The Record also submits the results of one year's investigation into the causes of failure. The conclusions drawn from these results,

unlike the other statistics referred to, are not based upon observations extending over four years, but have only the data of one year's business under them. They may not exactly, therefore, assign the proportion to the various causes, but since 1890 was a normal year it is not unlikely that they do. The following exhibits the results to which an examination of last year's business failures in Canada and Newfoundland has led the compilers :

Failures due to	No.	Assets.	Liabilities
Incompetence	312	\$1,166,815	\$2,439,863
Inexperience	68	146,224	261,256
Lack of capital	905	3,509,583	5,702,563
Reckl's grant'g cred'ts	51	220,194	410,786
Failures of others.....	38	241,715	527,417
Person'l extravag'nce	9	18,458	54,750
Neglect of business...	44	91,024	218,220
Undue competition....	29	93,186	229,571
Disast'r, or com. crisis	96	840,787	1,588,168
Speculation outside...	44	328,574	768,350
Fraudulent disposition	30	89,440	278,056
Total	1,626	\$6,746,000	\$12,482,000

Here, lack of capital plays the largest part, and incompetence the next largest. Personal extravagance is the least mischievous cause and fraud is the next lowest in responsibility. This statistical determination of the causes of failure agrees remarkably with our estimate of the importance of these causes, published in a series of articles a few months ago. In those articles the comparative gravity of the various pitfalls in the trader's way was pointed out, and this report gives figures that correspond closely with our words.

We are glad to have our views backed up by so careful an application of the inductive method as the Bradstreet Company has the facilities and materials for bringing to bear upon the matter. The same investigations continued yearly for some time may end in the establishment of a scientific basis of credit. This would be nearly as desirable a consummation as the reaching of an exclusively cash basis of trade, and is certainly a much more practicable one for trade reformers to aim at.

COPPERINE.

Nearly every manufacturer of goods of reputed fine quality, is doomed to suffer annoyance from that carbuncle on trade, known as the infringing shyster. But the rule holds good that "whatever we make depends entirely upon what we are for its quality."

A genuine good article is made by Alonzo W. Spooner, of Port Hope, Ont., covered by letters patent in Canada and the United States. Every hardware man in the Dominion knows the reputation of this man and his copperine box metal, which has been won by hard fought battles against babbitt metal and hot boxes, until now such things are scarcely known, and copperine is with us to stay. Why, the test in our Toronto Water Works engines, being the largest and heaviest in the country, should satisfy any ordinary mortal of the everlasting wear of this metal. Four years of steady grind night and day has made no perceptible vari-

ation in the bearings, and they are there to show for themselves; perfection itself. The season is at hand when many wheels will be unloosed from winter's grasp; even now repairs are the order of the day. Therefore, it's a good time to stock up with this metal. It should be borne in mind that copperine is well advertised for the trade. It's a good seller, and sure to satisfy everybody. It will be called for by the best class of trade, because it will stand their work. Engineers, machinists, saw-millers, grist-millers and agricultural works, can get nothing so good. It's the best in its line and worthy of patronage.

CROWN AND SHEET GLASS.

The name of crown glass is given to the best kind of glass, commonly used in making windows, and for like purposes. In the composition of this material no lead or metallic oxide enters as a fluxing agent. A small quantity of manganese is frequently used, and sometimes also a minute portion of oxide of cobalt; but the object of these additions is the correction of a faulty color in the glass, arising from the impurities in the sand and alkali. This kind is, therefore, much harder than flint glass, and would consequently be more difficult to fashion, if it were desired to give it any other form than that of a plain surface.

The composition of crown glass varies considerably; according to some historian the composition being white sand, pearl ash, common salt or salt cake, saltpetre, and small quantities of arsenic and manganese.

When the materials are properly used and refined, the workman commences his blowing operations in exactly the same manner as for blowing flint glass. By repeated dippings of the iron tube into the pot he gathers as much glass upon the end as experience teaches him will suffice for the formation of a sheet of glass of the usual size, and which generally weighs from 10 to 12 pounds. This lump he allows to drop below the end of the tube, and then rolls it upon the marver to give it cylindrical form. He then commences blowing until the mass assumes the shape of a pear.

A fresh heating and a second blowing enlarges its dimensions and renders it more globular. A third operation of heating and blowing still further enlarges the size of the glass. The side opposite to the tube is then flattened by pressure against a plain surface, and a small portion of melted glass is collected on the end of a pontil or punt iron, and is applied to the centre of the flattened end, exactly opposite to the blow tube, which is then whetted near to their point of union, leaving a circular hole in the glass about two inches in diameter.

At this period the glass must be again held to one of the openings of the furnace until it has become sufficiently hot and ductile for the further alteration of its shape. The

workman then dexterously twists the punt in his hand (somewhat after the fashion of trundling a mop) slowly at first, and then more and more quickly. When the glass yields to the centrifugal impulse, its diameter becomes greater and greater, the hole just mentioned expands proportionally, and when in this continued progression the doubled portion opposite to the iron rod and between the periphery or the circumference of the glass and the orifice is diminished to an annulus, or ring, only a few inches wide. This in an unaccountable manner instantly flies completely open, and the glass is converted into a plane disc of 50 to 60 inches diameter, having a uniform thickness throughout the entire plate, with the exception of the spot where it is attached to the iron pontil, where there is a knob or lump of metal, which is called a bull's eye.

The plate, when thus finished, is detached from the iron rod by the usual method of wetting, and placed resting on its edge in the annealing oven. Some considerable care is necessary for regulating the temperature at this stage, for if the heat be too great the softened glass will bend, and for that reason will be lessened in value; while if the oven be not sufficiently hot the plates are very likely to crack, and if even this disaster should not happen the glass will prove of inferior quality, and so brittle that the glazier will be unable to cut it with any degree of certainty in the wished-for direction.—American Manufacturer.

ELECTRIC LIGHT ESTABLISHMENT FOR SALE.

On Wednesday April 15, the premises and plant of the Hamilton electric light company will be sold at public auction by Thomas Burrows. The sale will be without reserve. The big building on the corner of King and Catharine streets, Hamilton, the 400 arc lights and between 2,000 and 2,500 incandescent lights, the engines, dynamos and other machinery, the poles, wire and other outside plant—all will come under the hammer.

The sale is ordered by the Canada Permanent Loan and Savings company, of Toronto, which holds mortgages on the Wanzer factory on Barton street and the electric light company's premises, and other property of Mr. Wanzer's to the amount of \$148,000. Sydney C. Mewburn is the Hamilton agent of the company.

The city is interested in the sale, for the street lighting contract of the electric light company has two years longer to run under the contract, the company now supplying 312 arc lights for the streets. Under the terms of sale, whoever purchases the property will have to continue and complete the contract.

It will perhaps be suggested that Hamilton should purchase the property and continue the works under municipal control. But in order to do this it would be necessary to submit a by-law to the people.

THE COMMERCIAL TRAVELLER.

So many things have been written about the Commercial Traveller, some true to life, some unreal and impossible of occurrence, and some tinted with all the varied shades of the prismatic brain of the penny-a-liners, that the really true knight of the road feels his soul shrinking at the bare idea of reading an article headed by the subject of his avocation.

Those who have read the works of that great and wonderful genius, Balzac, whose scalpel laid bare the deepest and most repulsive wounds of the social world, high and low, and whose writings display such a profound knowledge of the human heart and an extraordinary range of knowledge, and who painted life far deeper and more true to nature than even George Sand or Rousseau, will pleasantly recall the scene from his "Provincial Life," and see in the "Illustrious Gaudissart" such a picture of a commercial traveller of his day as to make one marvel at the writer's erudition and prescience. In order to give those of our readers who have not read the works of the great French novelist a glance at the commercial traveller as portrayed by him, we think it pardonable to reprint such of his opinions as can be clipped from the story and still prove interesting, instructive and reflective reading, and we feel sure our readers will admit that Balzac's description, though written over fifty years ago when the commercial traveller, as an indispensable part and parcel of the commercial world, was still an infant, though happily out of his long clothes, shows a wonderful pre-knowledge of his subject, and most of his observations are applicable to the traveller of our day. In reading "The Illustrious Gaudissart" one feels as if Balzac were still in the flesh and a regular reporter on one of our progressive dailies, so familiar is his picture to us.

Waiving any further remarks on this subject on our part, for time and space would be inadequate to exhaust it were we inclined to enter upon the task of adding to the literature of the "road." Let us see what Balzac writes:

"The Commercial Traveller, a personage unknown to antiquity, is one of the striking figures created by the manners and customs of our present epoch."

How familiar and commonplace this sounds to us, as if clipped from last evening's paper.

"The Commercial Traveller! Is he not to the realm of ideas what our stage-coaches are to men and things? He is their vehicle, he sets them going, carries them along, rubs them up with one another. He takes from a luminous centre a handful of light, and scatters it broadcast among the drowsy populations of the duller regions. This human pyrotechnic is a scholar without learning, a juggler hoaxed by himself, an unbelieving priest of mysteries and dogmas, which he

expounds all the better for his want of faith. Curious being. He has seen everything, known everything, and is up in all the ways of the world."

How true this is of some of the newlings who start out with a head full of knowledge and ideas, and come in at the end of the trip with a dearth of orders and much smaller opinion of himself and his abilities and a far greater respect for the knowledge of "Old Smith" up North.

"Jester and jolly fellow, he keeps on good terms with all political opinions, and is patriotic to the bottom of his soul. A capital mimic, he knows how to put on, turn and turn about, the smiles of persuasion, satisfaction and good nature, or drop them for the normal expression of his natural man. He is compelled to be an observer of a certain sort in the interests of his trade. He must probe men with a glance and guess their habits, wants, and above all their solvency. To economize time he must come to quick decisions as to his chances of success—a practice that makes him more or less a man of judgment. Blest with the eloquence of a hot-water spigot turned on at will, he can check or let run, without floundering, the collection of phrases which he keeps on tap, and which produce upon his victims the effect of a moral shower-bath." (Called by us in the vernacular "the gift of the gab.") "Loquacious as a cricket, he smokes, drinks, wears a profusion of trinkets, and never permits himself to be 'stumped'—a slang expression all his own. Activity is not the least surprising quality of this human machine. Not the hawk swooping upon its prey, not the stag doubling before the huntsman and the hounds, nor the hounds themselves catching scent of the game, can be compared with him for the rapidity of his dart when he spies a 'commission,' for the agility with which he trips up a rival and gets ahead of him, for the keenness of his scent as he noses a customer and discovers the spot where he can get off his wares."

"How many great qualities must such a man possess. You will find in all countries many such diplomats of low degree: consummate negotiators arguing in the interests of calico, jewels, frippery, wines, and often displaying more true diplomacy than ambassadors themselves, who for the most part, know only the forms of it. No one in France can doubt the powers of the commercial traveller, that intrepid soul who dares all, and boldly brings the genius of civilization and the modern inventions into a struggle with the plain common sense of remote villages, and the ignorant and boorish treadmill of provincial ways. Can we ever forget the skilful manœuvres by which he worms himself into the minds of the populace, bringing a volume of words to bear upon the refractory, reminding us of the indefatigable worker in marble whose file eats slowly into a block of porphyry? Would you seek to know the utmost power of language, or the strongest pressure

that a phrase can bring to bear against rebellious lucre, against the miserly proprietor squatting in the recesses of his country lair? Listen to one of these great ambassadors of industry as he revolves and works and sucks like an intelligent piston of the steam engine called speculation."

"Let us walk around the Commercial traveller, and look at him well. In the first place, what an acrobat, what a circus, what a battery, all in one, is the man himself, his vocation, and his tongue! Intrepid mariner, he plunges in, armed with a few phrases, to catch five or six hundred thousand francs in the frozen seas, in the domain of the red Indians who inhabit the interior of France. The provincial fish will not rise to harpoons and torches; it can only be taken with seines and nets and gentlest persuasions. The traveller's business is to extract the gold in the country "catches," by a purely intellectual operation, and to extract it pleasantly and without pain. Can you think without a shudder of the flood of phrases which, day by day, renewed each dawn, leaps in cascades the length and breadth of sunny France?"

"You know the species; let us now look at the individual."

Balzac then goes on to describe the "Illustrious Gaudissart." Lack of space and time prevents our describing in detail all the qualities of this famous traveller, and we must ask our readers to look up the works of this renowned Frenchman and revel in the grand portrayal for themselves, but we might cursorily glance at "this incomparable commercial traveller," the paragon of his race, a man who possesses in the highest degree all the qualifications necessary to the nature of his success, and hold the mirror up to the faces of our own "knights of the grip."

"His speech" says Balzac "is vitriol and likewise glue to catch and entangle his victim and make him sticky and easy to grip, vitriol to dissolve hard heads, close fists, and closer calculations. His line was once "the hat," but his talents and the art with which he snared the wariest provincial had brought him such commercial celebrity that all vendors of the "article Paris" (small wares of all kinds) paid court to him, and humbly begged that he would deign to undertake their commissions."

A description then follows of how he was wine and dined on his return home trips, and how his renown, his vogue, and the flatteries showered upon him gained him the name of "Illustrious."

"All things smiled upon our traveller, and the traveller smiled back in return. Similia similibus—he believed in homœopathy. Puns, horse-laugh, clothing, body, mind and features, all pulled together to put a devil-may-care jollity into every inch of his person. Free-handed and easy going, the man who jumps lightly to the top of a stage-coach, gives a hand to the timid lady who fears to step down, jokes with the postilion about

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD:

Crown, Red Cap, Blue Ribbon, Silver Composite.

**Manila and Sisal Rope,
Lath Yarn, Packing, &c.**

his neckerchief and contrives to sell him a cap, smiles at the maids, gurgles at dinner like a bottle of wine and pretends to draw the cork by sounding a fillip on his distended cheek; plays a tune with his knife on the champagne glasses without breaking them, chaffs the timid traveller, contradicts the knowing one, lords it over a dinner-table and manages to get the titbits for himself. A strong fellow, nevertheless, he can throw aside all nonsense and mean business when he flings away the stump of his cigar and says with a glance at some town, 'I'll see what these people have got in their pockets. All things to all men, he knew how to accost a banker like a capitalist, a magistrate like a functionary, a royalist with pious and monarchical sentiments, a 'bourgeois' as one of themselves. In short, wherever he was, he was just what he ought to be, he left Gaudissart at the door when he went in, and picked him up again when he went out."

"In his close relation to the caprices of humanity, the varied paths of commerce had enabled him to observe the windings of the heart of man. He has learned the secret of persuasive eloquence, the knack of loosening the tightest purse strings, the art of arousing desire in the souls of husbands, wives, children and servants, and what is more he knew how to satisfy it. No one had greater faculty than he for inveigling a merchant by the charms of a bargain, and disappearing at the instant when desire had reached a crisis. Full of gratitude to the hat making trade, he always declared that it was his efforts in behalf of the exterior of the human head which had enabled him to understand its interior, he had capped and crowned so many people, he was always flinging himself at their heads, etc. His jokes about hats and heads were irrepressible, though perhaps not dazzling."

Who of our readers that has had any extended experience with commercial travellers will not catch in the graphic description of the great French philosopher a living echo of the

"Illustrious Gaudissart" in the person of our own travellers. True, the Gaudissart of the latter end of the nineteenth century has become more settled, stable and less flighty and more given to solid business, while horse-play and kindred amusements of Balzac's hero have been relegated to the shelf of forgetfulness. There is not wanting, however, that perfect and intuitive knowledge of human nature without which no traveller can be said to be successful. He may possess geniality, dress well, deport himself becomingly, but unless he has the faculty of worming himself into the inner-self of his customers and creating in them the desire to buy where no desire exists, or at best is but weak, in other words, unless he can hypnotize his subject he will not be "on the road" long. One might travesty Horace and say "Venditor nascitur, non fit," THE SALESMAN IS BORN NOT MADE.

We hope the few extracts taken from Balzac will be of interest to our readers and to commercial men generally, and though some of the characteristics of Gaudissart may not be adaptable to our time, still we think a good deal of pleasurable enjoyment can be obtained by reflecting that "the Commercial Traveller" has been considered worthy of portrayal by a man so great, so eminently wise, learned, erudite and immoral as Balzac. One word more to our readers. Buy Balzac's works and see yourselves.

TRADE SALES.

Suckling & Co. sold the following stocks on Tuesday:

G. J. McKee, Simcoe, dry goods, amount \$17,000, at 61 1-2c., to P. W. Bell, Collingwood.

Kingston Syndicate, drygoods, \$21,000, at 51c., to T. P. Pearce, Belleville.

D. Dengate, Woodstock, boots \$5,600, at 66 1/4c., to G. & E. McGuire, Tilsonburg.

Napanee Syndicate, drygoods, \$19,000 at 55c., to N. B. Gould, Port Hope.

T. Wadsworth, tailor, Parkdale, \$1,500, at 39c., to G. S. Booth, Toronto.

J. W. Argle, Toronto, hats, \$1,100, at 21c., to J. H. Thompson, Toronto.

VICTORIA COMMERCIAL TRAVELLER TAX REDUCED.

The Commercial Travellers' Association of Canada has succeeded in obtaining the following concession from the corporation of Victoria, B.C.: The full amount of the license tax, \$50, which is now levied on commercial travellers, will be collected as prescribed by law, but a rebate of \$40 will be allowed bona fide commercial travellers who pay said license, making the net license fee \$10. This latter amount the said corporation have collected for years past, not merely from travellers representing foreign houses or Canadian houses outside of Victoria, but from local travellers as well. The \$50 tax, until it was thus reduced to \$10 again, was also collected from local travellers. The remission is secured not only to the members of the Commercial Travellers' Association of Canada, but to all genuine travellers.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

CORRUGATED STEEL FASTENERS.

A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



It is reported that Mr. S. J. Ritchie has severed his connection with the Canadian Copper Company, Sudbury.

Dodds Bros hardware and grocery store Watford, was entered by burglars Sunday night and a quantity of knives, revolvers etc. were stolen.

Fire started in the factory of the Ottawa Powder Company, one day last week, culminating in an explosion that completely wrecked the works.

Mr. Frank W. Ferguson, St. Thomas, Ont., has accepted a position as traveller for the wholesale crockery firm of McMahon, Broadfield & Co., of Toronto.

The contract for supplying the iron work in the floors, roof and columns of the Bell Telephone Company's building which is to be erected this summer in Toronto has been awarded to Mr. E. Fielding against five competitors.

The discovery of nickel ore, four miles southwest of the village of Plevna, near Kingston, has created considerable excitement. The find is on the property of Messrs. Allison and Platt, of Adolphustown. The ore when compared with that found at Sudbury is of the very finest quality. This is the first nickel found in Frontenac.

Walter N. Cottingham, Montreal, is meeting with good success in the sale of his Green Seal White Lead. It is making a name for itself in all parts of Canada. Foster Bros., painters, Nanaimo, B. C. write them, "Your Green Seal White Lead is in every way found to be as good as quoted, pure, and find it to work well and cover a large surface. It is the cheapest lead to us."

The 1891 Catalogue and Price List of the A. G. Peuchen Co., (Limited), Toronto, is a well-condensed, lucid compilation of an immense amount of matter. The plan is simple, the employment of symmetrical arrangement, varieties of type and colors of ink,

marking the contents out very distinctly from each other. The lines of paints and subsidiary stock are very numerous and detailed.

A meeting of the ironfounders of Canada was held at Hamilton last week. Delegates were present from Toronto, London, Brockville, Kingston, Brantford and other places. Prices for the season were decided upon, and other matters of interest to the trade discussed.

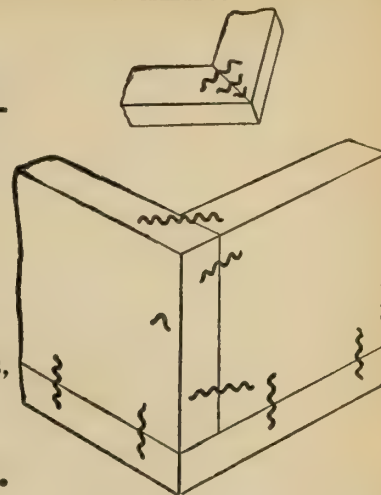
At the meeting of the coal agents at New York, Monday, it was decided to reduce stove coal 40 cents per ton, egg 30 cents and chestnut 25 cents. The new prices go into effect April 1 and are 55 to 60 cents below those in effect last year. The agents also resolved to restrict the production for April to 2,000,000 tons.

SILVERING FOR BRASS.

The so-called silvering solution for brass sold on the street and applied with a rag usually contains no silver, but is a solution of nitrate of mercury, which will destroy articles of brass, German silver, etc., to which it is applied. A silvering solution which will cover brass, German silver and copper with a thin but substantial film of silver may be made by adding to a strong solution of silver nitrate sufficient of a solution of potassium cyanide to re-dissolve the precipitate first thrown down. Mix in with this sufficient Spanish whiting or precipitated chalk to make a thin paste. This solution, to obtain its best effect, should be slightly warmed before application, and the articles to be silvered should be clean and free from grease. By scattering or rubbing zinc filings over the articles to be silvered, especially if it be of copper, a much more beautiful effect is produced, the filings being washed off after the silver coating is obtained. There are many other formulas for "cold silvering," as the process of plating without a battery is called, but this is about as good as any.—Industrial World.

A customer secured is a promise of greater salary in time.

A feather duster disperses but does not remove the dust from the store.



A BUSINESS MEN'S ASSOCIATION IN RODNEY.

HARDWARE's articles on Business Men's Associations have had the effect of stirring up an interest in the formation of one of them at Rodney. A largely attended meeting of the business men of the place, was held on Tuesday evening, March 17th, when Mr. Wray, of the West Elgin Mercury, read the constitution of a similar organization from HARDWARE. Mr. Wray was appointed chairman of the meeting, and Mr. S. B. Morris, banker, secretary. It was then resolved to form an association at Rodney, of the kind referred to in the HARDWARE. The officer selected were:

President—Mr. S. B. Morris, banker.
Vice-President—Mr. E. C. Harvey, druggist.
Secretary—Mr. L. E. Wray, editor Mercury.
Treasurer—Mr. O. R. G. Stinson, grain merchant.

Committee—Mr. W. Morris, merchant; Mr. W. Bristow, hardware dealer; Mr. Barnes, flour and feed dealer, and the president and secretary.

Some twenty-five business men signed the roll. The Association will be thankful for any information regarding the practical working of similar organizations.

It is believed that as such an association was greatly needed in Rodney, it will be the means of accomplishing much good.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



FERGUSON, ALEXANDER & Co.,

Glasgow Lead and Color Works,

MONTREAL.

—MANUFACTURERS AND IMPORTERS OF—

Absolutely Pure White Lead,
Refined Red and Orange Lead,
Flake and Ground Litharge,
Glassmakers' Red Lead,
Potters' Red and White Lead,
Ready Mixed Paints, all Shades,
Ready Mixed Coach Colors,
Painters' Pure Colors, Dry and in Oil,

Superfine CARRIAGE COLORS, in Oil and JAPAN,
Pulp Colors for Wall Paper Makers,
Printers' Pigments in every Color,
Mistletoe Permanent Green for Window Blinds, etc.
Implement Paints, Colors and VARNISHES,
Coachbuilders' Varnishes and Japans,
Painters' Stains, VARNISHES, JAPANS and DRIERS,
Painters' and Coachbuilders' Requisites, etc., etc., etc.

VARNISH FACTORY :
St. Gabriel Locks.

HEAD OFFICES AND WORKS :
14 to 22 College Street, Montreal.

QUICK SHIPMENTS.



TO UNITE THE ENDS OF LEAD PIPE

The American Engineer gives the following method for uniting lead pipe :

"Whatever the size of the pipe may be, procure a block of hard wood, say four or five inches long and four inches in diameter, bore a hole straight through the center so nearly the size of the pipe that the block can be driven on the end of the pipe with a light hammer. If one has a set of auger bits, it will not be difficult to select a bit of the proper size to make a water-tight fit. Let the block be driven clear on the pipe so that the end of the pipe will be flush or even with the end of the block. Now place the two ends of the pipe together and drive the block off one pipe on the other until the joint will be at the middle of the block. If the hole in the block is made of the proper size, the block will fit so closely that the joint will be water-tight; and if the ends of the pipe are dressed off true and square the joint will be so strong that it will sustain the pressure of a head or column of water one hundred feet high. Iron pipe may be united in the same manner. Should the joint leak a trifle, let shingle nails be driven into the wood around the pipe so as to press the timber firmly all around the pipe."

A CHANCE FOR THE INVENTOR.

The wonderful ingenuity developed by our mechanics, inventors, and contrivers during the past generation or two has about spoiled the dear public. It does not make much difference as to the purpose for which any piece of mechanism is designed, it must be more or less automatic and "self-operating" to take with the average buyer. In some

respects the demand—craze we might call it—has been carried to the verge of absurdity; in others it has proved of the greatest benefit to the human race, while certain fields, in which the automatic principle should be peculiarly available, have failed of all benefit in the efforts of the inventor.

Take for instance the ordinary heating apparatus in our dwellings, whether it be steam, hot water, or warmed air that is employed. Many of the makers thereof have strong claims to advance for the "automatic" character of their appliances, and yet there is not one among them all that can be safely trusted, to use a homely phrase, to "go it alone," even for a limited period. Here is a furnace man who will fit up your residence with a wonderful arrangement of electric thermostats, or thermometers having electric limit connections, by which he will guarantee to keep your house at an even temperature all winter. A steam heating outfit is provided with a diaphragm valve that controls the damper of the furnace and keeps just so much pressure, which means an equally well determined degree of heat. The hot water man has something else; all are equally infallible, but the only difference in their operation is the effect they exercise on the pocketbook. Either they are dismal failures, in spite of all that can be done for them, or they take so much looking after that the deluded purchaser reverts after all to the poker, shovel and shaker, which, controlled by the human sense of comfort and its opposite, are the best regulators of the modern heating apparatus.

Here is a chance for the inventor. The ingenious individual who will make it impossible for the ordinary heating apparatus to freeze us or "render" us out between bedtime and dawn; that will insure, without a constant worrying of the fires, an even temperature; that will obviate the necessity for flooding the ordinary residence with cold air and incidentally with dust, preparatory to the kiln drying of its contents, will win a for-

tune and honestly earn it. It does not matter what the heating medium may be or how regulated, provided it is not in any way more offensive, cumbersome, dangerous, etc., than the methods now in vogue; as long as it is reliable and effective it will go, and price will be no object.

There is no doubt but that it will come to pass that the heating apparatus of the future will be as economical of fuel, as safe, as efficient and withal as mechanically beautiful, as the modern automatic high speed steam engine, with its cut-off and perfect self-governing devices, and inventors would find it mighty profitable to be first to the front with anything of the kind that would be really trustworthy. We have looked the field over very carefully, and found several contrivances that may ultimately fill the bill, but which labor under "just one" little defect or weakness that is fatal to their perfect reliability. With all the ingenuity they have thus far displayed in their constructions, the originators should certainly be able to complete them.—The Sanitary Plumber.

TWO EXTREME REASONS FOR BAD PLUMBING.

In conversation with a leading manufacturer of plumbers' brass goods, says the Gas, Steam and Hot Water Fitters' Review, we have learned that a singular state of affairs exists regarding the quality of brass goods being now placed upon the market.

There was never such an extremely poor quality being sold as at present, and there never has been such a demand for the finest and more expensive goods. The situation presents two extremes. Not only, however, do these strange circumstances apply to our trade but to the hardware and furniture trades. The prices on house furniture are away down, lower than ever, and yet we learn that the demand for the extra fine and high priced furniture sets is greater than it ever was. This is really strange, and yet can be explained. We know there are some

houses plumbed and the poorest quality of goods placed therein, and the contract had been taken at a low figure—in fact too low. Then the other extreme exists. There is another class of plumbers who have contracts for the finest work and the grades they use of brass work are unexcelled.

While speaking on this subject of poor plumbing we must go farther and state wherein the trouble lies. We do not blame the plumber; he has been forced to his position by the architect. To him can be attached the true cause of poor plumbing. In no better way can we present our conclusions than by relating a story:

A poor man had, by dint of hard work and strict economy, scraped together a few hundred dollars which he thought might be the basis upon which to erect a home for himself and family. His idea was to see an architect and get him to draw up plans for a dwelling upon as economical a method as possible, and by mortgages and loans build the house. He calls on an architect who at once offers to draw up the plans for a house to cost \$3,500. The architect in figuring up the material leaves the plumbing until the last, and when he has every other item added up finds he has but a couple of hundred left. Consequently he commences to skimp the plumber, and when he has everything cut down to almost a shadow, he requests figures from the plumbers.

He secures a dozen bidders, and then he takes the lowest bid and goes to see one of the other bidders and says:—"Now see here, you are away out of sight on that figure you put in. Right here in my hand is a figure for so much from So-and-so, and I have lower bids still. But I'll tell you what I'll do; if you will take the job and do it at this man's figure I will see that you get the contract." In many cases this dodge works, and we know instances all over the country where this and similar other tricks have been resorted to by the unscrupulous architect. In other instances the plumber has repudiated the scheme with scorn, as the figures he placed on the work were the lowest that he could do the work for and make an honest job. Now, is it a wonder that this man's house is poorly plumbed? And yet this is happening all over the country to-day.

We might continue a little further and say a word regarding the quality of the brass goods placed in the house. We can speak of the faucets. The architect has received a figure for a quality that costs the plumber \$10 a dozen. This is a pretty poor grade, about the cheapest made, and would soon prove the costliest kind, as being made from poor soft metal they could not long stand the strain, and yet they had to be put in for there was no more money allowed for brass goods. So here is where the poor quality of brass goods are put in.

But we doubt not that were the plumber to interview the owner and explain to him how a set of faucets costing \$30 per dozen would last a lifetime and consequently prove cheaper in the long run than the others, we doubt not but that the owner would say, "Go ahead and put in good ones and I will pay the difference."



Keith & Fitzsimons

MANUFACTURERS

GAS FIXTURES, ELECTROLIERS, BRASS GOODS.

111 KING ST., TORONTO.

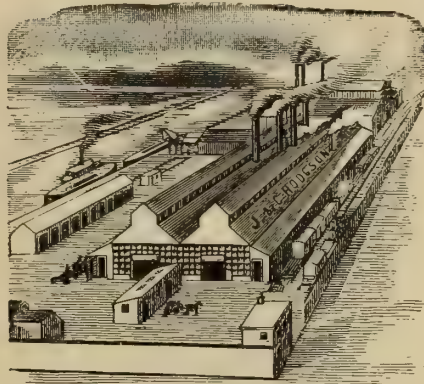


BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,

Our name is stamped on every pipe.

74 York St., Toronto.

H. D. SIMMONS,

Manufacturers' Agent,
74 York St., Toronto.

Telephone 2164.

REPRESENTING

PECK, BENNY & CO.,
J. & C. HODGSON,
MILLER BROS. & TOMS.

} Montreal.

SHEPARD HARDWARE CO.
AMERICAN BIT BRACE CO.,
ETC., ETC.

} Buffalo.

GREEN SEAL BRAND

PURE WHITE LEAD.

We are just in receipt of the following unsolicited testimonial:

"Your Green Seal White Lead is in every way found to be as good as quoted 'Pure' and we find it to work well and cover a large surface. It is the cheapest lead for us to use on this account. Yours truly,

FOSTER BROS., Painters,
Nanaimo, B.C.

WALTER H COTTINGHAM & CO.,

56 St. Peter St. MONTREAL,
Sole Proprietors Green Seal White Lead.

M. J. Woodward & Co.,

PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c
PETROLIA, - ONTARIO.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,

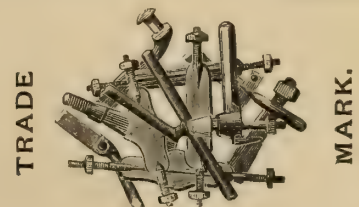
NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. B. Cross, F. C. A.
A. J. Phillips.

TORONTO, ONT.

TORONTO ROLLING MILL AND FORGING CO., LTD.

(Successors to the Toronto Drop Forge Co.,)
68 Esplanade St.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

EVERY Reader of this paper is a buyer, Therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what readers want



TESTING STOVE PLATES.

"Sam Reader" says a good method of testing the quality or value of stove plates is to rap them lightly with a hammer; if of hard and poor or strained in mounting the slightest jar will snap them. The sound is also a good tell tale. I think this test would not amount to much or the other tests he recommends. If hard iron is in the plate and the plate not warped, it will stand a pretty hard rap as it lays against the flanges of the other plate or against the end iron that would stand a pretty hard rap, but would not stand the heat. I do not think there are many stoves made now that would not stand the head. I do not think there are many stoves made now that would not stand the rap test. As to the sound when a plate is put in place, laying against other plates or flanges and the joints puttied, there would not be much ring to the plate. I do think there would be difference enough in the sound so that a person could tell, as the plates in a stove after being puttied and bolted are muffled like setting a bell with the mouth on the ground and a weight on top. To get the ring out of a plate it must be set on a pivot or hung up by one end or side with as little friction as possible so that it can vibrate. As to the file test there is any amount of iron that will file readily that will not stand the heat. Some plates will be soft in some places and hard in other places, so that it would be very difficult to tell in that way in regard to the color. A plate must be very hard to tell by the color, as the blacking or facing has a tendency to black the whole surface. The plate could be far too hard to stand and not show any difference in color. The very softest iron we have sometimes has the least strength (which all foundrymen well know) and they avoid that kind of iron unless they put other iron in the mixture to strengthen it. Therefore the file test is not much of a test. The rapping test is also no test of any practical account.

There are lots of theories that fall far below par when tested, and some people have more theory than practical experience. I have had considerable experience in the stove and iron business, and have found out that most of the theories do not stand practical test. My advice to stove dealers is to buy of manufacturers that will stand up to their guarantees, and if a plate breaks with fair usage furnish a new plate free of charge. If the stoves do not prove satisfactory then buy of some one that makes stoves that do give satisfaction. Give a stove a fair trial first—not be too hasty. There are lots of plates broken that is the fault of the user—

not of the material; then they come back to the dealer and misrepresent and want the dealer to replace it. The dealer thinks the stove is not to blame, but does not want his customer offended, so goes to the manufacturer and, I am sorry to say, stretches the truth too many times to get the piece free of charge, which he knows is wrong, but he does not want to be the loser, so he is just as

bad as the one who broke the stove. So I say, do not be too hasty or too slow in making a change. I give all stoves that I sell a good fair trial, and if they are not what I want I get something else, and when I get a good thing I am very careful about making changes and buy only a sample of a new thing until I try it.—Stove Dealer, in American Artisan.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam, Hydraulic and
ELECTRIC

for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

STEEL WIRE CHAIN.

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making four sizes, viz., 0000, 000, 00, 0. Send for samples and prices.

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO

THE AMERICAN METHOD.

The American method of doing business is chiefly characterized by directness—the end to be reached once clearly seen, the shortest route there is invariably chosen. In this respect it differs intrinsically from the punctilious methods of the Latin races, the labored slowness of the German, and the time-en-crusted and immovable ways of the Briton. Rules, examples and precautions have little or no weight, since each man is seeking some new and better route.

Business life is too strenuous and exacting to be encumbered with useless formulas and absurd restrictions. The office is a place solely for the dispatch of business, not a social rendezvous, where a long visit must be a necessary prelude to a trade, as in many Spanish countries. Every man is approachable and the principals are not barred off by impenetrable office doors, and can generally be interviewed at any time on any subject. The most unimportant visitor can see and converse with the proprietor without the medium of subordinates. Indeed so democratic is this practice—and it has its drawbacks—that any one attempting to be exclusive soon finds himself unpopular. There is no special time or season for doing business—all times are alike for that—and a profitable proposition has invariably a perennial interest. The

difference in these respects is typified in small ways. We have entirely discarded the antiquated form of correspondence. "I beg, to remain, dear sirs, your obedient servant" has given place to "yours truly" and the statelier but more pompous phrases of the past have given over to the short, terse terms that seek to unravel the heart of the matter. It is not that courtesy has suffered by the change, but that expedition and time are of more importance in an excessively busy world.

In retail trade likewise we are fortunately free from that combination of childishness and dishonesty so common in many parts of Europe and the East—the asking of one price with the confident expectation of getting another, infinitely less. The "one price man" is abroad all over the land, and the fact that "a child can buy as cheap as a man" is heralded from the housetops; any other kind of dealer would soon get the reputation of being a swindler.

Business is thus divorced from any of the follies and excrescences that once afflicted it, and in the usual words of praise of a well regulated concern "is studied on a strictly business basis."—Age of Steel.

Soap and water are cheap, but soil on goods is expensive.

Rivalry, open, fair, good natured and enterprising, is the life of business.

WELDING GLASS AND PORCELAIN TO METAL.

M. Cailletet, according to the London Electrical Engineer, has communicated to the Societe de Physique a method of welding glass and porcelain with metals, which may prove extremely useful for instruments of research, or for any metallic fitting, etc., such as taps, communicating tubes, conducting wires, etc., so as to avoid all leakage even under high pressures. The process of welding is very simple. A portion of the tube that is to be welded is covered with a very thin coat of platinum. To obtain this deposit it is sufficient to paint, by means of a small brush, the slightly warmed glass with completely neutral chloride of platinum, mixed with essential oil of camomile. The essence is made to evaporate slowly, and when the white and colored vapors have ceased to be given off, the temperature is raised to dull red heat, and the platinum being reduced covers the glass tube with a brilliant metallic coating. Connecting the tube thus metallically coated to the negative pole of a battery of suitable energy, it is placed in a bath of sulphate of copper. A ring of copper is deposited upon the platinum, and strongly adheres thereto if the operation has been properly carried out.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£90 2s. 6d.	£90. 17s. 6d.
Future—	90 10s.	90. 12s. 6d.
Copper, B.E.S.—	58	.....
Lead	12 10s.	12 12s. 6d.
Spelter,	23 7s. 6d.	24
Tin Plates—Cokes	17s. 9d.	17s. 6d.
Pig Iron—Scotch } Warrants. }	43s. 7d.	44s. 1d.
No.3 Middlesboro',	39s.	39s. 6d.

MONTREAL MARKETS.

MONTREAL, March 26, 1891.

There is little to note of a striking nature, and business in most lines of heavy material remains quiet, while the position remains as before. In fact it is to near the open season, with the change in freight that will ensue for much to be doing just now. Iron keeps the same, while chemicals, although they show some little activity, present nothing particularly noticeable. Oils are firm, with stocks of cod liver light, but the demand for it will likely fall off soon. Other kinds appear to be in sufficient supply, while prices generally are about the same. Briefly, the same may be said about all other lines.

IRON AND HARDWARE.

There has been little or no change since our last report, for business has not commenced yet. Pig iron remains the same as far as the spot market is concerned, the only thing that we hear of being the sale of a small lot, ex store, on the old basis, \$23, while there is nothing to report in the way of forward delivery, and values in this connection are still more or less unsettled. Bar iron is unchanged, while the former position of tin plate remains unaltered, with nothing offering but charcoal, which is held at \$4.75 to \$5. Terne plates are quite as firm now as other metals. There is little to note.

NAILS.

Makers state they have not commenced to move goods in earnest yet, and although they report some fair orders there is still reason for complaint about indifferent buyers. Prices remain precisely as before.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 40
8 dy to 9 dy, " "	....	2 65
6 dy to 7 dy, " "	....	2 90
4 dy to 5 dy, Am. pat	....	3 15
3 dy, hot cut, per keg, Am. pat	....	3 90
3 dy fine hot cut,	....	5 40
4 dy to 5 dy, cold cut, Can pat.	....	2 90
3 dy, cold cut,	....	3 40
2 dy, hot cut, nails "	....	5 60
	Steel Cut Nails	Wire Nails.
10 dy to 60 dy, per keg	.....\$2 50	\$3 15
9 dy	.....	2 75
8 dy	.....	2 75
7 dy	.....	3 00
6 dy	.....	3 00
5 dy	.....	3 25
4 dy	.....	3 25
3 dy	.....	4 00
3 dy fine	.....	5 50
	.....	6 60

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 50
4 dy @ 5 dy, per keg	.....	2 97
6 dy @ 7 dy, " "	.....	3 47
8 dy @ 9 dy, " "	.....	3 15
10 dy @ 30 dy, " "	.....	2 90
Cut spikes, " "	.....	2 45

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 70
1 " " "	.....	4 10
1 ½ " " "	.....	4 40

Finishing nails 65c. per keg over same size hot cut, viz., from \$6.35 for inch to \$3.40 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.35 for 1-inch to \$3.15 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.85 for 1-inch to \$3.65 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—M brand in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days. P. D. brand similar terms.

CHEMICALS.

There has been some demand for chemicals during the week, all heavy lines continuing extremely firm. Bicarb soda has been moved in some round lots at \$2.30, but it would cost \$2.50 to job. Stocks are light and the demand fair, so that it is quite likely prices will advance before the opening of navigation. Sulphur is unobtainable at 2½c., the market being completely bare. Sal soda is jobbing fairly well at 1½c, and caustic is scarce at \$2.85.

PAINTS AND OILS.

The activity noted in oils last week has been maintained to a certain extent, that is there has been a considerable additional movement in a small way. Cod liver oil continues scarce and firm, with the offerings limited to Norway stock, which is held for 90c. to \$1.10. Linseed is steady at the decline noted last week, viz.: 64c. to 66c. for raw, and 67 to 69c. for boiled. Steam refined seal is principally in the hands of one holder, and is held for 51c. and upwards. In leads there is nothing to note, values being No. 1 \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4.25; dry white, 6 to 6½c.; ditto red, 4 1-2c. to 5c., and white cod \$6.25 to \$6.75. Glass is unchanged at the recent cut, \$1.45 to \$1.50 for first and second breaks.

NAVAL STORES.

There was some improvement in this market recently, and ship chandlers have less to complain of than formerly. Oakum furnished a fair business, as did also cotton waste, quite a number of orders having been received from the West recently. Prices are quiet the railway freights precluding the idea of any new importations just at present, but navigation will soon open now. Coal tar is very firm, costing \$4 at the works, and stocks are very small. Turpentine moves along pretty freely now, with an easier tendency, but there is no change yet. We note quotations as follow:—Turpentine, 62 @ 63c.; rosins, \$2@ \$4.25, as to brand; coal tar, \$4.00 to \$4.25; cotton waste, 5½c. for colored, and 7 @ 10c. for white; oakum, 5½ @ 7½c.; and cotton oakum, 10 @ 12½c.

CEMENT AND FIRE BRICK.

The market moves along slowly but there are indications of more business and we note the turnover of some 100 and 200 barrel lots on a \$2 52 bases net for Newcastle and \$2.57 net for London brands. The local makers are placing a sufficient quantity to satisfy the ordinary demand. Round lots are quoted at \$2.45 to \$2.65 and smaller lots 10c. per cask higher. Firebricks are in fair demand in a small way with a sufficient stock to meet re-

quirements between now and the opening of navigation. Quotations range from \$21 to \$28 per 1000 as to brand and quantity.

ASHES.

Receipts have been somewhat heavier recently and with a quiet demand, the market is somewhat easier. We quote first pots, \$4.90 to \$5 and seconds \$3.90 to \$4. No pearls are offering.

PETROLEUM.

There is only a small hand to mouth business doing, and prices remain unchanged, although crude continues firm. We quote as follows; Canadian 12c. at Petrolea, 13¼c. in car lots at Montreal, and 15c. for single casks; American, 23c. in car lots and 23½ to 24½c. in smaller quantities; American benzine, 23 to 25c.; and Canadian, 14½ to 15c.

TORONTO MARKETS.

TORONTO, March 27, 1891.

The week has been an uneventful one in local hardware and metal markets. The movement has been particularly light. The snow blockade has been followed by a thaw and bad if not impassible country roads has interfered with business materially. Payments are generally unsatisfactory, particularly in the city where there is comparatively little work going on at present. There is every indication that things will brighten up in the near future. A number of buildings are likely to be gone on with at once. There have been more inquiries for structural iron and several contracts have been let during the week.

IRON AND STEEL.

There has been rather more inquiry, but the amount of business still doing is light. Representatives of Scotch firms have endeavored to make sales in Ontario, but are not meeting with much encouragement. They have met the American sellers' prices, but are now endeavoring to secure better rates of freight from Montreal west. Ocean freights are lower than a year ago, but the rail freights from Montreal to western points are about 20 per cent. higher on pig and 15 per cent. on structural material. Another feature in the market is the offerings of Canadian Pig by the Londonderry people. They have done but little more than supply their own demand in the past, but they now claim to be able to meet American competition. Encouraged, by apparently, ample protective duties they have increased their capacity for turning out pig, and are looking forward to a large business this year. Locally, sales are reported of Southern pig at \$21.50 to \$22. Bar remains at \$2.20 to \$2.25. Cables are again lower lower. Scotch pig warrants and No. 3 Middlesboro show a decline of 6d. as compared with a week ago.

COPPER.

Business has been of a sluggish nature all week. Nothing has been done. Prices, however, remain steady at 15 to 16c. for tons and less, and 14¾c. for smaller quantities.

TIN.

Demand has been fairly active, and prices are, if anything higher. Round lots have been sold at 23c., but the general run of business has been at 23½ to 24c.

LEAD.

The local demand has been dull and prices are unchanged at 3¾ to 4c. for pig, and 4½ to 5c. for bar. Private Cables received, to-

MARKETS—Continued.

day, report the British market considerably firmer, and orders cannot be booked at yesterday's prices.

ZINC AND SPELTER.

Are without special feature; demand is quiet and prices unchanged.

ANTIMONY.

The market is a shade easier, though demand has been fairly good. Cookson's offers at 18½ to 19½c., and other brands 17½ to 18½c.

CANADA PLATES

Nominally unchanged at \$3.25 per box.

GALVANIZED SHEET IRON

Steady with a good enquiry. Prices remain at 5¼ to 5¾c. for the general run.

TIN PLATES

For spot stock and for prompt shipment there is a firm market and buyers can get no concessions. A number of orders have been placed for shipment during the coming summer and fall at about last year's prices. By that time the new American tariff will have come into force and the keen edge will have worn off the market.

NAILS.

The cutting in the prices of wire nails continues, and is now putting the market in a most unsatisfactory condition. Just who is responsible it is hard to say. It is only a short time since the discount was 60 and 5 per cent. off the list; now it has gone as high as 70 and 10 off, at this rate there is but little profit left for the jobber while the retailer is never sure that he is buying on as good terms as his neighbor. It is to be hoped that manufacturers will come to some agreement to put prices on a stable basis. The explanation given of the reported favor shown by one firm in paying the freight on a sale of cut nails is for the moment accepted as satisfactory but more may be heard later.

HINGES.

The price for heavy T hinges has been reduced ¼c. and the range now stands at 4¾ to 5c. The American manufacturers have changed their list reducing the discounts on light T and strap. The reduction however is not uniform. Prices here are unchanged.

CARRIAGE BOLTS.

Some irregularity in the prices of carriage bolts is reported. The discount is increased from 65 and 5 to 70 per cent. to 65 and 10 to 70 and 5 per cent.

GLASS.

Local stocks are increasing but there is a good demand and prices are firmly maintained at former quotations.

PAINTS AND OILS.

Paints are steady with a fair demand. White lead remains unchanged, though the lower prices at which dry lead can be bought may effect the market later. Linseed oil is firmer some sales being reported at 1c. advance. Castor oil remains at 10½ to 12c; No alteration in this article is expected before the arrival of the new crop in May or June. Turpentine is steady at 62 to 63c.

OLD MATERIAL.

With the milder weather the snow has disappeared and more stuff has been offered this week. The demand, however, continues dull. Foundry men are buying sparingly and prices are unchanged. Dealers paying prices are follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 55 to 60 c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Canadian refined is firmer and quotes no longer at 15½c., the lowest price being now 16c. On Saturday crude oil advanced to \$1.36, and it is likely to go higher.

HIDES, ETC.

HIDES—Have not changed. No. 1 green is 5 to 5½c., with the upper figure weak.

SKINS—Sheepskins are still \$1.10 to \$1.40 and are fairly plentiful. Calfskins are 6 to 8c.

TALLOW—Is unchanged at 2c. for rough and 5½ to 6c. for refined.

WOOL—Is dull at 19½ to 20c.

RAW FURS.

Raw furs are in reduced demand. They are:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

No young man can possibly have mistaken his calling who finds in it what the world wants done

You can lose more than we do by not subscribing for this paper.

AMERICAN MARKETS.

NEW YORK, March 26, 1891.

IRON AND STEEL.

There is no visible change in the demand for finished iron or steel of any description. Orders for structural material do not come forward as freely as might be expected, considering the advanced stage of the spring season. Railroad supplies are purchased rather sparingly also, the demand for pipe, etc., is only fair, and merely the routine business in bars and sheets is passing. Regarding general foundry work, most reports are to the effect that there is nothing more than a fair degree of activity. Latest reports by cable indicate a slight turn in the price of warrants in the British market, but developments are not of a character that would have any pronounced effect upon the situation on this side of the Atlantic.

Orders have been secured for about 12,500 tons of steel rails at, it is reported, prices on the basis of \$30 per ton, f. o. b. at Pennsylvania mill. A number of orders involving good-sized lots are in treaty, with buyers exceedingly cautious and sellers apparently determined to grant no concession. Steel in the form of billets, slabs, rods, etc., is finding fair sale, chiefly at prices that ruled last week.

For crude material employed in steel manufacture there is nothing more than a routine demand, and the business passing is chiefly at old prices. Standard Bessemer pig iron sells at \$16 to \$16.50 at furnace. Twenty per cent. spiegeleisen is valued at \$28 to \$29, and 80 per cent. ferro-manganese at \$61 to \$63 landed here. A small lot of 20 per cent. spiegel was sold at \$26. Foundry pig iron is moving very fairly. As yet the deliveries of the varieties most favored in this market run very slowly to the output, and current sales are therefore at steady prices. There is a feeling however, that production will be considerably increased ere long, and that present values will not stand unless the consumption improves considerably. The present range is \$17 to \$18 for No. 1 foundry, \$15.50 to 16.50 for No. 2 foundry and \$14 to 15 for No. 3 tidewater delivery.

IRON.

For old iron the demand continues very slow. Sellers would probably let tee rails go at \$22@22.50, and No. 1 wrought scrap at \$21@21.50, on cars. The few bids made, however, are about \$1 under those figures.

GEM CREAMER GAUGE

Cannot Leak !

Easily put on !

FULL SETTS OF CREAMER TRIMMINGS.
CREAMER TAPS.
MILK CAN TRIMMINGS.
TINNERS' TRIMMINGS OF ALL KINDS.
PRESSED MILK PANS.
STAMPED WARE, full assortment.

WATER COOLERS.
SPRINKLERS.
TOILET SETTS. FLY TRAPS.
AGATE WARE. GRANITE WARE.
HARDWARE NOVELTIES.
HOUSE FURNISHING HARDWARE.

THOS. DAVIDSON & CO.,

Agents in Western Ontario for Chown & Cunningham Co.,
Manufacturers of stoves.

TORONTO : 111 Front St. W. MONTREAL : 474 St. Paul St.



Front view.



Back view.

MARKETS—Continued.

COPPER.

The copper market is unchanged. Orders for fair quantities of Lake Superior wire bars for future delivery were said to have been placed at 14c. but transactions in ingot are still on a moderate scale and small lots are still secured at $13\frac{3}{4}$ @ $13\frac{3}{8}$ c. Arizona ingot is firmly held at $12\frac{7}{8}$ @ 13 c. owing to reduced output consequent upon unfavorable weather conditions latterly, but the demand for the metal does not improve. Casting brands are quoted at $11\frac{1}{4}$ @ $11\frac{1}{2}$ c. with the movement moderate.

TIN.

On pig tin there has been very little change the past few days in the absence of any decided movement in London values. On the Metal Exchange about 130 tons have changed hands at 20.05@20.10c. for March and 20.15c. for April delivery. Outside of this there has been scarcely any speculative movement, and there is merely the routine business with jobbers and consumers. Spot prices at the close were 20.10@20.15 for 10 ton lots. Exchange terms, and $20\frac{1}{4}$ @ $30\frac{3}{8}$ c. for jobbing quantities.

LEAD.

Pig lead buyers have conducted their operations on very much the same lines as heretofore, and the offering is still unimportant. Prices are held firmly at 4.35 to 4.40c. as to delivery.

SPELTER.

In spelter there has been no movement of importance the past few days, and the situation of the market is wholly unchanged. Prime Western, in carload lots, is quoted at 5.10 to 5.15c. delivered here.

TIN PLATES.

For tin plate the market has remained positively dull, and prices are somewhat unsettled, with a rather lower range on cokes. We quote: Charcoal, 1-2 cross assortment, Melyn grade, \$6.35 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.90 to \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.50 to ..; M. F., 20x28, \$15.00; Worcester, 14x20, \$5.62½ to Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.15 to; Dean grade, 20x28, \$10.30 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$9.90 to; I. C. Coke—Penlan grade (iron), \$5.30 to; J. B. grade, 14x20, \$5.37½ to; I. C. Bessemer steel, 14x20, coke finish, \$5.35 to; I. C. Siemen's steel, coke finish, \$5.55; I. C. Bessemer steel, squares, \$5.75 to basis; I. C. Siemen's steel, squares, \$5.84 to \$6.00 basis.

H. S. Howland & Sons report the arrival of a shipment of window glass.

PROBABLY NOT, IN HIS CASE.

"Advertising don't pay, anyhow!" he said, and hitched his rickety old chair around so as to cock his feet up against the dilapidated door casement. And The Age of Steel man seriously doubts if such a manufacturer as is the one who gave voice to this expression could be much benefited even by advertising. Certainly no one who should visit his dilapidated old shops, so-called, down under the hill by the mill race; enter through the low rickety door, still swinging on its venerable wrought iron strap hinges, the door itself being made of dove-tailed pieces of flooring; thread his way amid heaps of chips and dirt, out of which peeked old castings and dirty waste, and through another creaking strap-hinged door at the foot of a few foot-worn and rattling stairs; enter the den which its occupant calls office—I say no one, after this pilgrimage, would feel that even the potent virtue of advertising could benefit such a manufacturer. Two chairs graced this fantastic office; the proprietor, whose remark we have quoted, occupied one. It was a unique bit of antiquity—a thick-bottomed wooden affair; doubtless it originally had known paint, but now not only the paint had disappeared but years of service had removed as well much of the wood surface, hollowing it out, and exposing the dull fiber of well seasoned wood; iron brace rods, with roughly riveted heads, passed through the chair from legs to back in criss-cross lines, and where paint should have rested there was an ample coat of dirt and grease. His desk, struggling out from its dust-covered surrounding of old papers, broken patterns and torn drawings, was of that light and airy structure of your mother's kitchen table, with a low rail encircling it on three sides, with a couple of drawers in the front. Its most conspicuous decoration was a bag of "Durham shortcut," a black, rank and greasy pipe, with sundry matches, live and dead. Dust-covered papers—the scanty correspondence of the past month—a "sputtering" pen and thumb-marked catalogues struggled into sight here and there. Ashes, tobacco spit and dirt from the shop furnished a soft (?) carpet for the creaking floor. Two windows one cut in an outside door, which, on account of the decrepitude of age would not swing and had been nailed up, one containing six 6x8 panes of glass—and the other containing two old-fashioned sashes of 6x8 panes of glass, and all dimmed with dust and festooned with cobwebs, admitted light. The occupant of the chief office chair, a gentleman of fair education and not yet past mature young manhood, wore among other articles of apparel, a "biled" pink shirt and a heavy turndown cap. From his tilted chair he could survey the machine room through the open door, where some half-dozen or more workmen were seeking to make improved tools on antiquated ones. The ceiling, of heavy beams and cross-boards, and so low that it could almost be touched with

the hand, had, apparently, in all the ages, not known a coat of even whitewash. The floor was to be found, it is to be presumed, somewhere beneath the layers of greasy dirt and iron chips that covered it. The benches that ran along the sides of the room were worn into all the fantastic curves that time and lengthened service could devise. The tools were of the color of the floor, and were amply festooned with dripping oil and dirt. There were few places in the shop where good light could be had even on a clear day. In such a shop, and under such conditions, the proprietor was pretending to make a modern and improved tool, and was growling that advertising was of no value and brought him no returns. In the midst of his argument his venerable paternal ancestor entered the old office. Bracing himself over the one remaining unoccupied chair, and surveying the Age of Steel man cautiously, he said, "Who be you?" A pleasant remark regarding his smart old age developed the fact that though he had nearly entered upon the last decade of a hundred years, he was still the active advisory partner in business of his frisky young son.

This interesting combination of antiquity, both animate and inanimate, for the inscriptions of time were no more noticeable in the form and visage of the venerable machinist than on his surroundings, is located on the banks of the beautiful Hudson river, not far removed from that historic locality "Sleepy Hollow," and we confess to harboring the feeling that a careful survey might have disclosed a veritable Rip Van Winkle, and whether writers of fiction have not some potent spell by which to ingraft their fanciful theories in to the lives of residents of their chosen localities. Whether this be true, the fact remains that this is not the only ancient machine shop to be found along the banks of the Hudson upon which seems to have fallen a dry-rot blight, little in keeping with the advanced thought of the present day, as expressed in the columns of standard mechanical journals and exemplified in the success of enterprising manufacturers. The argument that "advertising don't pay" is an argument in fact, that the more the mechanical world learns of his tools the less liable they are to buy them, and on this hypothesis it is possible that there are concerns to whom advertising would be absolutely detrimental.

H. S. Howland & Sons are in receipt of a fresh supply of all kinds of cutlery including Rogers well known makes as well as Elliots, Wostenholms, Ellens and Askens.

Work can always be found in a store without double-million microscope.

Every line of goods embodies a history and a science worth years of study to understand.

Goods conveniently located save time, money and temper in showing.

Restore goods to their proper places as soon after using as possible.



When writing to our advertisers please inclose the above.

HARDWARE

—AND—

Paint and Oil Trade

SPRING SEASON 1891.

Our travellers are now on the road with complete line of samples of

BOECKH'S STANDARD BRUSHES

For Painters, Varnishers, Artists' Household Toilet and Stable Use.

Please reserve your orders until you see our new lines for 1891.

CHAS. BOECKH & SONS,
Manufacturers, - - TORONTO.

THE A. G. PEUCHEN CO.,

ARE NOW MAKING

100 TONS
OF

Pure Paris Green

ALSO MAKING

300 bbls. of PAINT OIL.

See our New Catalogue containing 32 pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

THE A. G. PEUCHEN CO., Ltd.,
Manufacturers Paints and Varnishes,
TORONTO.

Ask for

and see that you get

"TIGER" BRAND

Chemically pure

White Lead,

The best in the Market.

Manufactured by

Montreal Rolling Mills Co.,
Montreal P.Q.

Members of the White Lead Association of Canada



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings. All sizes of Body Stock for Cans.

Our New Creamer Gauge, and Corrugated bottoms are the latest pattern. Sample order solicited.

Milk, Creamery and Delivery Cans made up. Refriger-



erators, Oil Stoves, Brass Bird Cages.

We make and supply everything used by the Stove and Tin-ware Trade.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

A. ALLAN, Pres.

J. O. GRAVEL, Sec.-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada



-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

UPHOLSTERERS HAMMERS



Forged from best Cast Steel. Finely finished. With or without handle.

The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner. Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

ECLECTIC

TUBULAR

A NEW SEWING MACHINE NEEDLE

The Stillwater, Minn., correspondent of the St. Paul Pioneer Press says: For some time past Capt. Young and Hugh Hall have been at work securing patents on the self threading sewing machine needle, invented by Mrs. Hall, and had experts at work with good results, making the needles at the needle factory in Paris, Ont. Capitalists are interesting themselves to have the factory established in Stillwater, and from present appearance it looks as if it would be a success. We understand that it will also be manufactured in Canada.

HAMILTON WANTS SMELTING WORKS.

A special meeting was held in the Board of Trade rooms in Hamilton on Monday night to discuss the question of obtaining smelting works for the city. President Knox occupied the chair. To introduce the subject the President called upon Mr. John Patterson, who has been interesting himself in the matter, to address the meeting. Mr. Patterson related what part he had taken in endeavoring to bring about negotiations with representatives of various large companies. He pointed out to those gentlemen in interviews and by letter and circular the advantages which Hamilton had to offer over all other points in Canada for the smelting of ores—good water supply, unlimited quantities of limestone, railway facilities, etc. Mr. Patterson considered that ore could be smelted here as cheaply as in Cleveland or other American cities where works are now located. The speaker had sent circulars to all blast furnaces in England of which he could obtain locations—some 700 in all—detailing the superior advantages which the city had to offer as a site for smelting works.

Senator Sanford was able to impart some valuable information bearing upon the subject, which he had gathered through corresponding with some large iron ore smelting works. The hon. gentleman said that a 70-ton per day pig iron furnace would cost to establish \$100,000, and it was estimated that the cost of producing a ton of iron would be \$15. The Senator advocated the appointment of a special committee, whose proposed work is outlined in a resolution which he afterward moved.

The following resolution, moved by W. A. Robinson, seconded by John F. Stuart, was submitted and carried:

That the manufacturers in this city using pig iron are pleased with the action taken by this board of trade to encourage and facilitate in every way in bringing smelting and blast furnaces to Hamilton; that Mr. Patterson be thanked for the active interest he has taken in the matter, and that he be asked to continue his negotiations and report to this board.

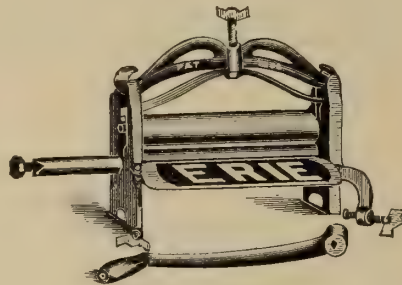
The following resolution, moved by Senator Sanford, seconded by Mr. G. E. Bristol, was carried unanimously:

That the council of the board of trade be requested to consider the advisability of preparing a circular showing the advantages of

this city as a manufacturing and distributing centre, said circular to be sent to all manufacturers of those goods consumed in the country and not manufactured here.

THE ERIE WRINGER.

Erie Wringer Mfg. Company, Pittsburg, Pa., are introducing a galvanized malleable iron frame wringer, as illustrated herewith. It has an oil tempered elliptic spring, with a thumb screw in the centre of the frame to give equal pressure to all parts of the rolls. It is stated that before leaving the factory



THE ERIE WRINGER.

every spring is submitted to a pressure of 1,200 pounds. The clamps are made to fit round or square tubs, and the clothes board is wide, to prevent clothes clinging to the tub after being wrung. The manufacturers describe the rolls as made of patent vulcanized solid white rubber.

WAGES OR SHARING.

Recent writing on economic problems seems, much or most of it, to have been done without the thinking necessary to make it valuable. Conspicuous men have published articles in leading periodicals, discussing the labor and wages question in the most trivial and superficial style. One instance of this style of treating the most important questions is given in a late number of a leading monthly magazine, wherein a Brooklyn clergyman makes the assertion that the wages system must in the near future give place to the sharing of profits. This assertion is made by an aged man, whose long life has been passed in work that has kept him out of touch with the business world. He knows absolutely nothing of the environments of capital in business. Production, with all its intricate details, is only a vague conception to him. Looking at the whole country, or the whole industrial world, in a general view, and accepting the current demagoguery of the professional agitators as correctly showing the conditions of labor and the relations of labor and capital, this unthinking "reverend" economist coolly proposes one sovereign means for the cure of all existing evils and the readjustment of all relations on a basis of justice and equity.

That means is the abandonment of the wages-paying system and the adoption of the profit-sharing system. So bold a proposition on so important a question invites discussion and suggests thought, even though

no thought may have preceded the assertion. Several queries present themselves at the outset: 1. Can capital, the aggregate of the money or other elements of production in the world, induce labor to go into the partnership implied in this proposition? 2. Would labor be willing to go into the partnership, assuming the usual risks that inhere in association? 3. How could labor subsist from the time of originating an enterprise in company with capital to the time when the profits shall be available for division, on stipulated terms between labor and capital? 4. Must capital still shoulder all the preliminary expenses and insure to labor its food, shelter and clothing while the enterprise is advancing? 5. In case of no profits at all, is labor to be wholly unrecompensed for its share in the abortive effort to produce? 6. In case of absolute loss, large or small, is labor to be assessed to foot the bills, paying in a stipulated proportion, or is capital to bear all the loss, as it does under the wages-paying system?

Labor may well ponder these questions. They lead directly to the core of the subject. It is not plain that capital could go into a wholly one-sided partnership like that implied. Capital has always taken, and it must always take, the risks in productive enterprises. No amount of theorizing can remove the solid facts in the case. Capital struggles with all the uncertainties under either system. Under the wages-paying system labor enjoys the only certainties. Daily, weekly, or monthly, labor receives its wages. If the enterprise fail labor is the only element that comes out whole, and capital suffers all the loss. The trouble with the theorists, who talk so glibly about the beauties, the justice, the equity, the cure-all-iveness of the profit-sharing system, is that they assume that all enterprises are successful, that every conjunction of capital and labor implies inevitable profits. That assumption naturally and necessarily blinds them to the real character of the struggle which capital has always to wage with raw materials, demand and supply, and all the other elements in the complex industrial problem. Capital cannot afford the proposed partnership. Labor cannot afford to throw away its certainties under the wages-paying system for the uncertainties that inhere in the profit-sharing system. Every establishment that has reached permanent profits implies a score of establishments that failed to get a hold on the business world. Yet in all cases the labor employed in the defunct establishments received its full recompense, while bearing no proportion of the loss entailed in the failure.

Confronted with the stipulation to be satisfied with a portion of the profits and to take care of itself until the profits are at hand, labor would promptly refuse to go into the contract. A capitalist owns a thousand acres of coal land. He wishes to develop it. He needs labor. He asks labor to join him on

the sharing basis, and he wishes to bind labor strictly to that system. What follows? The land lies in a mountain. There are no houses, no markets to supply food, no schools, no conveniences of any sort. How can labor subsist in the wilderness during the months that must be taken up in prospecting, boring, building, deforesting, uncovering, mining and marketing? Must not capital still go ahead and subdue the wilderness at enormous expense? Is pure profit-sharing a possibility in such a case? Labor can ask and answer the question to its own satisfaction. Labor having no ability to subdue the wilderness, must depend upon capital all the way along. Capital must depend upon itself all the way along to secure profit. It must invest, risk, administer and wait. Labor realizes at once.

Plainly, the hard facts and all reasonable inferences oppose the profit-sharing theory. The very fact that labor can not live without money while the work is going on, and that it must live at the expense of capital, is sufficient to make the question a settled one at the start, and settled against the proposition to abolish certain wages and adopt problematic profits. There may be a very seductive glamour about the theory of profit-sharing, but it needs only careful thinking to reveal the insuperable obstacles that hinder that theory from being put into general practice. Co-operation on a thousand lines has been a failure. In few cases has it succeeded, especially in production. Yet co-operation contains the nearest approach to profit-sharing that has ever been devised. Established firms, that freely offer to share their profits with their laborers, can not be said to exemplify the possibility of the sharing system, for not one of them has grown from small beginnings, with labor and capital contributing equally and risking equally, to the large profit-reaping point. There never has been, probably there never will be, such a joint venture by labor and capital. The attack on the wages paying system really means nothing. The craziest fanatic alive knows that labor must go on receiving wages, avoiding risks and enjoying the only certainties that are connected with production, and that capital must go on running all the risks and bearing all the losses. Labor receives all its legal claims upon capital in its wages. Capital may give a portion of what it makes to labor, in addition to the wages paid, but it is neither morally nor legally bound to do so. Wages will never be abolished. Labor would prevent the abolition. Capital might gain great advantages by substituting profit-sharing for wages-sharing, but labor is not willing now, and it never will be willing, to go into partnership on the basis proposed by the unthinking demagogues.—A. B. Salom, in *Iron Industry Gazette*.

Master the whole business and the way to fortune has been mapped out.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

HE ADVERTISED RIGHT.

Several times have we pointed out to our advertisers the advisability of changing their advertisements weekly, or at the very least, monthly, and putting what they had to say in as few words as possible, but whatever it is, have it to the point.

We have an instance in mind, in this city, where Sam Jones' bible-founding style made a liner-hit and a home run, and this, after the persuasive methods of the breakfast table chatty and common-place composition had proved a wretched failure. It happened this way:

One of those good, faithful, vallet-sort of men, with more charity than means and more intelligence than muscle, found himself stranded. After waiting many months patiently for the situation which never came, he became seedy and as a last resort took to advertising. (We have substituted a fictitious name, but otherwise can vouch for the facts.)

His first efforts were a good illustration of the commonplace Wanamaker style of advertisement writing, and ran something like this:

WANTED.—A middle-aged, industrious and intelligent man would like a position. Is pretty good at most anything, but especially competent in some things; to take care of horses, say, or for any light clerical or steward's work. Handy man around house or office. Highest references as to honesty and faithfulness. Address **TRUSTWORTHY**.

This fell flat; no response from any quarter. The disappointment was severe. He waited a week for another Saturday edition, when his appeal took this shape:

WANTED.—Situation. Wages no object—but a home. Any light work, by an honest, capable American. Best references. Address or call on—

To this plain business way of putting it he received three postal cards. The first was from a skin-flint, who wanted a man to take care of a vacant flat and board himself, for the munificent privilege of free lodgings. The second was from a charity organization, which wanted a handy supernumerary to bring up coal, keep the fires going, take the orphans to exercise, wind up the clock, etc.; no wages. The third was a "skin game"—nice situation, light work and good salary; but a deposit of \$100 required—"not for publication but as a guarantee of good faith." The old dodge.

This was rough. Two dollars and eighty cents already spent in the "want column" and no returns. Advertising began to have the appearance of being a dead swindle. The exchequer was low—painfully low. He had travelled a good deal; his shoes were unshapely and his feet were sore. Already he was spotted as a free-lunch fiend.

The genius of a forlorn hope seized upon him as another Saturday came, and the paper announced his wants thus:

Can a man,
A good, square man
Get anything to do on
God's green earth?

This struck a responsive chord at once. — street is not noted for its fine equipages; vegetable wagons and push-carts are

the rule. But next Monday, coupes and carriages, with dock-tailed horses, attracted the wondering gaze of the denizens of the tenements; and during the afternoon numbers of footmen with buckskin breeches and bear-skin capes were seen wandering up and down the block looking for No. —, while Mr. — was kept busy prancing out to the sidewalk to be interviewed. He had already accepted three situations positively, and four others conditionally. He now raised his demand for wages, and offered his services to all who gave him cheer.

He read the advertisement for the one-hundredth time. "Saints forever, what was there in it?" "It was not the advertisement," thought he, "for there was nothing in that; it was not the paper, for that was the same as before; it must be simply good Providence." Thus he reasoned.

But expert advertisers will see that the advertisement simply reflected clearly the situation; it was, in fact, the plain truth cut short and fired at the public through a stinging interrogation point in such a manner that every reader felt that the question was put direct to himself alone. It came from the genius of desperation which had asserted itself above the man, and, in the language of the breezy West, it was a howling success.

HOW FISH HOOKS ARE MADE.

There is a little machine which turns out fish hooks in six strokes. Stroke number one bites off a morsel of steel wire; number two makes the loop where you fasten your line; number three hacks the other end; number four flattens and bends back the barb; number five makes the point; number six bends the wire; and your fish hook drops into a little bucket, ready to be finished. Then it is either japanned—these are the common black fish hooks—or they are tempered to the delicate blue that you sometimes see in cutlery. For this finish they are heated red hot and then cooled in oil.—Ex.

AN ANCIENT LOCK.

An Egyptian lock has been found which was in use more than 4,000 years ago. The old Egyptian lock was not made of metal, like those we use now-a-days, but of wood, and the key that opened it was wooden too. On one side of the door to which it was fastened there was a staple, and into this staple fitted a wooden bolt that was fixed to the door itself. When this bolt was pushed into the staple as far as it would go, three pins in the upper part of the staple dropped into the holes in the bolt and held it in its place, so that it could not be moved back again until the pins were lifted. The key was a straight piece of wood, at the end of which were three pegs the same distance apart as the pins which held the bolt firm. When the key was pushed into the bolt through a hole made to receive it, the pegs came into such a position that they were able to lift the pins that fixed the bolt, and when these were lifted the bolt could be lifted out of the staple. —European Trade Mail.

A reputation for truthfulness is indispensable to permanent and satisfying success.

THEY BEGRUDGE MOST WHO HAVE MOST.

We struck onto something queer last week that set me thinking. Some time ago the old man got a letter from a manufacturer whose goods we sell, asking him to get a testimonial letter from everybody he'd sold them to, and the manufacturer said he'd pay for having them put in the paper here. His idea was that good letters from folks, everybody was acquainted with was a heap better advertisement than from those they didn't know, so he wanted them folks around here. As the old man is a pretty liberal kind of a chap when it don't cost him anything, he wrote to every one who had bought that man's goods from us, telling them to write in just what they thought of them, and how they liked them. Pretty soon the letters started coming in, and one would be tip-top, saying the goods was the best of the kind they ever had, then maybe the next wouldn't be quite so smooth, and as like as not the next would be pretty rough. Well we waited until all had come in we thought we'd get, then we looked over them, and the good ones we put in one pile, and the awful bad ones in another, and we made another pile of what was sort of half way between, you know, neither one thing or the other. Well we had twenty-three good ones, ten betwixt and between, and twenty-two that wasn't good. The old man studied over them bad letters for quite awhile, then he took them, and commenced looking over them folks' accounts with us, and I thought he was getting mad, and was going to make them all pay up for writing the way they did. But he done the same with the good letters, too. And pretty soon he struck onto something

"See here," said he, "this beats anything I ever seed. If I'd knowed as much before I sent for them letters as I do now we could have saved some postage, anyway."

And he showed me what he meant. The twenty-three good letters came from folks that had paid for them goods in full, and didn't owe us a cent, the twenty-two bad ones came from folks that hadn't paid us anything, and the ten betwixt and between came from folks that had paid us part but owed us something yet on them. Now what I want to know is how it could come out just that way. The old man thought it ought to come just the other way, but he says after this whenever he wants folks to write a good letter he'll find out first whether they've paid for the things he wants them to write about. It kind of looks to me like this: The folks that hadn't paid maybe thought if they'd praise the goods, the old man would ask them right off why they didn't pay for them, if they were so well satisfied; the ones that paid part was leaning the same way, but didn't like to say quite so much because they owned so much as they'd paid for; but the ones that paid in full felt like the goods was their own, and they wasn't in the notion to

run down what belonged to themselves and nobody else. Anyhow, whatever the reason is, it's a pretty good thing to remember when we want folks to write nice letters about the things we're selling.—The Traveling Tinker, in Stoves and Hardware Reporter.

LEAKS IN RETAIL STORES.

I happened into the office of a large factory one day to see a friend, and during the call I met the proprietor and asked him how business was.

"I'm about discouraged," he replied.

"But you seem to be very busy filling orders."

"So I am, but for some reason I can't make any money. It seems as if the more we did the less profit we made."

"On the desk before him was a bill he had marked "O. K." It was for stuff purchased—lumber, paint and oil. Without meaning to do so I glanced at the items, and footed up the column of figures. It stood as follows:

Dr. to	
6 kegs paints, at \$1.80 each.....	\$10 80
10 gals. oil, at 63 cents per gallon.....	6 30
Lumber from Neff's.....	18 00
Hauling same.....	1 75
Hoop iron.....	3 80
Paint Brushes.....	4 20

Total.....\$53 25

The bill was in the handwriting of the man who acted as book-keeper, cashier, and buyer for the factory, and was six bills put together to save separate O. K.'s. Does the reader see anything wrong with the figures? I did at a glance. The total should have been \$44.85, instead of \$53.35.

"Where is your book-keeper this afternoon?" I asked.

"He's out."

"Well, find me all the bills you can."

He brought me half a dozen from the hook, and we discovered that each one had been falsified in adding up the figures. Next day the man was sent away on an errand and an expert brought in to overhaul his books, and in half a day over \$4,000 in small embezzlements could be footed up. He had taken the simplest way to rob his employer, and one which is always practiced with the most success.

For several years I was detailed on a branch of detective work known as "mysterious thefts," and many of them did really have a mysterious appearance at the outset. One of my very first cases was that of loss of money in a retail store. A girl eighteen years of age acted as cashier, and she had an office in the rear of the store. This office was raided in to a height of seven or eight feet, and had two cash windows. The cashier occupied it exclusively, and it had come about on several occasions that her cash wouldn't balance the tips on the book. She would be short \$2, \$5, \$10, or \$20, and there must be something wrong somewhere. As

she had to make the shortage good she could not be suspected, and, indeed, it was on her demand that I was sent for to investigate the case. I took hold and soon located the thief. At the noon hour a string with a piece of shoemaker's wax attached, dropped down from the ceiling over the cashier's office, and a bill went back with it. I went softly upstairs and found a stockboy eating his dinner just over the office. I stood him up and found a \$10 bill in his vest pocket with a fresh spot of pitch on it, and his fish line was concealed under a box near by. There was a hole in the floor where some heavy box had smashed a board. He owned right up, and the mystery was a mystery no longer. He had never taken but one bill at a time, and that always when the cashier was eating. The senior partner of an old dry goods house once called me to his office to report a leakage which the house had vainly endeavored to stop. The shortage was not in the cash, but in the stock. Men had been set to watch for the shoplifters, but none of that class had been spotted. All employes had been watched, but no one had been caught taking goods away. Most of the salesmen had been with the house for years, and the floor walker longest of all. Suspicion pointed to no one, and yet it was certain that a leak existed. Aided by my usual luck, I was only three or four days in discovering it.

The store had a fine, high-class trade, and many articles were sent on approval. In lounging about I saw articles brought back and handed to the floor walker to be returned to the office as "returned." It occurred to me that there might be two sides to this system, and it wasn't two hours before a lady came in and said to him:

"I came to pay \$20 for the cloak sent up on Tuesday on approval."

He took her name and money and went back to the office and reported the cloak as returned, and pocketed the money. I got three cases on him before making my report, and when I did report to the senior partner he flew out and declared that it looked like a put-up job to earn my money. It was easy enough to satisfy him, however, as I had kept the addresses of the different buyers. A call at each address brought forth the declaration that the goods had been paid for, but we waited for a fourth case and then caught the man in a box. He was wound up so tightly that he made a full confession and begged for mercy. He had taken over \$6,000 in this way, and had been playing the game for years, and was the last man in the store who would have been suspected.—The Storekeeper.

SITUATION WANTED.

SITUATION WANTED AS HARDWARE Traveller or Salesman. Thoroughly posted in retail trade. Address, Iron, this office. 12

SITUATION WANTED—By a tinsmith of ten years experience. First-class on pump, iron pipe, and furnace work; having worked six years at the furnace business. Can figure on jobs, and give references. Address, Furnace, No. 5 Oak Street, Toronto, Ont. 14



SALES MADE OR PENDING.

J. B. Davies, general merchant, Norman, Ont., advertises his business for sale.

The tinware stock of Chas. Caron, Isle Verte, Que., is advertised for sale by tender.

J. Helgason, general merchant, Selkirk West, Man., has sold out to Paul Magnusson.

Coles, Whitwell & Co., general merchants, Simcoe, Ont., have sold out to S. M. Sove reen.

PARTNERSHIPS FORMED AND DISSOLVED.

McCurdy & Co., general merchants, Antigonish, N. S., have dissolved.

F. H. Todd & Sons, general merchants and lumber dealers, St. Stephen, N. B., have dissolved.

REMOVALS AND DEATHS.

Geo. M. Jaques, general merchant, Malvern, Ont., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. A. Rafuse, general merchant, Middle la Have, N. S. has assigned.

Boulton & Co., general merchants, Russell, Man., have assigned.

Felix Plante, general merchant, Moose Jaw, N. W. T., has assigned.

Gilbert L'Ecuier, general merchant, Clarencville, Que., has assigned.

Hulse & Son, potters, London, have assigned to T. E. Peake, London.

J. B. Allen & Co., hardware dealers, Toronto, have obtained a compromise.

Damase R., Hurtubise, tinsmith, plumber and roofer, Montreal, has assigned.

Piche, Tisdale & Painchaud, wholesale hardware dealers, Montreal, are in difficulties.

W. F. Thomson, general merchant, Millbank, Ont., has assigned to C. B. Armstrong, London.

An extension has been granted to Hamilton & Whitman, general merchants, Treherne, Man.

STORES OPENING.

G. D. Stinson, hotel keeper, Fort Frances Ont., is adding a general store to his business.

CINDERS IN THE EYE.

Some time ago I was riding on an engine, when the engineer threw open the front window, and I caught a cinder in the eye. I began to rub the eye, as people generally do. "Let your eye alone, and rub the other eye," said the engineer; "I know you doctors think you know it all, but if you will let that eye alone and rub the other eye, the cinder will be out in two minutes." I began to rub the other eye, and soon felt the cinder down near

the inner canthus, and made ready to take it out. "Let it alone, and keep at the well eye," shouted the man. I did so for a minute longer, and looking into a small glass he gave me, I found the offender on my cheek. —Ex.

HOW TO MAKE STRONG CASTINGS.

Some of the English iron founders have adopted a simple practice in making stronger castings. The method is merely the introduction of thin sheets of wrought iron in the centre of the mold before casting. This idea was first applied to the casting of thin plates for the ovens of cooking stoves, and a sheet of thin iron in the centre of a $\frac{1}{4}$ inch oven plate renders it practically unbreakable by fire. Recently the process has been applied to the casting of large iron pipes, a core of sheet iron imparting additional strength and lessening the liability to fracture. As an evidence of an additional strength that may be imparted by this process it is stated that a plate of iron, one-fourth of an inch thick, cast with a perforated sheet of 27 wire-gauge wrought iron in the centre, possesses six times the strength of a similar cast plate with no core. The $\frac{1}{4}$ inch plate thus made has the strength of a plate one inch thick.—Boston Commercial Bulletin.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

**W. H. STOREY & SON,
ACTON, ONT.**



THE
MANUFACTURERS' LIFE INSURANCE COMPANY
AND THE
Manufacturers' Accident Insurance Company.

HEAD OFFICE : Yonge Street, Trader's Bank Chambers, Toronto.

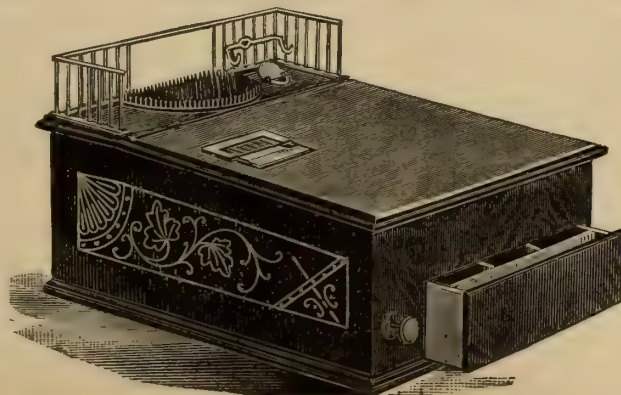
Authorized Capital, \$2,000,000 and \$1,000,000 respectively.

Most Liberal and Varied Forms of Life or Accident Policies Issued. Life Policies incontestible on any grounds whatever after three years.

PRESIDENT :—Rt. Hon. Sir John A. Macdonald, P.C., G.C.B.

VICE-PRESIDENTS : { GEO. GOODERHAM, Esq., President Bank of Toronto.
WM. BELL, Esq., Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

JNO. F. ELLIS, Managing Director.



The Cashier

Is the cheapest and best Cash Register ever offered for Storekeepers' use. Price, \$45.00. It gives about the same results as the high-priced machines, detects dishonesty and carelessness, and is adapted to any business. Send for Circular or call and examine at 24 Front St. West, Toronto.

GEO. F. BOSTWICK.



MANUFACTURED BY AMERICAN MACHINE CO.,
LEHIGH AVENUE AND AMERICAN STREET, - - - PHILADELPHIA.
JOHN H. GRAHAM & CO., MANUFACTURERS' AGENTS,
113 CHAMBERS STREET, NEW YORK.

DOUBLE ACTION. GEARING COMPLETELY COVERED.
WHITE CEDAR PAUL. SELF-ADJUSTING SCRAPER.
CANS FULL SIZE. USES SMALLEST POSSIBLE QUANTITY OF ICE.
THOROUGHLY WRAPPED FOR SHIPPING.

THAT THE GEM FREEZER IS RECOGNIZED AS THE BEST IN THE MARKET IS PROVEN BY THE FACT THAT OUR COMPETITORS ARE IMITATING ITS GOOD QUALITIES, AND USE IT AS THE STANDARD OF COMPARISON WHEN TRYING TO SELL THEIR OWN GOODS.
DO NOT BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM."
INSIST ON HAVING THE GEM AND IF YOU CANNOT GET IT FROM YOUR REGULAR JOBBER WRITE TO US AND WE WILL TELL YOU WHERE YOU CAN GET IT OR QUOTE YOU PRICES AND DISCOUNTS.

The Gem Freezer
The Best in the World

CAUTION.

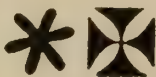
Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.

None are genuine unless bearing the

MARK.



GRANTED

TRADE

1764.

Portland Cements,
Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO

W. G. A. Lambe & Co.

Late Williamson & Lambe.

- STORAGE -

54 & 56 Wellington St., East.
TORONTO.



SHEPARD HARDWARE CO.,
BUFFALO, N.Y.

Shepard's "Lightning" Ice Cream Freezer

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	.. 23, 24	
Straits 100 lb ingots.....	.. 23 24	
Strip	.. 26, 28	
Tin Plates—Charcoal Plates, Bright.		
Bradley M.L.S.	Per box	
I.C., usual sizes	.. \$6 50 \$6 75	
I.X., "	.. 7 75 8 00	
I.X.X., "	.. 9 00 9 25	
Raven & P.D. Grades—		
I.C., usual sizes	.. 5 50 5 75	
I.X., "	.. 6 50 6 75	
I.X.X., "	.. 7 50 7 75	
I.X.X.X., "	.. 8 50 8 75	
D.C., 12 1/2 x 17	.. 5 00	
D.X., usual sizes	.. 6 00	
D.X.X., "	.. 6 35 6 80	
Note.—Other brands might be shaded by 25c. per box.		

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	.. 4 75 5 00	
I.C., special sizes	.. 5 00 5 25	
B.V. Grade, I.C., usual		
sizes	.. 4 85 5 00	
Note.—Round lots of 14x20 might be purchased of 10c. per box less.		

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	.. 8 75 9 00	
I.C. Terne Tin	.. 10 75 11 00	

Charcoal Tin Boiler Plates.

Cookley Grade—		
I.X.X., 14x56, 50 sheet bxs	Per lb.	
14x60,	.. 6 1/2c, 7c	
" 14x65,		

Iron and Steel.

Common Iron, per 100 lb	Base Price.	
Refined "	.. \$2 30 2 40	
Horse Shoe "	.. 2 55 2 65	
Band "	.. 2 75 3 00	
Hoop "	.. 2 75 3 00	
Swedish "	.. 4 00 4 25	
Nova Scotia Bar iron.....	.. 2 75	
Domestic Bar.....	.. 2 20 2 25	
Sleigh Shoe Steel.....	.. 2 50 2 75	
Tire Steel.....	.. 3 00 3 25	
Machinery.....	.. 3 25 3 40	
Best Cast Steel, per lb.....	.. 0 13 1/4 0 14	
Russian Sheet.....	.. 0 10 1/2 0 12	
Tank Plates.....	.. 2 25 2 50	
Boiler Rivets.....	.. 4 50 5 00	
Boiler Tubes.		
2-inch	..... 12c	
3-inch	..... 17	

Boiler Plate.

1/2 inch.....	\$2 75	
5-16 " " and thicker	.. 2 60	
1 to 20 gauge	.. 3, 3 1/2	
22 to 24 " "	.. 2 1/2, 3	
26 " "	.. 3, 3 1/2	
28 " "	.. 3 1/2, 3 3/4	

Canada Plates.

Blaina.....	1/2 bright 3 20, 3 25	
Boars Head.....	None	
Maple Leaf.....	None	
All Bright.....	None	

Iron Pipe.

Wrought 57 1/2 to 60 p.c. dis.		
Galvanized, 27 1/2 to 30 p.c. dis.		
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.		

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	.. 5 1/2, 5 1/2	
26 gauge, "	.. 5 1/2, 5 1/2	
28 " "	.. 5 1/2, 5 1/2	
Gordon Crown—		
16 to 24 gauge, per lb	.. 5 1/2, 5 1/2	
26 gauge, "	.. 5 1/2, 5 1/2	
28 " "	.. 5 1/2, 5 1/2	
Note.—Cheaper grades about 1/2 cent per lb less.		

Chain.

Proof Coil, 3-16 inch, per lb	.. 7 1/2, 7 1/2	
" 1/2 " " "	.. 6 1/2, 6 1/2	
" 5-16 " " "	.. 5 1/2, 5 1/2	
" 3/8 " " "	.. 5 1/2, 5 1/2	
" 7-16 " " "	.. 5 1/2, 5 1/2	
" 1/2 " " "	.. 4 1/2, 4 1/2	
" 3/4 " " "	.. 4 1/2, 4 1/2	
Trace, per doz. pairs	.. \$3 60 5 90	
German coil, per 100 ft	.. 1 65 2 70	
Jack chain, iron, single, per doz yards	.. 0 13 0 50	
Jack chain, double, per doz yards	.. 0 15	
Jack chain, brass, single, per doz yards	.. 0 20 1 10	
Copper—Ingot.		
Lake Superior, per lb	.. 0 00 0 00	
Baltimore	.. " "	
English B.S.	.. 0 14 1/2 0 15 1/2	

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in.	.. \$0 25 \$0 28	
" round & square	.. " "	
1 to 2 in	.. 0 23 0 26	
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.		

Sheet.

Untinned, 14 oz, and light,		
16 oz, 14x48 and 14x60	.. \$0 1 0 19	
Untinned, 14 oz, and light,		
16 oz, irregular sizes	.. 0 19 0 20	
Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.		
Planished and tinned, 14x		
48 and 14x60	.. 0 29 0 30	
Brass. (In sheets.)		
4x6 ft, 25 to 30 lb ea, per lb	.. 0 22 0 26	
" 35 to 45 " "	.. 0 21 0 22	
" 50 lb and above per lb	.. 0 20 0 21	

Boiler & T. K. Pitts.

Plain Tinned, per lb	.. 0 25	
Spun " "	.. 0 29	

Wire.

Pure, in coils—		
From 1 to 20 gauge	.. 0 25 0 27	
From 20 gauge, up	.. 0 28 0 30	

Brass.

Roll & Sheet, 14 to 26 gauge	.. 0 21 0 25	
" " 27 to 30 " "	.. 0 23 0 29	
" " 30 and up " "	.. 0 26 0 29	
Sheets, hand-rolled 2x4 ft.	.. 0 25	

Zinc Spelter.

Foreign, per lb	.. 0 05 1/2 0 06	
Domestic " "	.. 0 05 1/2 0 05 1/2	

Zinc Sheet.

5 cwt casks	.. 0 06 1/2 0 07	
Part casks	.. 0 07 0 07 1/2	

Lead.

Imported Pig, per lb	.. 0 03 1/2 0 04	
Domestic " "	.. 0 03 1/2 0 04	
Bar, 1 pound	.. 0 04 1/2 0 05	
Sheets, 2 1/2 lbs, per square ft,		
by roll	.. 5 00 5 25	
Sheets, 3 to 6 lbs, per sq ft,		
by roll	.. 4 75 5 00	
Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.		
Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.		

Solder.

Half-and-half (guar.) per lb	.. 0 18 0 20	
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.		

Antimony.

Cookson's, per lb	.. \$0 18 1/2 0 19 1/2	
Other makes " "	.. 0 17 1/2 0 18 1/2	

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	.. 5 1/2	
No. 1 Do.	.. 0 5 1/2	
No. 2 Do.	.. 0 4 1/2	
No. 3 Do.	.. 0 4 1/2	

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)		
Pure, per gallon	.. \$1 05 \$1 10	
2nd qualities " "	.. 0 85 0 90	

Colors in Oil.

(25 lb tins, Standard Quality.)		
Venetian Red, per lb	.. 0 05	
Chrome Yellow " "	.. 0 09	
Golden Ochre " "	.. 0 06	
French " "	.. 0 05	
Marine Black " "	.. 0 09	
" Green " "	.. 0 09	
Chrome " "	.. 0 08	
French Imperial Green " "	.. 0 14	

Colors, Dry.

Yellow Ochre (J.C. in bbls, per cwt 1 40		
(J.F.L.S.) " "	.. 1 75	
Venetian Red (R.C.2) " "	.. 1 50	
Ven. Red, Cookson's " "	.. 2 00	
English Oxides " "	.. 3 25	
American " "	.. 2 25	
Paris Green, per lb	.. 0 16 0 17	
Burnt Sienna " "	.. 0 08 1/2	
Burnt Umber " "	.. 0 05	
do pure " "	.. 0 07	
Drop Black " "	.. 0 09	
Chrome Yellows " "	.. 0 12	
" Greens " "	.. 0 12	
Golden Ochre " "	.. 0 03 1/2	

Varnishes (in bbls).

No. 1 Furniture, per gal	.. 0 70	
Extra " "	.. 1 00	
Brown Japan " "	.. 0 70	
No. 1 Carriage " "	.. 1 50	
Gold Size Japan " "	.. 1 40	
Pure Orange Shellac " "	.. 2 20	
Hard Oil Finish " "	.. 1 50	

Linseed Oil (in bbls).

Raw, per gal	.. 0 65	
Boiled " "	.. 0 68	

Turpentine (in bbls)

Selected Packages, per gal	.. 0 62 0 63	
----------------------------	--------------	--

Castor Oil.

Best, per lb	.. 0 10 1/2 0 12	
Glue (in bbls)		
Common, broken	.. 0 10 0 12	
French medal	.. 0 12 0 15	
Cabinet makers	.. 0 17 0 18	
White	.. 0 16 0 17	

HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
 Anvil and Vice combined each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz..... 13 00 20 00
 Adjustable " each..... 5 50 6 50
 Post Hole, Vaughan's, each..... 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross..... 5 65 1 59
 Pegging, "..... 0 65 1 25
 Brad, "..... 0 85 1 60
 " handled..... 3 60 7 30
 Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... 7 50 9 00
 " Sewing, "..... 7 50 9 00

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 8 00 15 00

Bath Tubs.

Zinc discount 25 per cent.
 Copper, discount, 30 p.c. dis. off Revised list.

Bells—Hand.

Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
 " Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
 Canadian, dis 45 and 50 pc.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
 Moulders'..... 7 50 10 00
 Blacksmiths' discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bite—Auger.

Gilmour's dis 55 to 60 per cent.
 Excelsior—Jennings, discount 60 per cent.

Jennings' Imitation, list 45, 47½ per cent.
 Jennings' Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
 Diamond, Shell "..... 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... 1 25 1 75
 Mascot..... 1 35 1 85

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 65 and 10 to 70 and 5 per cent. dis.
 Tire, dis. 50 and 10 per cent to 60 p.c.
 Stove, dis., 45 to 50 p.c.
 Elevator, dis., 35 to 40 p. c.
 Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's..... 6 00 7 75
 Barber's Ratchet..... 10 00 11 00
 Farmers'..... 2 00 2 75
 Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
 Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 70 per cent.
 Reversible, dis., 65 to 70 per cent.
 Vegetable, per doz..... 1 12 2 35
 Henis, No. 8..... 6 00
 " No. 9..... 7 00
 Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Batts—Brass.

Wrought Brass dis. 60 and 10 to 70 per cent.

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
 Loose Pins, " 60 & 5 to 65 pc., dis.
 Berlin Bronzed, dis. 70, 70 and 5 per cent.
 Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
 Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 70 0 95

Carpet Stretchers.

American, per doz..... 1 00 1 50
 Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
 World "..... 21 75
 Daisy, "..... 24 00
 Star, "..... 18 00
 Crown Jewel, per doz..... 29 00
 Grand Rapids, "..... 32 40

Cartridges—See Ammunition.**Castors.**

Bed, new list, dis. 50 pc. } to 50 and 5
 Plate " dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
 Thorold..... 1 10
 Queenston "..... 1 10
 Napanee "..... 1 10

Chalk.

Carpenters' Colored, per gross..... 0 90 1 10
 White, lump, per lb..... 0 01½ 0 01½
 Red..... 0 05 0 06
 Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz..... 0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p.c from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c.
 Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
 Side..... 3 60 4 00
 Enterprize, No. 0..... 1 35
 " No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
 Coil, per doz..... 0 88 1 60
 English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.
 Millar Falls, per doz..... 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Elbows—Stove Pipe.

Dis 20 to 33½ p.c.

Fawcets.

Cork Lined, per doz..... 0 30 0 60
 Wine, per doz..... 1 30 2 25
 Star, "..... 2 80 3 90
 Fenns Corkstops, No 2 p.doz..... 1 70
 Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
 Canadian, dis., Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25 pc.
 Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c.
 Horse Rasps, dis. 45 p.c. Amer } Hellers
 50 p.c. Can. }
 Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
 Shepard's Lightening, dis., 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00
 Enterprise, discount 10 p.c.
 Shepare's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.**Window.**

United Inches—Box Price.
 Star. Double Diamond
 Size Per Per Per Per
 up to 26 50 ft. 100 ft. 50 ft. 100 ft.
 inches 1.45-1.50 2.15
 26 to 40 in 1.55-1.60 2.35
 41 to 50 3.50-3.60 5.45
 51 to 60 3.80-3.90 6.25
 61 to 70 4.10-4.20 7.20
 71 to 80 7.20
 81 to 85 8.75
 86 to 90 10.95
 91 to 95 13.75
 96 to 100 16.25
 101 to 105 22.00

Pilkington.

Ordinary
 1st break..... \$3 65
 2nd "..... 3 90
 3rd "..... 4 60
 4th "..... 4 95
 5th "..... 5 40
 6th "..... 5 90
 7th "..... 6 50

Picture Glass.

Pilkington's ordinary.
 1st break..... 4 30
 2nd "..... 4 70
 3rd "..... 5 40
 4th "..... 5 90
 5th "..... 6 50
 6th "..... 6 90
 7th "..... 7 7c

Glue Pots.

Tinned, each..... 0 30 0 90
 Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
 Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50
 Store door..... 1 00 1 80
 Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
 Socket Firmer "..... 3 25 8 00
 Socket Framing per gross 3 75 5 00

Fork.

G. & B., discount 30 per cent.

Hoe.

C. & B., discount 30 per cent.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
 " Shepard's Noiseless, dis. 60 p.c.
 " Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per
 Heavy, per lb..... 0 44 0 05
 Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets
 Screw, Eureka..... 1 13 1 80
 Gate, Clark's..... 1 50 2 20
 " Shepard's, dis 50 to 60 p.c.

Per doz. pairs
 Spring..... 1 50 3 50
 " Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 per cent.
 Planter's per doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10
 Clothes Line, "..... 0 27 0 63
 Harness, "..... 0 72 0 88
 Hat and Coat, per gross.. 1 00 3 00
 Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can dis. 17½, 20 p.c.

BOWMAN, KENNEDY & CO.,

LONDON, ONT.,

HEADQUARTERS FOR

General Shelf and Builders' Hardware, Cutlery, Silverware, etc. Glass, all kinds, single, double thick and fancy, Paint, Putty, etc. Oils, raw and boiled Linseed, Castor Oil, Coal and Machine Oil.

WHOLESALE ONLY.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 40, 5, 45 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 per cent

Horse Shoes,

Per keg 3 60 3 75

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun per lb .. 0 28 0 30

Copper, " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can, dis. 50 p.c.

Cabinet, Trunk, and Pad-

lock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list

dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " " 6 00 9 00

Lava " " 8 75 10 00

Shutter, porcelain, F. &

L screw, per gross..... \$1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " " 1 87 3 85

King, wood, " " 2 75 2 90

" glass " " 4 00 4 50

All glass, " " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent.

Paddock.

English and Am. per doz 50 6 00

Scandinavian, " " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " " 1 25 3 75

Lignum Vite, " " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter.

Enterprise, dis. per cent 20 25

Canadian, 37½ to 40 per cent.

Dixon's, each 1 60 2 00

Woodruff's " " 1 10 1 70

Hale's, " " 1 05 1 50

Hume, " " 13 00 16 00

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to

70 per cent

Nails.

Cut, 3 in. and upwards,

per keg base, price 2 55 2 60

Brads & Moulding Nails, 70 to 70 and

5 per cent.

Wire Nails, 70 to 70 and 5 per cent.

Nail Pullers.

German & American.... 1 85 3 50

Nail Sets.

Square, round and octa-

gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " " 0 18 0 18

Canada W.W. " " 0 20

American W.W. " " 0 25

S. R. Seal " " per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron

Oil Can, with Pump,

per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter 2 25 3 60

Picks.

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 50. per

cent., American dis. 45 per cent.

Wood, fancy Canadian, or American

dis. 35.

Bailey's (Stan R. & L. Co.) 33½ to 35

per cent.

Miscellaneous, dis. 10 to 12½ per cent.

Bailey's Victor, dis. 10 to 12½ per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis

37½, 40 p.c.

Button's Imitation, per

doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " " 22 33

Screw 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern &

Pitcher Spout, 60 and 60 and 10 p.c.

Punches.

Saddler's, per doz 1 00 1 85

Conductors' " " 9 00 15 00

Tinner's solid, per set. 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½

Sliding Door, " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian

list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 40.

Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 perc.

Rope.

Sisal, per lb 10½ 11½ smaller than

Manilla, " " 14½ 15½ 7-16, ¾, extra.

Cotton, " " 22 25

Russia Deep Sea, per lb. 15 16

Jute " " " 09½ 10

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis. 40, 40 & 5 per cent.

Sad Irons.

Mrs. Potts, per set 0 85 0 90

" N. P. " " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c.

Emery, per quire 55 90

Sash Cord.

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per

cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D. dis. 30 to 35 per cent.

Hack, complete, each. 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.

Scrapers.

Box, per doz 2 10 4 50

Foot, " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" K. H. " 72½ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Diamond Point wood screw nails,

bright, dis. 77½ and 20 per cent.

Bench, wood, per doz 3 25 4 00

Bench iron per doz 4 25 5 75

Scythes.

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 37½ to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Aetna, dis. 75 to 75 and 10 per cent.

Heinrich 60 per cent.

Sheaves.

Sliding Door, per set 77 1 40

Steel Shingles.

The Metallic Roofing Co. of Canada.

per square.

Heavy Eastlake Galvanized 5 75

Light " " 5 25

Heavy Eastlake Painted 4 00

Light " " 3 75

Tower or Mansard Galvanized 6 25

Tower or Mansard Painted 4 50

Terra Cotta Painted Tile 7 00

Eastlake Painted Siding 3 50

Manitoba Galvanized Siding 4 75

Heavy Man. Painted Siding 3 50

Light Manitoba Painted Siding 3 25

Heavy Sheet Pressed Brick 3 50

Light Sheet Pressed Brick 3 25

Painted Crimped, Siding or Ceil. 3 50

Shot.

Canadian, dis 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent

Sieves.

Wood Rim, black, p. doz 1 15 1 35

" tinned, " " 1 35 1 60

Tin Rim, " " 2 30 2 45

" black, " " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " " 3 00 5 00

Lock, Andrew's " " 4 50 11 50

Soap.

Sapolia ½ gross boxes 3 25

" ¼ and ½ gross boxes per

gross net cash 12 00

Soldering Irons.

Per lb 0 32

Wrought Spikes.

Discount, net list to 10 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons, " per gross 7 50 12 00

HARDWARE.

CINCINNATI BELL FOUNDRY CO
 SUCCESSORS IN "BLYMYER" BELLS TO THE
BLYMYER MANUFACTURING CO
 CATALOGUE WITH 2200 TESTIMONIALS.
BELLS. CHURCH. SCHOOL. FIRE ALARM

No Duty on Church Bells. Please mention this paper

TRAVELLERS
 SHOULD SEND 25c. FOR
"DRUM TAPS"
 The Experience of a Hard-
 ware Traveller,
 RECENTLY PUBLISHED IN
HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
 Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,
 DEAR SIR,—I am pleased to say that after nearly three years constant use, day and night, on our largest engine your Copperine has stood its work well. I have not had to renew any of the heavy bearings yet, so I consider that speaks for itself. I am pleased to recommend it to any one in need of metal to stand heavy work.

I remain, yours truly,
 J. C. FERGUSON,
 Chief Engineer Toronto Waterworks.

ENGRAVING
 FOR ALL
 ILLUSTRATIVE
 AND
 ADVERTISING
 PURPOSES

J. L. JONES,
 WOOD ENGRAVER,
 8 1/2, 10 & 12, KING ST EAST,
 TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

TRADE MARK FOR



HOLLOW WARE.

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks. Spoons, etc.

A. J. WHIMBEY, Manager.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of **B. F. Cumming's** Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS. DESIGNS AND COPYRIGHTS REGISTERED

FETHERSTONHAUGH & CO., Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor), - - - TORONTO.

TORONTO ENGRAVING CO.
 53 KING STREET W.
 ENTRANCE ON BAY ST.
 CUTS FOR ALL ILLUSTRATIVE PURPOSES
 FIRST CLASS WORK - MODERATE PRICES
 OVER PROCESSES
 WOOD ENGRAVING
 PHOTO ENGRAVING
 ZINC ENGRAVING
 HALF TONE
 WAX ENGRAVING
 DESIGNING
 F. BRIDGEN MGR

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
 & PARIAN CEMENTS.
 FIRE BRICKS, FIRE CLAY,
 FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
 SANDSTONES,
 CALCINED PLASTER

BUILDERS' & CONTRACTORS'
 SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
 Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

TRAVELLING MEN

I WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

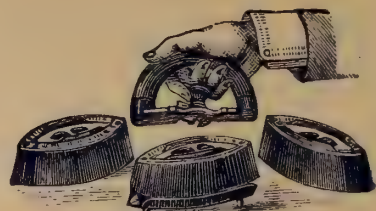
Improved patent asbestos floor and partition tiles. Patent and Sole Manufacturers, Canada and United States, F. A. Briggs & Craig, 128 Richmond St., W., Toronto.



(PATENTED.)

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

No More Broken Handles.
All Heavy Nickel Plated.
**ATTRACTIVE,
DURABLE,
Easy to the Hand.
-NO EXTRA COST-**



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS.
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

**DOMINION CARTRIDGE CO., LTD.,
MONTREAL.**

DOMINION WIRE MANUFACTURING CO'Y, LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.

“LYMAN” 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

FENCING.

Staples and Fencing Tools.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, “PLATE.”

55 Victoria Street, - - - Toronto, Ont.

APRIL 4., '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

—o—
Importers of
BAR IRON,
STEEL,
Shelf and Heavy

HARDWARE,

Builders' and
Mechanics'

TOOLS and
SUPPLIES.

—o—
32 KING ST. EAST,



JOHN LEYS,
Vice-President.

—o—
Mantels,
Grates,
Tiles,

- CUTLERY -

E. P. WARE
Housefurnishings.

—o—
TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

If orders are now sent in with specifications we can supply in good time the latest improved Milk Can Trimmings with wide hoop and patent cover and Tinned Iron for the same, also Creamery Can Fixtures with the new patent Jersey gauge (which requires no putty).

We also have all kinds of Creamery Gates, Sap Buckets, New Galvanized Steel Buckets, good stock of Embossed Ware, in fact a heavier and more varied stock of tinware and house furnishing supplies than ever at prices as low as any.

Early orders, not necessary for immediate shipment, solicited.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 8 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, APRIL 4, 1891

No. 14

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Olemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

SCOTCH AND AMERICAN PIG.

The competition of American pig with Scotch in Ontario has been a leading factor in the iron situation for some time, and it is so this season more than ever. So far not a single large contract has been made for spring delivery in Scotch pig in Ontario, whereas, there has been business all along in Southern American iron, which can be laid down in Ontario at \$21.50 to \$22, to which level it has been impossible to bring Scotch pig. Consequently, the American iron has, so to speak, the field all to itself. Of course there have been some sales of Scotch pig in the West, but they have been made to parties who would have the Scotch iron anyway, no matter what the conditions, but when the bulk of the trade is in question, there is no doubt, to use a popular expression, that Scotch pig is "not in it" just at present. That the Scotch iron masters are anxious to be "in it" there is no doubt, and some of them with a view of keeping a hold on their Canadian custom have signified their willingness to accept orders at less than they are selling the iron on the home market, but the American basis is still below this. The matter therefore resolves itself into the question whether Scotch iron can be brought low enough, or whether the American market will advance. Present conditions appear in favor of a negative answer. The American market seems likely to remain where it is, while with regard to the Scotch market, it appears unnatural to sup-

pose that it will go much lower. Stocks in store are smaller than ever they were, while the cost of production has not been decreased to any material extent that we know of, and there are plenty who argue that it will not go sufficiently low to allow competition with American pig in the west. In this connection also it may be interesting to state that most recent advices from Great Britain say that a good number of the iron masters who are also mine owners, claim that they can make more money by selling their coal, than turning it into the manufacture of iron, and intend to do so unless there is some change for the better in the market. With regard to the present market on spot there is nothing to note except that trade continues quiet and some stock lots are moving ex store on the former basis.

SEASONABLE STOCK SHOWING.

The housefurnishing department of the hardware and stove stores throughout the country will now begin to change its aspect. It has to follow to some extent the example of nature, whose semblance changes with the seasons. The winter stock now begins to look cumbersome, and is as dead in appearance as it is in trade. It doesn't do to produce too much of that "away back" impression, which brings up the phantom of a winter that seems doubly dismal just on the threshold of fine weather. When the sun is shining, the sap running or the grass growing, the interior of a store that is filled with winter wares, is as little inviting as that of a cheerless monastery. In spring we believe people are more susceptible to the jostling of the past and present than at any other time of year. Hence, it is well to be nearly as early as the robin with the exhibition of our warm weather stock. The

pleasant effect is worth the inconvenience entailed. A customer who wants a lawn mower or a refrigerator can't but feel the chill of an adverse spell fall upon him when he enters the sombre chamber where last winter's stoves are ranked in forbidding array. He wants a spectacle in accordance with his mood and purpose, a mood and purpose which have their basis in fine weather. He may be shown the goods he asks for, but he will probably want to "look around" among other stocks, and will go where beauty waits him, where a handsome disposition of seasonable goods in a fresh, bright room will determine him to buy there.

There is a great deal hinging on æsthetic instinct or culture after all. Nobody exists without a partiality towards attractiveness that appeals in some way to the eye, and nearly everybody sees where the fitness of things is glaringly violated in spectacles or displays. There is thus a scientific basis for seasonable stock arrangement. People ought to like variety, because there is no law which is so universally operative as the law of change, and its transforming influence can be drawn upon profitably at least twice a year in the general arrangement of a hardware and stove store. But the material point is that the change be soon enough. The transition should not be a prolonged affair, but should be as prompt as possible.

Gas stoves, refrigerators, ice-cream freezers, water-coolers, filters, lawn mowers, hose, step-ladders, etc., should be brought into display as soon as possible. The manner of their display is a matter as important as the fact of their display. A nice looking tinware stand is another seasonable feature at this time of year. The millinery openings, both in their earliness and their taste, ought to be imitated by storekeepers who have different stock for different seasons.

BASTARD FILES.

Mr. W. G. Rogers of W. S. Rogers & Son, Glencoe, Ont., asks the following question: "Will you please inform me of the true meaning of 'bastard' as applied to files, also how or for what reason the name was given?"

The first part of Mr. Rogers' question is more easily answered than the second. The bastard file is the elementary file. The bastard cut is the basis of all cuts, and is the common cut, three-fourths of all the files in use are bastard cut files. All files were originally of bastard cut, and all other styles are developments of that cut. The bastard cut is the unit of classification from which all grades start. Middle and rough go upwards or towards greater coarseness on the scale from the bastard point, while second cut, smooth, dead smooth, go downward or towards greater fineness from the same point. There are single cut and double cut throughout the range of classification, and the bastard cut, like zero on a thermometer, is the starting-point in each series. A certain size of tooth is indicated by the qualifying word 'bastard.' The English standard is 25 teeth to the inch.

As to how the term 'bastard' came to be applied to files there is less clearness. Old file makers, well-versed in the lore of their craft—and it has its mysteries—have been consulted, but they cannot say how the word got into file parlance. There is no suggestion of analogy to help us to guess at the cause. There is a suggestion of analogy in such a use as is common in denominating second crop lemons of Messina, which are called 'bastard Messinas.' The word 'bastard' is also used in artillery, in sugar refining, in printing, as well as in file phraseology.

In the absence of any ruling upon the matter, a conjecture may be hazarded. Since the bastard was the basis of all cuts, and since that was originally a single cut, the face of the file would be a series of oblique bars, with the higher points on the left side of the friction surface. This would make the filing process more easy than if the higher points of the oblique bars were on the right side, as muscular action is less laborious from than towards the body. The teeth of the file being of this structure, and running upwards and leftwards, they would be left handed bars, or each would be a bar sinister, a mark in heraldry often used to betoken illegitimacy. This would account for the word 'bastard.' The use of the file is easily as old heraldry, as a reference is made to filing in I. Samuel, XIII., 21.

The above conjecture as to the origin of the word 'bastard' as a file epithet may be wrong, and we would gladly be corrected if it is.

AMERICAN BINDER TWINE COMBINATION AT AN END.

The Canadian Customs Department has been notified that the combination among manufacturers of binding twine in the United States does not now exist, or is so disorganized that it cannot control general prices, and the Department has instructed collectors to accept all invoices upon their merits, and not according to the schedule of prices issued six or eight months ago.

The combination agreement has practically been broken for some months. It is not likely that it will have any effect on Canadian prices. The production in the States will not be as heavy this year, and competition will consequently not be so close. The Elizabethport mill, which produced one-seventh of the total manufacture in the States, has been burned, the machinery being completely destroyed. It is not improbable that the other manufacturers will have all they can do in looking after their home market.

G. T. R. ROLLING MILLS.

The Grand Trunk Railway Company will shortly commence the erection of rolling mills at Point St. Charles. Work on them is to be commenced at once, and the mills are expected to be in full operation before next autumn. For some time back the Grand Trunk authorities have had the idea of erecting rolling mills, but the scheme first came into prominence when in 1887 the duty on bar iron was advanced from 17½ per cent. to \$13 per ton. The Grand Trunk people now propose to manufacture their own bar iron, required for the various purposes of locomotives and cars, and also their own axles. They hope thereby to effect a saving of at least \$30,000 per year in duties, if not more. The officials say that the heavy duties, and the fact that there is not enough internal competition to keep prices down, has rendered the erection of rolling mills necessary. By manufacturing their own bars they will also be enabled to utilize their own scrap, which is now sold at a loss. The plant and buildings are expected to cost in the neighborhood of \$50,000. The output is expected to reach \$40,000 of iron yearly. The scheme was drawn up by Mr. Herbert Wallis, mechanical superintendent of the Grand Trunk railway, who is in charge of the erection of the buildings.

CANNOT DO WITHOUT IT.

Mr. A. W. Humphries, Parkhill, in a letter to *HARDWARE*, says:

"I appreciate *HARDWARE* very much, and cannot do without it."

Mr. Humphries has some handy contrivances for showing goods in his store, a description of which we hope to give our readers at an early date.

THE AMERICAN BLAST-FURNACE IN ENGLAND.

Gentlemen connected with the Cleveland iron trade have just had an opportunity afforded them of visiting a new blast furnace just put into blast at Messrs. Palmer & Co's. Jarrow works. The new furnace is on the latest and most approved American principles. In external appearance it much resembles the other furnaces of this district, but in the bosh there are great differences, the improvements in bronze tuyeres, and a greatly increased blast, regulated by the revolutions of splendid engines, as described in the last paper discussed by the Cleveland Engineers' Institute, being introduced. At present the most satisfactory system of working this furnace has yet to be settled, for it is found that the present system of shifts maintained among the blast-furnacemen does not suit its working, for the furnace deals with the ore poured into it so rapidly that when the men go to dinner it goes down to such an extent that they are unable to overtake it again, and keep it filled up. Consequently its full producing power has not been ascertained, nor has the more important point been defined—at what rate of cost per ton can it produce iron. It is seen already that the furnace can produce iron in much greater quantities than can the present type of furnace; but most of those locally connected with the iron trade are still dubious as to the system being capable of producing iron at a less cost per ton than the present system.—*Iron Trade Circular* (Ryland's.)

Mr. H. Bishop, hardware, stoves and tinware dealer, Parkhill, Ont., has sold out his business to Muirhead & McCallum of Carleton Place.

M. & L. Samuel, Benjamin & Co. inform us that they are handling this year a churn which gave infinite satisfaction last season and are desirous of acquainting the trade of this fact.

M. & L. Samuel, Benjamin & Co. have just received a car load of green wire cloth and are now enabled to execute all orders promptly.

Messrs Miller Bros. & Toms, Montreal, issue a handy little manual, in which the structure and working of their "Acme" hot water heater are clearly exhibited by cuts and letter-press. The theory on which the hot water system of heating is based is discussed and compared with that underlying other modes of heating, and all in the plainest language. It is a very neat little book, being oblong in shape and bound in olive green, with title in silver tinted ink. Mr. H. D. Simmons, 74 York St., is the company's representative in Toronto.

OUR ENGLISH LETTER.

HINTS TO CANADIAN HARDWARE EXPORTERS.

The new trade route to China and Australia by way of Canada will, if properly worked, be the means of introducing several good markets to Canadian exporters of metal goods. Japan, China and Australasia are as yet only in their infancy in commercial affairs, although it seems strange to talk about China as a "young" country. But as regards the engineering and hardware trades, it offers, in the near future, splendid chances of profitable business. The value of the new route may be estimated from the fact that, in Japan, external trade has risen from an annual value of \$60,000,000 in 1884 to \$130,000,000 in 1889; in China the increase has been from \$205,000,000 in 1886 to \$280,000,000 in 1889. In Australasia the growth has been \$300,000,000 to \$600,000,000 in fifteen years. The direct trade between China, Japan, and North America has already reached a total of \$55,000,000, while the direct trade between Australasia and North America has grown from \$3,500,000 in 1870 to \$20,000,000 in 1890. Surely this is a trade well worth looking after. The Canadian Government has, it is officially stated, made an offer of a subsidy of \$750,000 a year.

AGRICULTURAL IMPLEMENTS IN AUSTRALIA

It is reckoned that the value of agricultural implements and machinery in New South Wales alone is \$8,750,000, the imports of hardware in 1889 amounting to upwards of \$2,500,000, and machinery rather under these figures. England and the United States are the principal exporters, but the market is so large, not only in this but in the other Colonies, that Canadian firms stand a good chance of driving a profitable business. I may say that American hardware goods and machinery is a serious competitor to England. British houses make their implements too heavy, clumsy and difficult to handle. Several agriculturists in New South Wales find that they can get more and better work out of American machines than from English goods. The foregoing remarks apply to mowers and reapers, while the same defects are said to be found in English threshing machines. Canadian exporters to this market should note that the latter are so far popular because the grain does not have to run through a winnower. They should also be made with iron beams and handles and make a very deep furrow, as the Australian soil is stiff and dry. Mowers, cultivators, and harrows are in demand in these Colonies, also in New Zealand, which by the by, is going ahead now after its late financial troubles. I hear that in New South Wales and North Australia strippers are preferred to mowers, because it is often cheaper to strip than to mow.

The Victoria government is giving every encouragement to farmers, and lately a number of foreign made implements were pur-

chased from abroad to be examined, and tested by the Cashel Agricultural College. Steam harvesters are coming into use in Victoria in the same way as California and other parts.

MINING MACHINERY.

Here again America and England do most of the trade. Good machines for pulverising and crushing ores are in constant demand. A request for machines for treating pyrites ores is arising. I hear that a San Francisco firm put a four foot quartz mill, complete, in operation in New South Wales for \$1,800, crushing about sixteen tons in twenty-four hours.

As showing the activity of United States makers, I may say that many American Oliver chilled ploughs have come into use in Scotland of late years. Wood's mowing machines are also used pretty freely. The Massey Co's., Toronto, binder is making headway in the same country. There is plenty of room for these goods, and they must be good and cheap, and able to stand the competition of English makers.

Mr. Vincent, the London agent for Chaffey Brothers, says that the Irrigation Fruit Colonies at Mildura and Renmark, Victoria, are making great headway. There is a fine chance here for agricultural, mining, and general machinery in these Victoria Irrigation Colonies. Messrs. Tanzye, of London and Birmingham, have been sending engines and plant out there, with, I believe, success.

HARDWARE FOR ZAMBESI.

It would behove Canadian manufacturers to keep a watch on South Africa as a market. I can assure you that English makers of hardware are on the alert. All sorts of good agricultural implements, mining machinery, trade knives, guns, axes, corrugated iron houses, galvanized iron goods, and metal domestic articles will be wanted very soon in Zambesi. It is anticipated by agricultural experts that Mashonaland will soon become the granary of South Africa. Railways are being constructed in all parts of the country under European control, and the possibilities of profitable trading are unlimited.

HARDWARE IN SPAIN.

Although the tariff is to be raised on imported goods, yet it will be long before the Spanish people can produce their own metal goods in sufficient quantities. In 1890, the imports of cutlery and hardware from England alone amounted to \$270,000. One merchant at Seville buys all sorts of steam threshing machines, reapers, binders, drills, hardware and cutlery, and finds a ready sale for it all.

CHINA.

Makers should see what they can do by a trial shipment of metal lamps to Wenchow. They must be cheap and durable. The present type in use are wretched native productions. It is impossible to burn kerosene in the ordinary open rushwick lamp, so means have been adopted to prevent an explosion

on the ignition of the wick. Old tins are used. The lid is removed, and a new one with a round hole in the centre soldered in. Into this a wick tube some inches long, with a collar to prevent it descending too far, is fitted a handle is fixed, and the lamp is complete. The wick has to be pushed up from below when required. What a fine lamp! I may add that as all the available old tins have been used up, the manufacturers will be compelled to stop work.

CAUSES OF "RUST."

At a recent meeting of the Leeds Association of Engineers, Prof. Smithells, of Yorkshire College, delivered a lecture on "Rust." What was the cause of iron rust? They all knew that rusting was favored by the presence of the air, and by the presence of moisture, but they wanted to know which of these two was the real cause, whether both were necessary, and whether anything else took part in the process. They wanted to know why rusting went on so rapidly and at different points, and how it was affected by the different composition and the qualities of the metal, and by impurities in the metal, in the air, or in the water. Prof. Smithells then showed some specimens of iron in jars, which he had been preparing for some time. One was a piece of iron in dry oxygen, and he explained that that would not cause the iron rust. Next he showed a piece of iron which had been sealed up in water for some days, remarking that it was found that when they excluded air and other gases from the water no action took place, and a second conclusion was that water alone would not affect iron. The next question was, would air and water together affect iron. That experiment had been done, and it had been shown that wherever action had taken place at all the action had been exceedingly significant, and the question arose, what was it that was absent and that caused the rust? The one ingredient which was present in one of the gases was not present in the cases he had shown, was carbonic acid gas. Carbonic acid gas existed in the atmosphere to a small extent, and it was this gas in the air that was all-important in the operation of rusting. Pure air, pure water, pure carbonic acid would not act singly upon iron; pure water and pure air would not act together upon iron; carbonic acid and air would not act together upon iron, but when they had carbonic acid, water and air together, they got symptoms of rust. It was carbonic acid that really set rust up, and when it was found the carbonic acid was liberated and attacked the layer beneath. That was why rust had got the property of travelling inwards. How could they prevent this action of rusting? There were many things which had been tried. They might paint the iron, and if they observe certain precautions they might have an effective method. One precaution was that the metal must be perfectly clean. A spot of rust embedded below a coat of paint would often break out of itself. Then there was the method of covering the iron with oils and tarry matters. There was also the process of galvanizing iron; the process enameling, which was very useful for small articles, but the enamel was apt to chip off. Alluding to boilers, he said that by putting soda into them, not only did they correct acidity of the water, but they introduced something which would absorb the carbonic acid gas, and prevent it acting in a rusting capacity.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD:

Crown, Red Cap, Blue Ribbon, Silver Composite.

Manila and Sisal Rope,
Lath Yarn, Packing, &c.

THE PIG-IRON WARRANTS BILL.

The second reading of this bill, which had been fixed for Friday, March 6, was not reached on that day, owing to the House of Commons being counted out before 9 o'clock. The second reading has been postponed, therefore, until April, when another attempt will be made to pass the measure into law—unless something of moment happens in the meantime. That the bill will be either wholly withdrawn or very fully emasculated is highly probable, there being already statements in circulation to the effect that the promoters and opponents of the project have been in conference with results said to be satisfactory to those who are opposed to the bill. If that is really the case it would seem to follow, as a matter of course, that the bill might as well be abandoned, seeing that its only object is to ensure the positive identification of any warrants sold or bought, which object is exactly what is objected to by the non-contents. If it is true that the opponents are now satisfied, it would seem to follow that the bill has been, or will be, made absolutely colorless, in which case it would be foolish to occupy the time of the House and encumber the Statute-book with an enactment of no real use. Meanwhile it has to be noted that the opposition are not idle, but, on the other hand, are vigorously piling up objections to the bill, and securing expressions of dissent from various public bodies and newspaper organs. They have gained the adhesion of the metals section of the London and Liverpool Chambers of Commerce, and are in other respects leaving no stone unturned in order to ensure the rejection of the bill and to increase the unpopularity of any such legislative interference with the iron trade. One rather significant result of the agitation—coupled probably with the operation of other causes—is that the prices of warrants have fallen somewhat considerably. Rumor has it that

there are special causes not unconnected with the bill for this fall, but for the moment these cannot be discussed here.—The Ironmonger.

TESTS OF GUN-BARRELS.

The Guardians of the Birmingham Proof-house have at length issued their report respecting the tests of gun-barrels which they have been carrying on during the past two years. They have done the work with great thoroughness, and have determined several questions as to which there has been a great deal of controversy amongst sportsmen and gun manufacturers. Their experiments have served to show the relative merits of steel of various kinds and "Damascus," and have thus set at rest the doubts which had been expressed in many quarters as to the suitability of steel for the barrels of guns and rifles. The results appear to have amply justified the confidence of the steel manufacturers, and such of the gun-makers as had long sworn by that metal, although it is demonstrated, concurrently, that all kinds of steel are by no means equally suitable or capable of giving the highest results when severely tested. The guardians, in their report, show the exact manner in which their tests were carried out. They seem to have proceeded with the utmost circumspection, as well as with the greatest impartiality, hence their verdict ought to be accepted as being strictly according to the evidence, and of high practical value. According to the table showing the final order of merit of the different kind of barrels tested the first position is taken by English machine-forged laminated steel, in three rods, coiled by the "improved economic compound process." This barrel withstood exactly the same stress as a barrel made of Whitworth fluid-compressed steel; but as the price of the former was only 29s. per pair, as against 90s. for the Whitworth, the premier position was accorded to the lower-priced and equally good

article. A glance over the table, as regards the positions in the order of merit of the other barrels, shows that "Damascus" is third, whilst English steel on the Siemens-Martin principle is fourth. Then come two "Damascus" barrels, which are closely followed by a barrel made of basic open-hearth steel, carburised by Darby's filtration process. A barrel constructed of foreign Siemens-Martin steel comes twelfth on the list, another foreign barrel of Pointille twist occupies the eighteenth place, and two foreign Damascus barrels on the Crolle system are bracketed equal in the twenty-fifth position. On the whole the tests should be very satisfactory to English barrel-makers, and while they appear to amply demonstrate the superiority of the best steel they afford little or no evidence in depreciation of the best English "Damascus" barrels. The great majority of the barrels which were tested withstood, it should be noted, far more severe strains than those likely to be caused by the definitive proofs of ordinary practice. Taking the standard of these proofs as being 1.00, the barrel placed No. 1 in order of merit came out at 4.66; three others were over 4.00, six were over 3.00, thirteen were over 2.00, and eight over 1.00. In their general observations on the outcome of the tests the guardians make a series of remarks which deserve the attention of the producers of the materials for, as well as the makers of, gun-barrels. The metal must not be either too soft or too hard, should be judiciously manipulated at a moderate heat, and should be subjected to as little re-heating as possible. Steel is shown to be improved by careful rolling at a moderate heat, whereby it is made fibrous. Finally the guardians very properly express the hope that the results of the tests may serve to "increase the reputation which Birmingham already possesses as the source of the gun-barrel manufacture of the United Kingdom." An impartial consideration of the report should certainly lead to that result. We have the report in type, but are compelled to defer its publication until our next issue.—The Ironmonger.

CORRUGATED STEEL FASTENERS.

A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



At Philadelphia on Saturday the Eagle Iron Works and adjacent buildings were burned; loss, \$80,000.

The other night Stanley Mills' hardware store, Hamilton, was broken into and \$15 or \$20 in cash secured, besides a couple of dozen pocket knives.

The Hamilton Association of Stationary Engineers held their fourth annual dinner at the Dominion hotel, Hamilton, on Friday night. Robert Mackay, president of the association, occupied the chair.

The Cleveland, England, iron masters insist that the state of the iron trade makes it necessary for them to reduce the wages of the furnace men $12\frac{1}{2}$ per cent. The men are willing to accept a reduction of 5 per cent.

Barney Moses traveller for the Hamilton Brass Co. has returned from a successful trip through the Province of Ontario. He also visited Montreal. Barney is a hustler and is able to show the Canada Pacific Railway order as patrons of his firm on his order book this trip.

A most disastrous fire occurred at Beamsville last week, by which the extensive buildings of C. Russ, Son & Co. were totally destroyed, comprising saw mill, foundry, plough manufactory, planing mills, etc., covering one-half block. The loss is estimated at about \$25,000; insured in the Welland Mutual for \$3,000.

H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.

Telephone 2164.

REPRESENTING

PECK, BENNY & CO.,

J. & C. HODGSON,

MILLER BROS. & TOMS.

} Montreal.

SHEPARD HARDWARE CO.

AMERICAN BIT BRACE CO.,

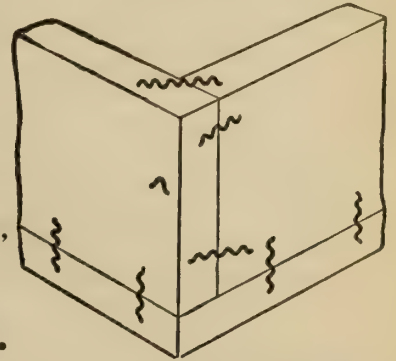
ETC., ETC.

} Buffalo.

THE INVENTOR OF THE BESSEMER PROCESS.

Injustice lies at the base of the reputation of the man whose name is given to that process of making steel which is called the "Bessemer." Bessemer did not invent the process. An American, Kelley, was ahead of him in the invention. Bessemer did not even perfect the process. It now appears that the perfecting of the process was the achievement of the late Robert Forester Mushet, who died January 29th, at the age of 80 years, at Cheltenham, England. The London Iron and Steel Trades Journal of February 7th, in an obituary notice of Mr. Mushet, gives the following information concerning Mr. Mushet's contribution to the success of the so-called "Bessemer" process: "In 1848, a friend of Mr. Mushet, knowing the great interest he took in metallurgical science, sent him a piece of white crystallized metal, with the statement that a mountain of it existed in Rhenish Prussia. Mr. Mushet recognized the lump as an alloy of iron and manganese, with the value of which in the manufacture of steel he was familiar. This metal is now known everywhere as 'spiegeleisen,' looking-glass iron. Mr. Mushet obtained 12 tons of the metal from Siegen and, as showing the novelty of the importation, the custom officials in London judged it to be 'crude spelter' and entered it accordingly. Mr. Mushet proceeded to make experiments with his spiegel, and he soon discovered that 'burnt iron' could be restored to its original quality and even improved by the addition of this triple compound of iron, manganese and carbon. Years passed, and Mr. Mushet had thoroughly grasped the effect of spiegel alloy in various ways with iron and steel, when in 1856 Mr. (now Sir Henry) Bessemer read his paper before the British Association at Cheltenham. Mr. Mushet was at once aware that spiegeleisen was the one thing needful to render the Bessemer process perfect. A gentleman acting on Mr. Mushet's behalf, Mr. T. D. Clare, of Birmingham, called on Mr. Longsdon, Sir Henry Bessemer's business partner, and offered to dispose of Mr. Mushet's provisional

patent. Mr. Longsdon, with the approval of Sir Henry Bessemer, refused to give one penny for the right to use the alloy, on the ground that no patent did or could exist in it. We know it as a fact that Mr. Brown, the managing party of the Ebbw Vale Company, had at that time offered \$50,000 for the Bessemer patent, and it had been declined. Subsequently Mr. Brown took an interest in Mr. Mushet's patent; but it is a matter of history that the patent was allowed to lapse. Mr. Mushet has told us that his discovery of the peculiar properties of manganese merely forestalled Bessemer and others, who would undoubtedly have stumbled upon what he did in the course of time. Sir Henry Bessemer frankly admits that, until Mr. Mushet's advisers brought his patent under notice, he did not know that iron in combination with 8 per cent. of manganese was obtainable. The inventor of the Bessemer process at once availed himself of Mr. Mushet's discoveries, and though he throughout refused to acknowledge any patent or invention, he was not unmindful of the service perhaps unintentionally rendered him. Without wishing to intrude upon the private affairs of the late Mr. Mushet and Sir Henry Bessemer, and with a fear that our statement may give offense to some, we think it fair to state that for 30 years Sir Henry Bessemer has paid Mr. Mushet £300 a year. We are stating a fact which is strange to most, if not all, of our readers, and it may be interesting to know that this annuity was fixed at a time when Mr. Mushet's health was shattered, and his life was not considered worth a year's purchase. Mr. Bessemer was asked to provide for Mr. Mushet's closing days, and he at once agreed to pay him an annuity for the rest of his life. Sir Henry Bessemer desired to acknowledge the use he made, not of an invention or a patent, but of Mr. Mushet's researches." Bessemer, by taking advantages of Mushet's researches and of Kelley's original discoveries in the United States' paying Mushet a royalty and Kelly a pittance to avoid litigation, has been able to reap fame and fortune from the process bearing his name. He refused to pay royalties, but he has been prompt to exact royalties from all who have used the process. In view of the historical facts connected with this process, it is exceedingly doubtful that any user in the United States could have been forced to pay a royalty for using it. The Bessemer reputation seems to be the result of the use of other men's ideas and patented inventions. — Iron Industry Gazette.



FERGUSON, ALEXANDER & Co.,

Glasgow Lead and Color Works,

MONTREAL.

—MANUFACTURERS AND IMPORTERS OF—

Absolutely Pure White Lead,
Refined Red and Orange Lead,
Flake and Ground Litharge,
Glassmakers' Red Lead,
Potters' Red and White Lead,
Ready Mixed Paints, all Shades,
Ready Mixed Coach Colors,
Painters' Pure Colors, Dry and in Oil,

Superfine CARRIAGE COLORS, in Oil and JAPAN,
Pulp Colors for Wall Paper Makers,
Printers' Pigments in every Color,
Mistletoe Permanent Green for Window Blinds, etc.
Implement Paints, Colors and VARNISHES,
Coachbuilders' Varnishes and Japans,
Painters' Stains, VARNISHES, JAPANS and DRIERS,
Painters' and Coachbuilders' Requisites, etc., etc., etc.

VARNISH FACTORY :
St. Gabriel Locks.

HEAD OFFICES AND WORKS :
14 to 22 College Street, Montreal.

QUICK SHIPMENTS.



WHO IS RESPONSIBLE FOR BAD PLUMBING.

There is no excuse for bad plumbing. The complaints of sewer-gas entering a house and the evil effects of poor plumbing is a reflection on the employer who engaged the plumber. We do not say that every man who does plumbing work is thoroughly qualified, responsible and reliable, but we do say that there are men in the trade to do all work who can be relied on to do thoroughly good work, if they are permitted to do so. This is true in all business. There are enough men in every profession, trade or business to accomplish all that is demanded and in a proper and safe way. Go into any profession or trade and you will find the good, bad and indifferent. You can select your choice and pay about your own price, but it is not at all probable that your price will secure the best work. So it is, in the plumbing business, that we find men capable and willing to do almost any kind of work demanded of them, from the poorest to the best. There are men in the trade who do not pretend to do good work, and there are men who will not do inferior work. From this range of workmen—from the worst to the best—the employer can select. He can get the best, which is a guarantee of good work, or he can get the worst, which is a guarantee of bad work. Thus it is that the employer, the man who has plumbing work done, is responsible to a great degree for the character of the work performed.

There need be no mistake made in the employment of any man in whatever capacity. Every man has his standing. Public opinion

has placed the measuring-rod against every man's character and qualifications, and his statue is known. His record is known, and the public seal of approbation or condemnation is upon him. He is graded and properly labeled in the great classification of humanity and no mistake could be made in locating him. It matters not what his pretensions may be; he is as his neighbors know him, and regardless of his own advertisements, he stands to the world thus catalogued. No man is wholly unknown. Some place his record is kept faithfully, and is as true as the story of an eyewitness. Regardless of his representations, his value is no more than the estimate placed on him by public opinion. Man is a part of a community, and the community consigns him to a specific and definitely defined part. The decision of the community can be taken as correct. The community is an encyclopædia of every individual in it, and he who studies it properly will not be deceived regarding its individual members. Thus it is that one man is enabled to select whatever qualities he may choose. If a plumber be wanted, it will be found that each has his standing. There is no guesswork about it. The men will be pointed out on whom reliance can be placed—In whom the confidence of all is rested. In making such a choice, there is the least possible chance of making a mistake.

There is another reason why the employer is often responsible for the character of plumbing he procures. There are grades of work, grades of material and grades of prices. The lowest price will not procure the best material and work. The converse of this is not necessarily true, but chances of getting poor material and work for first-class prices are remote. There are plenty of men in the plumbing business who can be thoroughly relied on to furnish exactly what they contract for, and as long as this is true the man who has the work done cannot be relieved of his responsibility. It is, of course, possible for the

builder to be deceived in the character of work, but, as a general thing, if he be deceived in the plumber he employs, it is his own fault. He need not be, for he can easily find a man who will do the work according to agreement, and on this he can rest assured. The question of paying for good work is a serious one, inasmuch as the builder too often wants to pay the least amount possible. In plumbing, as in everything else, the best cannot be procured for the least money. If the best is desired—and none other should be had—the best price must be paid. This is true in everything, and there is no reason why an exception should be made in plumbing. "The best is the cheapest" is a rule that is correct in a twofold sense in the matter of plumbing. In the first place, first-class plumbing is the most durable, cost less for repairs, needs no remodeling, and is not responsible for the payment of doctor bills. In the next place, it gives a sense of security and comfort that is worth more than all else, and it secures health against the evils of imperfect drainage, which in itself is a factor of great value; for ill health is not only expensive, but non-productive.

There are builders who are speculative, and build for others. They secure the cheapest plumbing possible, and allow others to suffer the evils of it. There are also alleged plumbers ready to do this work. Here the builder is wholly responsible; and this evil should be remedied by rigid legal enactments specially fitting the case. The larger portion of plumbers—all the reputable ones—all who properly come under the name—favor good work, and are continually striving to establish a proper standard of plumbing; and they succeed as the people become educated regarding the importance of their services. Thus the responsibility shifts from the shoulders of the plumber to the persons who have the work done; and so long as it is possible to procure good plumbing, so long will those who do not secure it be at fault.—Sanitary News.

HOT WATER APPARATUS, ANCIENT AND MODERN.

The origin of employing hot-water for diffusing artificial heat appears to be hid in considerable obscurity. It is not improbable that, like many other discoveries, it has been reproduced at different periods. It seems, however, to have been first used in France by M. Bonnemain in the year 1777, and was employed by him during several years for hatching chickens by artificial heat.

The French Revolution which followed shortly afterward put a stop to this, as well as to many other useful and scientific inventions in that country, and for several years the invention seems to have been entirely dormant; nor, indeed, does it appear ever to have been used by M. Bonnemain except for the purpose above mentioned.

About the year 1817, the Marquis de Chabannes introduced a similar apparatus into this country for heating a conservatory and also heating some rooms in a private house by pipes leading from the kitchen boiler. In the following year he published in London a pamphlet describing his apparatus and some ingenious modifications of hot-air stoves. The invention appears to have made but very little progress for several years. In 1822 Mr. Bacon, a gentleman of fortune, introduced the use of hot water into his forcing-houses, using for the purpose a single pipe of large diameter communicating with the boiler, and by giving a slight elevation to the pipe from a horizontal line he was thus enabled to produce a circulation of the water, the hot water passing along the upper part of the nearly horizontal pipe and the colder water returning to the boiler along the lower part.

The circulation in this apparatus was very imperfect and Mr. Atkinson, an architect, almost immediately afterward suggested the addition of a second pipe to bring the colder water back to the boiler, and thus at once the apparatus assumed the form that it has ever since retained. By this alteration the apparatus was brought very nearly to the same form as that contrived by M. Bonnemain more than forty years before, the principal difference being that M. Bonnemain used only very small pipes of gun-barrel size, while Mr. Atkinson used pipes of four or five inches in diameter. The honor of this invention has been claimed by Mr. Watt, prior to the time of M. Bonnemain using it in France, but there appear no grounds for supposing that he ever employed it without the intervention of steam as a distributor of heat by circulation in the manner in which it is now used.

The use of hot water in pipes is an invention of far greater antiquity than the time of either Watt or Bonnemain. Seneca has accurately described the mode of heating by water in the Thermæ at Rome, of which Castell has given drawings, and which show that the method of heating the baths by

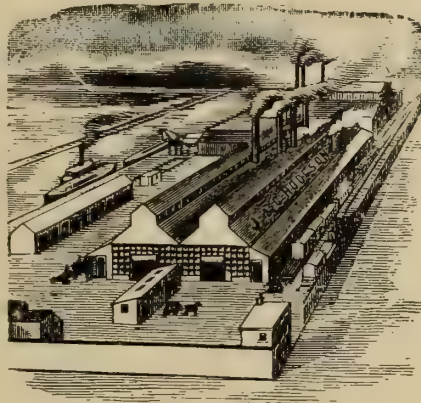


Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,

Our name is stamped on every pipe.

74 York St., Toronto.

passing water through a coil of pipes which passed through the fire was known and practiced previous to the Christian era. And except that these tubes were of brass instead of iron, they were precisely similar, both in form and arrangement, to those occasionally used at the present day for a like purpose, the lapse of nineteen centuries having apparently added nothing to our knowledge on this subject.

Since the introduction of the hot water apparatus for warming buildings in this country the variations made in its more complicated arrangement appear to have been gradually adopted. Each time that an apparatus has been erected experimentalists have deviated in some small degree from the model of that which preceded, apparently afraid of venturing on too great a variation, yet requiring from contingent circumstances some alteration of its form and application. This mode of proceeding, though natural while the principles were not thoroughly understood, has frequently led to both inconvenience and loss in consequence of the numerous failures to which it has given rise by unintentional deviations from the true principles. In the present attempt to elucidate the subject, it will, however, be shown that success need not be uncertain provided only that the laws of physics be justly applied and strictly adhered to. So numerous have been the failures that have occurred in this method of heating buildings that nothing

but the intrinsic merits of the invention could possibly make it retain its hold on popular favor. Every imaginable kind of mistake has been made in apparatus erected upon this plan, and these mistakes still continue to be almost as frequently as ever, notwithstanding the large number of buildings in which it has been successfully applied and which might be consulted for correct information.

Neither the capabilities of this method of warming nor the various useful purposes to which it is applicable are fully appreciated. There are no buildings, however large, to which it cannot be advantageously adapted nor any that present insurmountable difficulties in its application.—John H. Mills.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
A. J. Phillips.

TORONTO, ONT.





CONCERNING VAPOR STOVES.

Says "Eureka" in The Metal Worker :— I have had a practical experience in repairing and selling at wholesale and retail vapor stoves for the past eleven years, and in interviews with all who have had an equal experience with myself they express the opinion that the individual-burner stove is the most durable and the only kind of burner prepared to vaporize what will be the fuel of the near future. They say furthermore that its only drawback is the smoke and smell at the starting, two-thirds of which is avoided by using the heating device, which will heat one burner from another already started, by carrying gas to the exposed side of the burner to be started. This takes less than one-half a minute and avoids the necessity of waiting, which would be necessary in starting in the old way, by filling the drip cup. This style of stove to which I refer is made by several manufacturers, and they are well known to the trade as the combination stoves, which means that they embrace the advantages of both a single-generator and individual-burner stove in their construction.

A word as to the single-generator stoves. The single-generator stoves which are being made by three or more manufactures are, in the opinion of those I have spoken with, the next best kind. I refer to those stoves in which the burners are made with sufficient vaporizing power to fully vaporize the heavy oil, and are arranged with the relighting device to avoid accidental blowing out, or when opened by children filling the room with explosive gas.

We are met this season by the advertisements of one manufacturer and the actual experience of the trade that the evaporating stoves with the sub-burner in the bottom of the main burner will flood, and this defect is supposed to be remedied this year by several of the manufacturers using asbestos to receive the heavy oil that cannot either be evaporated or vaporized. In my opinion this innovation will be short-lived, for the asbestos will soon reach the limit of its absorbing power, and after a few months use the stoves will flood more easily than the kind with the sub-burner at the bottom of the main burner. I am informed that an improvement will be put on the market which will consume all of the combustible part of the heavy oil, using it to produce heat and to aid in the process of evaporating. Furthermore, it is so arranged that the incombustible portion can easily be removed through an opening in the larger sub-burner underneath the hot-air pipe. This sub-burner is unlike the sub-burner of last year, because it

is used to furnish (immediately upon starting the stove) the proper amount of hot air to produce thorough evaporation, and unlike the sub-burner of last year, cannot become clogged and cause flooding of the main burner. I notice in some advertisements for the season of 1891 the manufacturers claim to have a partial remedy for the extraordinary odor found in this kind of a stove when the supply of gasoline is turned off, but in my opinion, unless the gas is prevented by a cut-off from escaping out into the room through the main burner caps when the supply of fuel is cut off, there will be no odor. This season will determine whether any one has found a remedy for the flooding and the extraordinary odor in this kind of a stove. Nothing but time will tell. Is it not within the scope of invention to find a remedy for this serious defect of the evaporating stove? Until this is accomplished, buyers, in my opinion, will find that the individual-burner stove referred to in the beginning of this article will be the best to purchase. I have endeavored to follow out your request and have only referred to the different kinds which are made by two or more manufacturers, and in no case to any specially handled by but one concern. I hope the discussion will be entered into by others, as it will prove both instructive and interesting.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

SITUATION WANTED.

SITUATION WANTED AS HARDWARE
Traveller or Salesman. Thoroughly posted in retail trade. Address, Iron, this office. 12

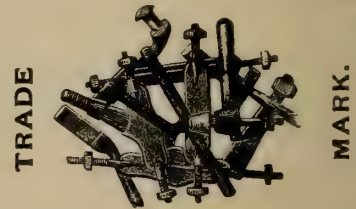
SITUATION WANTED—By a tinsmith of ten years experience. First-class on pump, iron pipe, and furnace work; having worked six years at the furnace business. Can figure on jobs, and give references. Address, Furnace, No. 5 Oak Street, Toronto, Ont. 14

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c
PETROLIA, - ONTARIO.

TORONTO ROLLING MILL AND FORGING CO., LTD.

(Successors to the Toronto Drop Forge Co.,)

68 Esplanade St.



Manufacturers of Carriage **HARDWARE** and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
Hydraulic and

ELECTRIC

for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

TRACE CHAINS.



Showing full size 0000.

Our trace chains are the strongest and best on the market.

THE B. GREENING WIRE CO., LTD.,

Send for Price List

Hamilton, Canada.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

HOW MANY VOLTS IN AN ELECTRIC CURRENT.

During a recent examination a lawyer put the following question to Thomas A. Edison:—"Explain what is meant by the number of volts in an electric current." To which he replied: "I will have to use the analogy of a waterfall to explain. Say we have a current of water and a turbine wheel, and allow 1,000 gallons per second to fall from a height of one foot on the turbine, I get a certain power, we will say one horse-power. Now the one foot of fall will represent one volt of pressure in electricity, and the 1,000 gallons will represent the ampere or the amount of current. We will call that one ampere. Thus we have 1,000 gallons of water or one ampere falling one foot or one volt of pressure, and the water working the turbine gives one horse-power. If, now, we go 1,000 feet high and take one gallon of water and let it fall on the turbine wheel we will get the same power as we had before, namely, one horse-power. We have got 1,000 times less current or less water, and we will have one-thousandth of an ampere in place of one ampere, and we have 1,000 volts in place of one volt, and we will have a fall of water 1,000 feet, against one foot. Now the fall of water or the height from which it falls is the pressure or volts in electricity, and the

amount of water is the amperes. It will be seen that 1,000 gallons a minute falling on a man from a height of only one foot would be no danger to the man, and that if we took one gallon and took it up 1,000 feet and let it fall down it would crush him. So it is not the quantity or current of water that does the damage, but it is the velocity or the pressure that produces the effect."

LOOK OUT FOR THE RUSHER.

There are rushers of two or more kinds. One goes around with a whew and blast and you feel in his presence like one feels when standing close to a fast express train; he almost takes you off your feet. His hat is generally on the back of his head as he goes rushing in and around the place of business. Once in a while he knows what he is about, but most of the time is looking up some mistake he has made when rushing things through at break-neck speed; oftener it takes longer to undo what he has done than to have gone slower and done it right the first time. Mistakes are the rule instead of the exception.

This is the man you want to watch out for. In his place get some one who has his business all well arranged to start with. He always goes at a moderate speed; his hat is always sitting squarely on his head, showing

that his head is square and level. He never rushes, but is always busy, going around among his men quietly, but being always there; the system that guides his every action makes every stroke of work count. There are no mistakes made; the work has not to be done over again, which takes up more time than to do it right the first time. This is the rushing kind you want to watch out for too, and when he comes your way be sure to secure his services.

It is not the man that shouts the loudest that shows the best results. The quiet worker, who always has his work planned out and works by rule, and is always in his place to see that the work goes steadily and smoothly on, is the one who will accomplish the greatest amount of work in a given time. The real rusher is the man who understands his work thoroughly in every minute particular, and can right anything that is going wrong in a very short time. He arranges everything to a nicety and everything is kept moving. This is the rusher that you business men are watching out for if your heads are level.—Stoves and Hardware Reporter.

Goods conveniently located save time, money and temper in showing.

Restore goods to their proper places as soon after using as possible.

Master the whole business and the way to fortune has been mapped out.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.



EUROPEAN MARKETS.

Cables show a further decline in pig iron. Scotch warrants have dropped in Glasgow 9d. as compared with a week ago, and No. 3 Middlesboro is down 6d. Pig tin is higher, latest cables showing an advance of 7s. 6d. Copper is lower, and there is also a reduction in the price of tin plates of 3d.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£ 90. 10s. od.	£ 90 2s. 6d.
Future—	90. 15s. od.	90 10s.
Copper, B.E.S.—	57. 10s. od.	58
Last week, G.M.B.	53. 2s. od.	.....
.....	53. 5s. od.	.....
Lead, S.E.	12. 12s. 6d.	12 10s
Spelter,	23. 00s. od.	23 7s. 6d.
Tin Plates—Cokes	17s. 6d.	17s. 9d.
Pig Iron—Scotch	42s. 10d.	43s. 7d.
Warrants,		
No. 3 Middlesboro,	38s. 6d.	39s. od.

MONTREAL MARKETS.

MONTREAL, April 2, 1891.

The different lines of heavy material have not shown any particular change since our last review, but the reduction in freight rates which goes into effect immediately, created a somewhat freer movement of goods into consumers hands. Still it was simply in the way of supplying immediate requirements, for buyers generally, appear disinclined to operate ahead to any great extent. The statement applies to almost all lines, such as iron, tin plate, chemicals, etc., all of which are quiet in the matter of ordering for spring delivery. With the exception of iron and its allied branches, however, prices are generally firm and the conditions seem to favor their being maintained for some time, although buyers think otherwise apparently, or, are not disposed to handle more than they can dispose of with convenient promptitude.

IRON AND HARDWARE.

Speaking in a general sense there has been little or no change in the iron market since our last report with nothing special to note. Of course the 1st of April with its reduction in freights induced some more business but not to any material extent. Pig iron remains quiet and beyond the movement of a few stock lots ex store on the old basis of \$23, there is little to note. A few sales for spring delivery have transpired but they have been unimportant and we have not a single contract to note. In fact American pig can be laid down cheaper in Ontario and it is getting the preference with the bulk of the trade, some round quantities of Southern pig having been placed recently at \$21 to \$22 laid down. In other lines there has been no particular feature either, but we have to note some business in galvanized plates and tin plates for spring delivery. Some fair sized orders for the former are noted but with regard to the latter buyers are disposed to operate very cautiously. The only business that we have to note has been in the case of some buyers who positively had to have the

article early. These purchases have been on the basis of 18s. for common charcoal and 19s. 4½d. for better brands for early spring shipment but when it is known that offers of 15s. 6d. for charcoal and 13s. d. for coke for August shipment have been made, it is easy to understand that buyers will only order what they actually require. The present small stock on spot has been further depleted since our last report and an order for 500 boxes was refused under \$4.87½ to \$5.00 per box. In fact there is only one entire lot of this quantity on the market. In terne plates we have nothing to note nor does there appear to be any business for spring delivery, while other lines are unchanged.

NAILS.

With the reduction in freight which went into effect on the 1st of April there has been a somewhat freer movement of nails, but makers still complain that orders are not what they should be.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 40
8 dy to 9 dy, " " "	....	2 65
6 dy to 7 dy, " " "	....	2 90
4 dy to 5 hot cut, Am. pat	....	3 15
3 dy, hot cut, per keg, Am. pat	....	3 90
3 dy fine hot cut, " "	....	5 40
2 dy, fine hot cut, Am. pat.	....	5 60
4 dy to 5 dy, cold cut, per keg,	....	2 90
3 dy, cold cut, per keg,	....	3 40

STEEL CUT NAILS.

10 dy to 60 dy, per keg	.....	\$2 50
8 dy to 9 dy, " "	.....	2 75
6 dy to 7 dy, " "	.....	3 00
4 dy to 5 dy, " "	.....	3 25
3 dy " " "	.....	4 00
5 dy fine, " "	.....	5 50

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 40
4 dy @ 5 dy, per keg	.....	2 97
6 dy @ 7 dy, " "	.....	3 47
8 dy @ 9 dy, " "	.....	3 15
10 dy @ 30 dy, " "	.....	2 90
Cut spikes, " "	.....	2 45

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 70
1 " " "	.....	4 10
1 ½ " " "	.....	4 40

Finishing nails 65c. per keg over same size hot cut, viz., from \$6.35 for inch to \$3.40 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.35 for 1-inch to \$3.15 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.85 for 1-inch to \$3.65 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—"M R M," "P B," and "C" brands in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days.

CHEMICALS.

There has been more doing since our last, but solely in the way of supplying immediate requirements, as buyers, although they wished to take advantage of the reduction in freight rates were not disposed to order ahead to any extent. Therefore although trade has been brisker its magnitude has not been sensibly increased, and operations in the way of ordering fresh supplies for spring shipment have been on a very cautious scale. Stocks here are very light, and the general tendency of values is upward. There is practically no alum to be had, while sulphur and caustic are very scarce and firm, sulphur flour being 25c. higher at \$2.50 to \$2.75. Sumac has also taken an advance in sympathy with advices from primary markets, and is now quoted here at \$75 to \$80, a jump of \$5. Yellow pruss of potash is more plen-

tiful, several shipments coming to hand recently, but it is quite firm in sympathy with the remainder of the market at 27c. to 30c.

OILS AND PAINTS.

The oil market remains quiet and firm, and no important business of a wholesale kind has transpired since our last report. All the Newfoundland cod liver has now been cleared up and it is impossible to quote it, while Norway is firm at 90c. to \$1. Linseed is stiffening at primary markets and is steady here, with, however, little doing. Reports regarding the seal catch in Newfoundland indicated that it will be fair, but there can be no seal oil here before the end of May, and no quotations for forward delivery have been even spoken of yet. Present stock on spot cannot much exceed 300 barrels and it is moving out steadily. Other oils show no change. In leads nothing particular to note. Values remain as before, No. 1 \$5.25 to \$5.50; No. 2, \$4.50; No. 3, \$4.25; dry white, 6 to 6½c.; ditto red, 4 1-2c. to 5c., and white lead \$6.25 to \$6.75. Glass is unchanged at the recent cut, \$1.45 to \$1.50 for first and second breaks.

NAVAL STORES.

There is a good general trade doing in naval stores, dealers saying that the movement is very good for this season of the year. We quote:—Turpentine, 62 @ 63c.; rosins, \$2@4.25, as to brand; coal tar, \$4.00 to \$4.25; cotton waste, 5½c. for colored, and 7 @ 10c. for white; oakum, 5½ @ 7½c.; and cotton oakum, 10 @ 12½c.

CEMENT AND FIRE BRICK.

Cement on spot is moving in small lots, principally for immediate consumption. Advices from makers are slightly weaker than last season, but the difference in the cost of the article laid down will not be much affected by this unless freights are reduced materially from present quotations. Round lots can be bought from \$2.45 to \$2.65, and to arrive at 10 to 15c. per cask lower. Fire-bricks are \$24 to \$28 as to brand and size of lots.

PETROLEUM.

There is little doing, but prices remain unchanged. We quote as follows:—Canadian 12½c. at Petrolea, 14½c. in car lots at Montreal, and 15c. for single casks; American, 23c. in car lots and 23½ to 24½c. in smaller quantities; American benzine, 23 to 25c.; and Canadian, 14½ to 15c.

TORONTO MARKETS.

TORONTO, April 3, 1891.

A better feeling exists and there are more enquiries than a week ago. More customers have been on the market than a week ago. While orders have been numerous, they have not been heavy. Indications for trade in the immediate future are such as to warrant merchants in feeling that the volume of business in April and May will be fully equal to the corresponding period last year. It is generally admitted that the business for the first quarter of this year exhibits a marked falling off as compared with the same months of 1890. Cable advices and letters report business in the British markets as particularly sluggish, and prices as a rule favor buyers with the one exception of tin-plates, the prices of which are well maintained.

Payments have been rather better. A good deal of money came in during the past few days.

Values during the week have shown no important change. An easier feeling exists in some heavy lines that will be effected by the reduction in rail freights, the summer tariff having come into force this week.

MARKETS—Continued.

IRON AND STEEL.

Demand has been more active. A small business has been done in Siemens at \$23 to \$24 and in southern pig at \$21.50 to \$22. More numerous sales of Tonawanda Scotch have been made at \$24. British brands are nominal, only a few are selling. The lower cables this week, however, afford some encouragement to importing agents who express the hope that they will be able to compete with the cheaper American brands. Foundries will take Scotch or English any time in preference to most American brands, as results from the latter are not nearly as satisfactory.

Bar iron is steady and unchanged at \$2.20 to \$2.25.

COPPER.

The market is stagnant at the moment, and there seems to be no immediate prospect of improvement. The production appears to be somewhat in excess of the demand. Jobbers are getting 15 to 16c. for small lots and 14¾c. for larger quantities.

It is reported that a number of Canadian capitalists, including Mr. C. F. Sise, of the Bell Telephone Co., will establish copper rolling mills in Montreal.

TIN.

Ingot tin is firmer and somewhat more active, due to large purchases in the American market. On spot there has been a good demand at 22 1-2 to 23c. in large lots, and 23 1-2 to 24c. for smaller quantities.

LEAD.

Outside markets are firmer, but locally there has been no change. Prices rule from 3¾ to 4c. for pig, and 4¾ to 5c. for bar.

ZINC AND SPELTER.

Remain quiet and unchanged. The latter is rather dull.

ANTIMONY.

Is weak, but the range of prices is not quotably lower. The high price that ruled a short time ago was owing to the large consumption of this article in smokeless powder. Spot prices are 18½ to 19½c. for Cookson's and 17½ to 18½c. for other brands.

GALVANIZED SHEET IRON

While there is considerable anxiety evinced on the part of manufacturer's agents for business yet their principals are not prepared to make any concessions in price. The local movement during the week has been fairly active and prices are unchanged.

TIN PLATES.

The prices in British markets are slightly lower, but are still much higher than a year ago in consequence of the continued demand

from the American market, not, however, for immediate consumption, but with a view of having as large stocks as possible on hand when the new tariff comes into force, July 1. The effect of this is now being very strongly felt in the Canadian market, where large consumers who have been placing import orders are now working upon the stock in the hands of the merchants. As these stocks have been confined to not more than a couple of houses in Canada, it is not surprising to note the advance that has taken place this week. For home consumption good makers brands of charcoal have changed hands as high as \$5.50, and ordinary brands at \$5.25 for I. C. Stocks of coke are completely exhausted, with the exception of a few boxes of wasters on the Montreal market. There are only a very small quantity of ternes to be had, which are firmly held at the advance.

CANADA PLATES

There has been some slight movement in Canada plates, for special purposes only, but at figures considerably below present cost of importation. As the actual demand will not take place before Aug't. or Sept. it is expected that the position of the market will be such as will enable dealers to import, but even the figures that are quoted by one or two manufacturers who are prepared to contract scarcely warrants holders from selling at today's prices especially as there is not 20 per cent. of the quantity held in Canada which is usual during the spring months. The nominal quotation is \$3.20 to \$3.25 per box.

GLASS.

The market has been quite active in glass this week. The demand is fully up to the average for this season of the year. Prices are firmly maintained at last quotations. Stocks here are increasing, but they are still low. Considerable quantities are on the way but the vessels will not reach Montreal before the beginning of May.

PAINTS AND OILS.

Mail orders for paints this week have been light. Travellers are also complaining of the dullness of the past few days. Prices, however, show no quotable change.

Turpentine is steady at 62 to 63c. and is meeting with a fair demand.

Oils are firmly held at previous prices. Cod is very scarce, there being practically a famine in the market. The Oil, Paint and Drug Reporter has the following on the situation:—

The position of the cod oil market, while dull in the extreme, is interesting from the fact that the dullness is caused by a very

small supply as regards the domestic product, and a range of prices which approximates the prices obtained in the early eighties, though not yet fully up to those figures. The business has not been so profitable to the fishermen during the last few years as it was some ten years ago, and the result has been the same interest has not been manifested. From a rough average of fifty cents per gallon the price has sagged year after year until an average of thirty cents per gallon was reached, and all through the year 1890 the highest price reached was thirty-five cents. During the last year it was proposed to fix a still lower price for the next season's supply. This was followed by a small production, and as there was very little new oil coming in, the product soon became comparatively exhausted, and those who now are fortunate enough to have supplies are releasing them very sparingly. The situation of Newfoundland oil is in about the same shape, and with the duty of eight cents a gallon upon it there is very little imported.

THE BRITISH LINSEED OIL MARKET.

(From Tulloch & Co.)

LONDON, March 19, 1891.—During the past week the market has remained steady, values having slightly advanced for early delivery. Export enquiries are brisker, with the exception of Canada, with which market there has been very little business effected during the last three weeks. The position of oil is somewhat peculiar, as, contrary to the general expectation that the heavy supplies of East Indian linseed coming forward would knock down prices of the latter and thus cheapen the cost of producing oil, the value of seed has been steadily advancing, prices now being fully 2s. per qr. above values six weeks ago.

That importers of seed are able to obtain advancing rates would tend to prove that stocks in hands of the trade are small, and in fact statistics show this to be the case, so much so, that we doubt whether supplies afloat and on spot, are really heavier than this time last year, when we were experiencing an advancing market for oil. Further, continental crushers, who have been accustomed to draw their supplies from Russian linseed, owing to shortage on latter are now compelled to import from Calcutta and Bombay. As the reports from India do not point to a continuance of present heavy supplies, we anticipate that the market will hold good. However, buyers of oil prefer to wait and see what effect heavy supplies of seed will produce, but if the market for oil does not decline within the next few weeks, it will



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

point to the general position being in a thoroughly sound condition, and would warrant immediate operations for future requirements.

The following are statistics of supplies afloat of linseed to United Kingdom and Continent: From Calcutta, 19th March, 1891, quarters, 151,207; 19th March, 1890, quarters, 13,747. From Bombay, 19th March, 1891, quarters, 23,398; 19th March, 1890, quarters, 15,344.

The total imports into London since 1st January last amount to 111,707 quarters, against 132,782 quarters same period last year. To-day's prices are as follows:—Per cwt. free on board export steamer London, March, 22s. 6d.; March and April, 23s.; April and May, 23s. 3d.; May and July, 23s. 4½d.

OLD MATERIAL.

Rather more stuff has been offered on spot and at outside points, but demand generally is quiet and prices unchanged. Dealers paying prices are follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 55 to 60 c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

The price of all grades of refined has been steady at last week's quotations, and business has been fairly good.

The Petrolia Advertiser says:—Crude oil is fast making its way towards \$1.50, which we predicted it would reach as soon as the country recovered its regular business basis. At above price, \$1.38, crude is firm, with few sales. Producers have not to hunt buyers for their commodity, but on the contrary, act very chary in accepting offers, particularly for either future sales or of any large amounts. Refined remains the same as last week, viz.: 12 cents f.o.b. 60 days or two per cent. off for cash.

HIDES, ETC.

HIDES—Are unchanged at 5 to 5½c for green.

SKINS—Are now at about their best. They bring \$1 to \$1.45 for good sheep.

TALLOW—Is steady at 2c. for rough and 5½ to 6c. for refined.

WOOL—Is still very quiet at 19½ to 20c.

RAW FURS.

Raw furs are quiet. They still quote as follows:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

SAPOLIO Is a solid handsome cake of SCOURING SOAP Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.

36 Front st., East, Toronto, Ont.
Dominion Agents.

AMERICAN MARKETS.

NEW YORK, April 2, 1891.

Consumers' purchases of pig iron have been of merely routine character the past few days, and the demand at present is without indication of greater urgency in consumers' wants or more inclination to anticipate future requirements. For that matter, consumers generally adhere to a cautious policy in view of the quiet condition of the market for nearly all manufactured goods, and the prospects for an increase rather than any further curtailment of production in the immediate future. High grade foundry pig iron is apparently in better position statistically than the inferior varieties, and therefore brings relatively higher prices. No. 1 "warrant" iron may be secured at prices equivalent to \$16.25 to \$17 laid down here, but reliable brands are seldom secured at less than \$17.50 to \$18. No. 2 is valued at \$15.50 to \$16.50, according to brand. No. 3, or gray forge, varies between \$14 to \$14.75.

The slowness of the market for finished steel keeps business quiet in steel-making crude materials and prices for the same, as not unusual on a dull market, are slightly irregular. Good Bessemer pig iron is secured at \$16 at furnace. Twenty per cent. spiegeleisen is quoted at \$28 to \$29, and \$62 to \$63 is considered full value for eighty per cent. ferro-manganese.

SCRAP IRON.

There is a slightly better demand for wrought scrap iron and a few lots involving about 200 ton lots all told have been sold at \$21.50 f. o. b. cars at Jersey City. Old iron rails find very limited sale, however, and will not bring more than \$22 to 22.50 f. o. b. cars.

STEEL RAILS.

The New York Central Railroad Company has placed an order for 13,000 tons of steel rails, paying \$30 f. o. b. at mill for regular make and \$32 for 90-lb section made under a special formula. Otherwise no important transactions come to notice and the general situation is without visible change. That is to say, the manufacturers stand out firmly for prices on the basis of \$30 at works, and the railroad companies seem to be very indifferent about placing orders. Business in other heavy forms of steel, such as billets, slabs, rods, etc., is of moderate volume and at slightly irregular prices.

COPPER.

Transactions in copper have been on a somewhat more liberal scale, and the market is represented as showing rather better tone. The improvement, however, is of a peculiar type and, apparently, more superficial than otherwise. Thus, while the officials of some of the mining companies claim to have booked fairly liberal orders for Lake Superior product at 14c. for future delivery, we hear of sales of several hundred thousand pounds in other quarters at ⅛ to ¼c. less, also of small outside lots offering at 13¾c. at the close. Arizona is still quoted at 12¾ to 13c., with fair sales. Good casting brands are firm at 11½c., but a shade less would be accepted for inferior varieties.

PIG TIN.

Pig tin speculation has been very quiet the past few days, owing doubtless to the suspension of business in London over the Easter holidays. Purchases for consumption and jobbing trade account have also been moderate. Despite these facts, however, and in the face of the advices of heavy shipments from the Straits last month, prices have held very firm. Net cash price for 10 ton lots was \$20.30. One sale of 10 tons

was made at that, and one of 10 tons April at 20¼c. Ordinary jobbing quantities were quoted at 20¾ to 20½c.

PIG LEAD.

A very fair business in pig lead has been effected. A few parcels were picked up at 4.32½c., but sales were chiefly at 4.35 to 4¾c., and up to 4.40c. was obtained for deliveries a little ahead. There is no visible change in the situation of the market. Consumers are buying cautiously, smelters offer with care and speculators manifest little interest.

SPELTER.

Spelter has undergone no change in price, and the market still presents a dull appearance, although the demand is represented as being slightly better in some quarters. Prime Western in carload lots is still quoted at 5.10 to 5.15c. for future shipment.

TIN PLATES.

The market for tin plate has remained positively dull, and prices are still somewhat unsettled, but without change. We quote as follows: Charcoal, ½ cross assortment, Melyn grade, \$6.35 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.90 to \$6.00; for each additional X add \$1. Charcoalterne—M. F., 14x20, \$7.50 to ..; M. F., 20x28, \$15.00; Worcester, 14x20, \$5.62½ to Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.15 to; Dean grade, 20x28, \$10.30 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$9.90 to; I. C. Coke—Penlan grade (iron), \$5.30 to; J. B. grade, 14x20, \$5.37½ to; I. C. Bessemer steel, 14x20, coke finish, \$5.35 to; I. C. Siemen's steel, coke finish, \$5.55; I. C. Bessemer steel, squares, \$5.75 to basis; I. C. Siemens steel, squares, \$5.85 to \$6.00 basis.

In connection with the equipment, for fire protection, of wood-working establishments, it is recommended that a gallon pail, filled with fine sand, be always placed within convenient reach of each workman employed where oiling and finishing is being done. This practice might well be followed wherever there is a possibility of fire starting in oils or oil soaked materials. There is nothing which will squelch an oil-fed fire in its incipency more quickly and effectually than sand—and there are no afterclaps in the way of water damage, either.—Fire and Water.

Cotton ropes are much used in foreign countries for driving purposes, and when treated weekly with a compound of pitch, wax and lampblack work very successfully. Probably the most satisfactory rope for driving purposes is composed of manila whose fibres have been treated with an emulsion in the process of manufacture, which effectually prevents the internal wear and lessens the friction of the fibers upon themselves when passing around a sheave. The emulsion also acts as a lubricant between the rope and the groove in which it runs. Such a rope needs no after application to make it pliable, and after a few months' usage becomes glazed on its bearing surface, when all external wear apparently ceases.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings. All sizes of Body Stock for Cans. Our New Creamer Gauge, and Corrugated bottoms are the latest pattern. Sample order solicited.



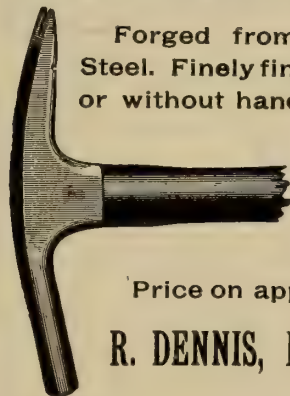
Milk, Creamery and Delivery Cans made up. Refrigerators, Oil Stoves, Brass Bird Cages.

We make and supply everything used by the Stove and Tin-ware Trade.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

UPHOLSTERERS HAMMERS

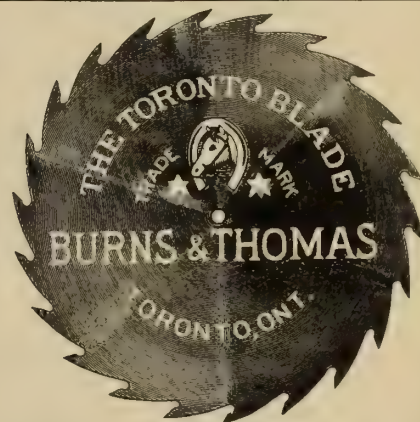


Forged from best Cast Steel. Finely finished. With or without handle.

The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.



SAWS CIRCULAR, Shingle, Re sawing, Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

Toronto File Co.'s Works,

99 NIAGARA ST.

BERTRAM & Co., - Proprietors.



MANUFACTURERS OF

HIGH CLASS FILES AND RASPS,

Guaranteed equal, if not superior, to those imported from England and the United States. Using only special steel, all files stamped Toronto File Co. are warranted to give satisfaction.

PROMPT ATTENTION will be given to letter orders, and SPECIAL DISCOUNT from list price on application.

ADDRESS,

BERTRAM & CO.,

76 Wellington St. W.,

TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers of the

**Forsyth (Boston Belting Co'y)
Patent Seamless Rubber Belting**

For the Dominion of Canada

-: Superior Quality Rubber Goods. -:

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.



JOTTINGS OF A RETAIL DEALER.

Every hardware manufacturer who succeeds in producing goods in a neater or more convenient form than heretofore is a benefactor of the trade. There is now no lack of artistic and attractive hardware, but for the greater part it is costly and benefits only rich consumers or that class of retailers whose trade is so extensive that they may almost be termed wholesalers. The introduction of a line of builders' hardware at once artistic in form and cheap in price, so as to be within the reach of small retailers and the "middle class" of buyers, is just being accomplished by a leading firm of manufacturers, whose goods in more expensive lines are already well known to the trade. They are producing, for instance, in stamped brass, many articles made heretofore only in cast brass or bronze. The utilizing of the stamping process enables the manufacturers to offer these articles at a great deal lower than they could be made in any other way.

If you can sell a neat drawer-pull in good substantial wrought brass at the cost of a well-made iron one, you will have a chance to introduce it to people of moderate means, who would not have thought of using brass at all at the high price of the cast metal goods. The manufacturers I have in mind use, for instance, a stamped wrought brass front on mortise locks, which of course makes them saleable at a lower figure and enhances their durability.

There is now in the market a very handy potato peeler, fish scraper, nutmeg grater, apple corer and slicer and slaw cutter, all in one piece, made of heavy tin-coated sheet steel. The manufacturers call it the "Saratoga Chipper." It is a good article for the ten-cent counter. When it is considered that we have to charge that price for one of the old-fashioned apple corers, of light tin, it is easy to predict large sales for this convenient household utensil.

The manufacturers of Strap and T Hinges could not resist the noble impulse of their generous minds and have given to the trade a revised price list. We hope that some of the other branches of the iron industry will follow suit and revise their prices and give us new lists. The present screw lists, for instance, is now over two months in existence and might well be revised and changed, as there is real danger of the hardwaremen getting familiar with it.

If you keep a stock of wrapping paper, store it in such a place as to guard it from draughts or your paper will become brittle and not give you a satisfactory service.

Bronze plated iron butts are very handsome and are good sellers.

Bohannon has a new and improved rim night latch on the market which cannot be opened by a burglar from the outside by means of pressing back the latch bolt with a "jimmy." The bolt is protected by a nose-

like extension of the lock box, and the slipping under its cover, into a peculiarly devised striking plate, which has to be attached sideways, like a mortise lock striker, between the door and the casing, prevents the forcible opening of the door by ordinary means and makes this night latch about as safe from being forced open as any lock can be. It has decidedly an improvement on the plain iron nosings or box staples, as some makers call them, and deserves the attention it receives from the trade.

When there are such dull times for business as most retailers in this city had to endure during the last month, there is a good deal of scheming and speculating how to improve the state of trade. But whatever one may do, there is no sure remedy against dull times. You try, for instance, to sell cheaply, but your rivals do the same. Whatever else you do, there are others in plenty to do the same, but even the duller times must pass and there is no such a thing as a standstill. Since the wheels of business must roll on, try to be one of the driving powers, if you can; if not hang on as well as you can. Luck favors the bold, energetic man. Fortuna, with true feminine nature, likes therefore the bold, the powerful, the courageous man. So far in the season we had only either rainy days or snowy days, which of course accounts for a great deal of the dullness of trade.

A mistake of the printers made my remarks about oil stoves, printed in my "Jottings" on March 10, apply to "oil stones" instead. Of course this cannot now be helped. It seems, however, from the reception which the remarks met in certain quarters, that they fit just as well the condition of the oil-stone trade as the oil stoves, for which they are intended—G. B. K., in N. Y. Hardware.

IS THERE AN ALUMINUM CRAZE?

An indifferent observer might be led to think that such is the case. Many people have apparently persuaded themselves that the man of the twentieth century will not only discard every other motive power but that of electricity, for all the purposes of life, but that one material, likewise, will serve him for every use; that his buildings, engines, ships, vehicles, and utensils, if not his clothing, will all be of aluminum. But it will be found, as in many similar cases, that the popular estimate of the capabilities of the metal is formed without strict inquiry as to its limitations. That it has great utility is not to be disputed; but thus far aluminum bronze, consisting of ninety parts copper and ten parts aluminum, has been found of more practical value relatively to its cost; and it has been further ascertained that a very slight addition of copper greatly increases the tensile strength of the alloy, with but trifling increase in weight. Meanwhile, we are almost daily informed of new

methods of extracting aluminium from clay, at such reduced expense that if the calculations of the inventors are realized, it ought speedily to become a cheap and common instead of a rare and costly metal. It is still quoted at about \$1.50 per pound; but a leading producer of aluminum recently made public a very close and detailed estimate, showing that even in the present state of the art, the actual first cost of the metal, if the business were conducted on a sufficiently large scale, might be brought as low as 20 cents per pound.—The Mechanical News.

"KNOWLEDGE IS POWER."

This saying is somewhat ancient but it is a truism that will bear repetition. A knowledge of the hardware business—or any other business, for that matter—that is thorough and practical, gives the dealer power not possessed by a competitor who has been endowed with more money to invest in business, but who lacks that which the successful dealer must have—knowledge of the business in which he is engaged. There is a mistaken idea that an apprentice should only be instructed by the mechanic or artizan. The boy who has grown up behind the counter of a store—if he has the right sort of stuff in him—ought to be far more valuable to his employer than any salesman he might employ, taking him out of a line entirely foreign to the one in which he is expected to quickly become a brilliant success.

The dealer who can take a bright lad and give him a few years' training in the store, keeping a watchful eye upon his progress and inspiring him to do still better by encouraging words or even more substantial expressions of appreciation, pointing out the mistakes made in a kindly way, and impressing upon the apprentice—for as such he should be regarded—the fact that efficiency meant better pay and more exalted duties, would in the majority of cases find in a comparatively brief period of time that his efforts were being rewarded, and when the lad finally developed into manhood he would be far more valuable than he could possibly be under the ordinary rule of governing such an employee. The young man who has grown up in any business knows just what the public want in the particular line in which he has had experience; he knows what is on the shelves and what is needed there, frequently becomes as enthusiastic in watching for the new articles that are constantly being placed upon the market as the naturalist seeking for a new species of the animal kingdom, and becomes so proficient and so valuable that the dealer can well afford to recompense him sufficiently to retain his services or give him an interest in the business. The men who are made junior partners, with a nominal interest and good salary, are those who have been fortunate enough to find an employer who believed that the salesman should serve an apprenticeship as well as the mechanic.—Stoves and Hardware Reporter.

**GREEN SEAL BRAND
PURE WHITE LEAD.**

We are just in receipt of the following unsolicited testimonial:

"Your Green Seal White Lead is in every way found to be as good as quoted 'Pure' and we find it to work well and cover a large surface. It is the cheapest lead for us to use on this account. Yours truly,

FOSTER BROS., Painters,
Nanaimo, B.C.

WALTER H COTTINGHAM & CO.,
56 St. Peter St. MONTREAL,
Sole Proprietors Green Seal White Lead.

HARDWARE
—AND—
Paint and Oil Trade
SPRING SEASON 1891.

Our travellers are now on the road with complete line of samples of

BOECKH'S STANDARD BRUSHES

**For Painters, Varnishers, Artists'
Household Toilet and Stable Use.**

Please reserve your orders until you see our new lines for 1891.

CHAS. BOECKH & SONS,
Manufacturers, - - TORONTO.

ASK FOR and see that you get
"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

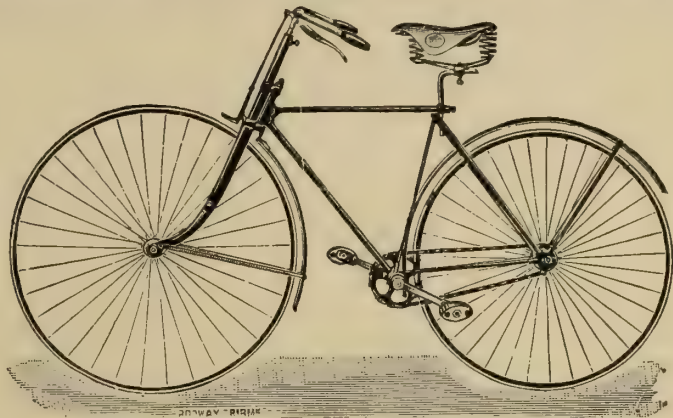
Members of the White Lead Association of Canada.

THE CHAS. STARK CO., LTD.,

52, 58, and 60 Church St., Toronto, Ont.

"EVERYTHING ON WHEELS."

Season 1891



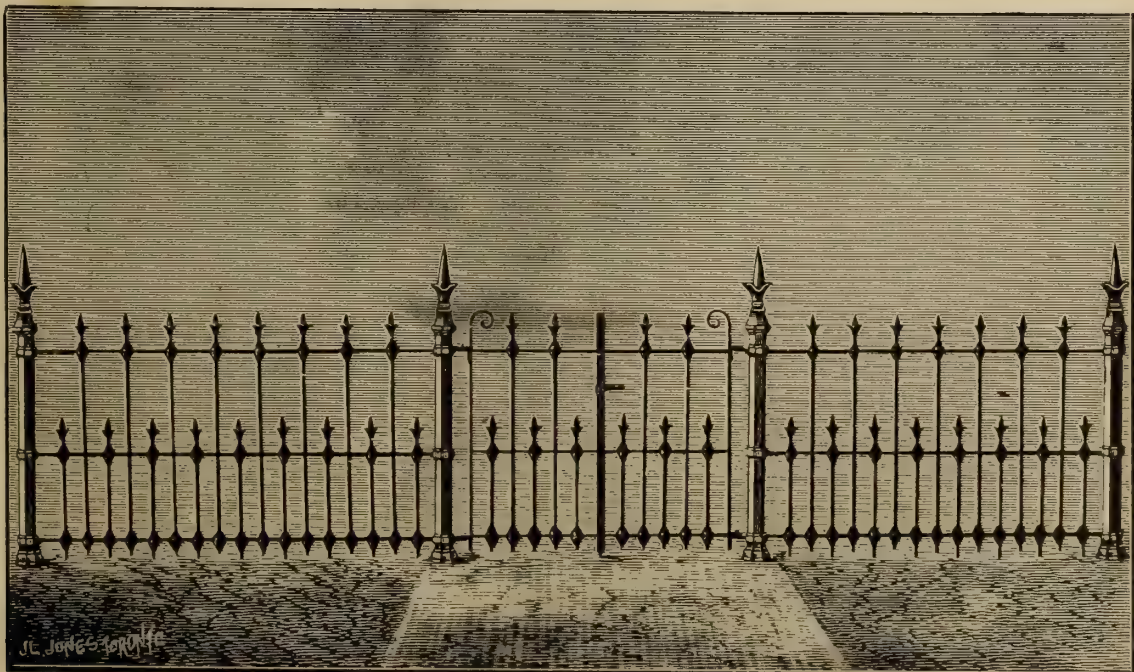
Season 1891

"The Universal Diamond Rover," Price, \$95-00. This Bicycle, although listed at a very low figure, is a first-class wheel in every respect. We can well recommend it to riders requiring serviceable mount at a moderate figure, and guarantee all the parts used in its construction to be of the finest quality. Send for Special Bicycle Catalogue, the largest in America—FREE.

Canadian Agents for the finest English makes, viz.:—Starley Bros., Coventry, "The Psycho," Humber & Co., Beeton, "The Humber," J. K. Starley & Co., Coventry, "The Rover." Manufacturers of "The Dominion." SPORTING AND ATHLETIC GOODS of every description for sale at the right prices.

THE CHAS. STARK CO., LTD., Largest Sporting Goods Jobbers in Canada.

OFFICE AND WAREHOUSE—56, 58 and 60 Church St., Toronto, Canada.



Send for Catalogue.

SHIPWAY MFG CO.,

70-76 Victoria St.,
Toronto.

ANCIENT CARPENTERS' TOOLS.

A very interesting discovery is reported at the Roman city of Silchester, England. The excavators came across a dry well, which on being explored proved quite a little museum of antiquities. Some 15 feet down, a Times correspondent says, the diggers found an urn-shaped pottery vase, about one foot in length, quite intact, and curiously enough, protected by lumps of chalk built around it. The vase, which probably originally contained some precious substance, was, however, quite empty. Above it were deposited a great number of iron implements, most of which were in a wonderful state of preservation. They seem to have been the tools of a carpenter and a copper-smith or silversmith, with some miscellaneous objects of blacksmith's work thrown in. The principal specimen is a carpenter's plane of quite modern type, although unquestionably more than 1,500 years old, three or four axes retaining their fine cutting edges and quite serviceable, a number of chisels and gouges of all shapes and sizes, hammers, adzes, saws, files, etc. In the smith's department may be specified a brazier for burning charcoal, quite complete; two or three anvils of different sizes and shapes, a fine pair of tongs adapted for lifting crucibles, a curious tripod candelabrum lamp or candlestick, and several other curious objects, the precise uses of which have not yet been determined. In addition there are several large bars of iron, a couple of plow shares and a broken sword. It is thought probable that more will be found deeper down in the well.

CANADIAN RAILROAD COMPETITION.

The counsel for the Vanderbilt roads on the Canadian transportation question made an elaborate argument before the Interstate Commerce Committee of the Senate in favor of modifying the long and short haul clause in certain cases, to enable American roads to compete on an equality with their Canadian rivals, who suffer no such restriction. He endeavored to show that Canadians now have a controlling advantage, enabling them to take an undue proportion of the traffic, and that to equalize the competition Congress should put purely American traffic on the same basis as our coastwise traffic, foreign ships and foreign roads being alike prohibited from entering into it. Surmising that public sentiment will not yet approve such a resort, on account of the difficulty of comprehending the peculiar situation, it is suggested that to obtain immediate relief only two methods are possible—one, the ignoble method of paying a lump sum to the Canadian roads as a sort of peace offering, as practiced by the transcontinental lines to California; or, secondly, "have all the competing American roads that are not controlled by the Canadian roads abandon fur-

ther efforts to equalize the competition, withdrawing from all agreements with the Canadian roads in relation to traffic or rates, and then putting in dual tariffs, each set absolutely independent of the other," a form of discrimination which the railroad advisers believe to be valid. If it should then appear that American products are at a disadvantage, the Interstate Commerce Commission are to be asked to suspend the long and short haul clause. By the method proposed American and Canadian roads, we are told, can compete for traffic on equal terms, and it is affirmed that the equalization of rates of freight can be arranged in no other way. It is represented that with the cost of maintaining rates against Canadian competition eliminated, "a reasonable rate would be the present rate after deducting that cost from it." But people, in the Eastern States particularly, will not be likely to see the force of this logic so long as Canadians transport freight for less money.—Iron Age.

TRAINED MEN ALWAYS IN DEMAND

The young men who claim that it is difficult to secure a situation, be they ever so willing to work, are simply mistaken or they have been sadly neglected in youth. There is always a demand for young men in the retail store, in the jobbing house, the factory—in fact in all active pursuits, but while many are called and chosen, few are retained, because they are incompetent or unwilling to comply with the exactions of the business or trade in which they engage. It is the young man who determines to succeed at all hazards who not only retains his position, but advances rapidly, and with the experience gained he can command a salary commensurate with his worth, whereas when he embarks in any pursuit he cannot expect to name the figure at which his remuneration is to be fixed. The moment he attempts to do anything of that kind he is coldly treated by the very man who would otherwise have given him employment, and the response to his inquiry for a position is that only "experienced" men are wanted. The clerk who expects to stand behind the counter and sell hardware, for instance, from the outset, will not succeed. It is the young man who is willing to take down the shutters in the morning and put them up at night, build the fires, sweep out and spend his spare time in studying the stock, who is wanted. He will get behind the counter and sell goods in due time, and will be well paid for it when he does, though he may start in at a very meager salary. In the trades it is the same. The boy who faithfully serves as an apprentice will always outstrip the one who gets a few ideas and goes to a new town where he palms himself off as a "jour." The mechanical trade schools accomplish wonders in certain lines, but the man who began in the little country town and worked his way up by degrees is always in demand. Clerks who

have served an apprenticeship in the village retail store and served it faithfully are always in demand both in city and country—in retail and jobbing houses—and so it is with mechanics as well. It is grit and a determination to succeed that wins.—Stoves and Hardware Reporter.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE A. G. PEUCHEN CO.,

ARE NOW MAKING

100 TONS

OF

Pure Paris Green

ALSO MAKING

300 bbls. of PAINT OIL.

See our New Catalogue containing 32 pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

THE A. G. PEUCHEN CO., Ltd.,
Manufacturers Paints and Varnishes,
TORONTO.

P. DOTY & SON,



Successors to
W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

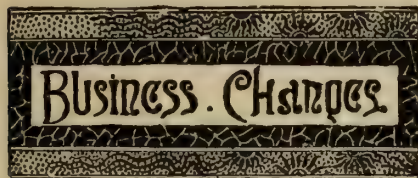
Root

BASKETS

P. DOTY & SON

Oakville, Ontario.





SALES MADE OR PENDING.

The stock of P. Lariviere, general merchant, St. Brigide, Que., is sold.

P. Ferguson & Co., general merchants, Minden, Ont., have sold out to Scott & Co.

R. Lavoie & Co., hardware dealers, Quebec, advertise their stock for sale by tender.

F. Stafford & Bros., general merchants, Portland, Ont., have sold out to F. S. Harrison.

M. H. Leiningden, general merchant, Hopetown, Ont., has sold out to Geo. Stewart.

The stock of G. W. Walker, general merchant, Milford, N. S., is advertised for sale by tender.

I. G. Baker & Co., general merchants, at Calgary, Fort McLeod, and Lethbridge, N. W. T., have sold out to the Hudson's Bay Co.

PARTNERSHIPS FORMED AND DISSOLVED.

Dufort & Rousseau, dealers in tins, etc., Montreal, have dissolved.

A. Thorien has retired from the firm of Drapeau, Savignac & Co., plumbers, Montreal.

E. Dunsmore & Son, dealers in stoves and tinware, Stratford, Ont., have retired and been succeeded by Dunsmore Bros.

FIRES.

E. A. Blakeney, general merchant, Elgin, N.B., is burnt out. Insured.

Thos. Brown, general merchant, Durham, Ont., is burnt out. Partially insured.

The stock of Depencier Bros., general merchants, Merrickville, Ont., was partially damaged by fire and water. Insured.

REMOVALS AND DEATHS.

John Davis, of John Davis & Son, potters, North Toronto, Ont., is dead.

D. Nicholson, of the firm D. Nicholson & Co., roofers, Montreal, is dead.

Robt. Morrison, general merchant, Hensall, Ont., is leaving there and going to Sheddan.

Edward Morgan, general merchant and lumber dealer, New Germany, N. S., is dead.

D. W. Hopper, general merchant, Ellengowan, Ont., is closing up and preparing to leave.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. Fisher, plumber, Montreal, has compromised.

A. McBean, general merchant, Clearwater, Man., has assigned.

A. D. Campbell, general merchant, Scottsville, N.S., has assigned.

F. Marleau, general merchant, St. Telephare, Que., has assigned.

L. Moquin, general merchant, Lake Megantic, Que., has assigned.

Stephen M. Dunn, general merchant, Weldford, N.B., has assigned.

Achille Caron, general merchant, Broughton Station, Que., has assigned.

Reuben Smith, general merchant, Cape Sable Island, N.S., has assigned.

John B. Morris, general merchant, Bridge-water, N.S., is offering to compromise.

Becker Bros., general merchants, Bismark, Ont., have assigned to C. S. Scott, Hamilton.

J. W. Richardson, dealer in hardware and tinware, North Bay, Ont., has assigned to Henry Barber & Co., Toronto

Richard Howse, dealer in stoves and tinware, St. Catharines, Ont., has assigned to Daniel O'Connell.

STRAY SHOTS.

"I have no competitors; why should I advertise?" said a man who had established a new line of manufacture amply protected by patent. To his mind the case seemed clear that it would be a waste of money. He seemed to enjoy an absolute monopoly, and made money quite rapidly at the start; but his neighbors, jealous of his success, began to experiment, and soon half a dozen of them were in the market with articles closely similar to his own, some of them possessing enough daring to imitate the very name of his article. Competition resulted and caused a difference to his profits which would have paid for very extraordinary advertising. Law-suits followed, which took more time and thought from legitimate attention to his business than the actual money which they cost. If this manufacturer had advertised boldly at the outset, even though it seemed unnecessary, he would have occupied the entire field, instead of leaving three-quarters of it to be competed for, and he would not have felt so much the loss of time and attention requisite to defend his position at law.

* * * * *

"I am at the head of the trade; why should I advertise?" said a prominent manufacturer of cocoa. He was sure that he was right. The majority of his business friends agree with him. He might as well have said, "I am in good health; why should I insure my life?" But none of them looked at it in that way. Asleep in his feeling of security, he did not realise the necessity of erecting a fortification of advertising around his business, and although he had a grand start of all his competitors, younger houses grew more active as he grew older, foreign competition

came in despite the tariff, and his declining years were mortified by his taking second place; next, third place; finally, fourth, fifth and sixth place in mercantile rank.

* * * * *

"Why should we advertise, since competition is now ended?" said the Trust, which had just perfected an arrangement by which all the manufacturing interests of its class were consolidated. The Sugar Trust needs no advertising. The Starch Trust has dispensed with it. The argument and precedents seemed unquestioned. Unfortunately for the comparison, however, no substitute for sugar or starch has as yet been discovered, and their article was one which meets with natural competition at almost every hand. Nor had they calculated on foreign competition, any more than the cocoa manufacturer had. Changes of politics brought about reductions in tariffs. Into a market which they had as yet but half occupied foreigners poured, and soon secured a foothold which would have been doubly difficult, or perhaps impossible, if by energetic advertising at the outset the Trust had secured a universal sale.

Dig for the bottom facts in your business; hunt out every market which your goods can avail of; interest in your behalf every member of the community. A prompt start and a quick pace at the outset will carry your chariot of success far beyond the crowd of competitors, which clatter at the heels of almost every conservative old fogey. Entrench yourselves firmly in the attention of the public, for by being first in peace you may also be first when the time of war arrives. If you are satisfied—if you feel that active advertising cannot extend your business further than its present limits—if you think the outlay would be an unprofitable expense, there must be something wrong. Ten to one you have not considered the full, grand scope of possibility which lies in your business, or, with the energy of the Philadelphia soap-maker, put your goods actively before the attention of the public, not only in the ordinary way, but "for many uses, for quaint uses, for all uses.—Artemus Ward in Printers' Ink.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,
TORONTO.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere.

R. CARRIE,
27 Front St. E. Toronto.
ROW

STORAGE

ICE CREAM FREEZERS.

IF YOU WANT TO SATISFY YOUR CUSTOMERS--SELL THEM
THE BEST, THE MOST CONVENIENT AND
ECONOMICAL

The Gem Freezer
The Best in the World.

DO NOT ALLOW YOURSELF TO BE IMPOSED UPON BY THOSE
WHO MAY TRY TO SELL YOU OTHER FREEZERS BY
TELLING YOU THEY ARE "JUST AS GOOD" OR
"JUST THE SAME AS THE GEM."

IF YOU CAN'T GET THE GEM FROM YOUR REGULAR JOBBER,
WRITE TO US AND WE'LL TELL YOU WHERE YOU CAN GET THEM
OR GIVE YOU PRICES AND DISCOUNTS.

DOUBLE ACTION. WHITE CEDAR PAIL.
GEARING COMPLETELY COVERED. SELF-ADJUSTING SCRAPER.
CANS FULL SIZE. USES LEAST ICE.



MANUFACTURED BY
**AMERICAN
MACHINE CO.**
LEHIGH AVENUE AND
AMERICAN ST.,
PHILADELPHIA.

JOHN H. GRAHAM
& CO.,
MANUFACTURERS,
113 CHAMBERS ST.,
NEW YORK.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.

None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.

Portland Cements,

Fire Clay Goods,
Best Foreign Brands.

McRAE & Co.,

98 ESPLANADE ST. EAST. TORONTO

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.



READY FOR THE SUMMER

Shepard Hardware Co.
BUFFALO N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	23	24
Straits 100 lb ingots	23	24
Strip	26	28
Tin Plates—Charcoal Plates, Bright.		
Bradley M.L.S.	Per box	
I.C., usual sizes	36 50	36 75
I.X., "	7 75	8 00
I.X.X., "	9 00	9 25
Raven & P.D. Grades—		
I.C., usual sizes	5 50	5 75
I.X., "	6 50	6 75
I.X.X., "	7 50	7 75
I.X.X.X., "	8 50	8 75
D.C., 12 1/2 x 17	5 00	
D.X., usual sizes	6 00	
D.X.X., "	6 35	6 80

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 75	5 00
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 75	9 00
I.X. Terne Tin	10 75	11 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
I.X.X., 14x56, 50 sheet bxs	6 1/2c.	7c
" 14x60, "		
" 14x65, "		

Iron and Steel.

Base Price.		
Common Iron, per 100 lb	\$2 30	2 40
Refined "	2 55	2 65
Horse Shoe "	2 60	2 65
Band "	2 75	3 00
Hoop "	2 75	3 00
Swedish "	4 00	4 25
Nova Scotia Bar iron	2 25	
Domestic Bar	2 20	2 25
Sleigh Shoe Steel	2 50	2 75
Tire Steel	3 00	3 25
Machinery	3 25	3 40
Best Cast Steel, per lb.	0 13 1/2	0 14
Russian Sheet	0 10 1/2	0 12
Tank Plates	2 25	2 50
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	12c
2-inch	17

Boiler Plate.

1/4 inch	\$2 75
5/16 "	2 60
3/8 " and thicker	2 50

Sheet Iron.

1 to 20 gauge	3 3/4
22 to 24 "	2 1/2
26 "	3 3/4
28 "	3 1/2

Canada Plates.

Blaina	1/2 bright	3 20	3 25
Boars Head	"	None	
Maple Leaf	"	None	
All Bright	"	None	

Iron Pipe.

Wrought 5 1/2 to 60 p.c. dis.	
Galvanized, 2 1/2 to 30 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	5 1/2	5 1/2
26 gauge, "	5 1/2	6
28 "	5 1/2	6 1/2

Gordon Crown—		
16 to 24 gauge, per lb	5 1/2	6
26 gauge, "	5 1/2	6 1/2
28 "	5 1/2	6 1/2

Note.—Cheaper grades about 1/2 cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	7 1/2	7 1/2
" 1/2 "	6	6 1/2
" 5-16 "	5 1/2	6
" 3/8 "	5 1/2	6 1/2
" 7-16 "	5	5 1/2
" 1/2 "	4 1/2	4 3/4
" 3/4 & 1 inch "	3 1/2	3 3/4

Trace, per doz. pairs	\$3 60	5 90
German coil, per 100 ft	1 65	2 70
Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—Ingot.

Lake Superior, per lb	0 00	0 00
Baltimore	3 25	3 40
English B.S.	0 14 1/2	0 15 1/2

Bolt or Bar.

Cut lengths, round, 1/4 to 1/2 in.	\$0 25	\$0 28
round & square		
1 to 2 in	0 23	0 26

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,		
16 oz, 14x48 and 14x60	\$0 1	0 19
Untinned, 14 oz, and light,		
16 oz, irregular sizes	0 19	0 20

Note.—Extra for tinning, 2 cents per
pound, and tinning and half planishing

5 cents per pound.		
Planished and tinned, 14x		
48 and 14x60	0 29	0 30

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.	0 22	0 26
" 35 to 45 "	0 21	0 22
" 50 lb and above per lb	0 20	0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb.	0 25	
Spun	0 29	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21	0 25
" 27 to 30 "	0 23	0 29
" 30 and up	0 26	0 29

Zinc Spelter.

Foreign, per lb.	0 05 1/2	0 06
Domestic	0 05 1/2	0 05 1/2

Zinc Sheet.

5 cwt casks	0 06 1/2	0 07
Part casks	0 07	0 07 1/2

Lead.

Imported Pig, per lb.	0 03 1/2	0 04
Domestic	0 03 1/2	0 04
Bar, 1 pound	0 04 1/2	0 05

Sheets, 2 1/2 lbs, per square ft,
by roll 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft,
by roll 4 75 5 00

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb 0 18 0 20
Note.—Prices of this graded according to
quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb.	\$0 18 1/2	0 19 1/2
Other makes	0 17 1/2	0 18 1/2

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb.	5 1/2	
No. 1 Do.	0 5 1/2	
No. 2 Do.	0 4 1/2	
No. 3 Do.	0 4 1/2	

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)		
Pure, per gallon	\$1 05	\$1 10
2nd qualities	0 85	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chrome Yellow	0 09	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome	0 08	
French Imperial Green	0 14	

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1 40	
(J.F.L.S.)	1 75	
Venetian Red (R.C.2)	1 50	
Ven. Red, Cookson's	2 00	
English Oxides	3 25	
American	2 25	
Paris Green, per lb	0 16	0 17
Burnt Sienna	0 08 1/2	0 09
Burnt Umber	0 05	
do pure	0 07	
Drop Black	0 09	
Chrome Yellows	0 12	
" Greens	0 12	
Golden Ochre	0 03 1/2	

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70	
Extra	1 00	
Brown Japan	0 70	
No. 1 Carriage	1 50	
Gold Size Japan	1 40	
Pure Orange Shellac	2 20	
Hard Oil Finish	1 50	

Linseed Oil (in bbls).

Raw, per gal	0 65	
Boiled	0 68	

Turpentine (in bbls)
Selected Packages, per gal... 0 62 0 63

Castor Oil.

Best, per lb.	0 10 1/2	0 12
---------------	----------	------

Glue (in bbls)

Common, broken	0 10	0 11
French medal	0 12	0 15
Cabinet makers	0 17	0 18
White	0 16	0 17

HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list, Amer.
 Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting,
 Amer. net list. B.B. Caps, discount
 45 p.c. Amer.

Wads.
 Eley's, per 1,000. \$0 25 \$1 60

Anvils.
 Per lb. 0 10 0 12½
 Anvil and Vice combined
 each. 4 50

Augers.
 Gilmour's, discount 50, 50 and 10
 Hollow Starn's per doz. 13 00 20 00
 Adjustable " each 5 50 6 50
 Post Hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.
 Sewing, per gross. 0 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled 3 60 7 30
 Saddlers', " 0 45 1 60

Awl Hafts.
 Patent Peg, per gross. 7 50 9 00
 " Sewing, " 7 50 9 00

Awl and Tool Sets.
 Millar's Falls, per doz. 2 80 8 30

Axes.
 Per box. 6 00 12 00

Axle Grease.
 Per gross. 8 00 15 00

Bath Tubs.
 Zinc discount 25 per cent.
 Copper, discount, 30 p.c. dis. off Re-
 vised list.

Bells—Hand.
 Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.
 Gongs, Sargent's. 5 50 8 00
 " Peterboro, dis. 50 per cent.

Cow.
 American make, discount 60, 60 and
 10 per cent.
 Canadian, dis 45 and 50 p.c.

Farm.
 American, each. 2 00 5 00

House.
 American, per lb. 0 35 0 40

Bellows.
 Hand, per doz. 3 35 4 75
 Moulders' 7 50 10 00
 Blacksmiths' discount 35, 40 per cent.

Belting.
 No. 1, leather, discount 40 to 40 and 5
 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.
 Per doz. 5 00 6 00

Bits—Auger.
 Gilmour's dis 55 to 60 per cent.
 Excelsior—Jennings, discount 60 per
 cent.
 Jennings' Imitation, list 45, 47½ per
 cent.
 Jennings' Gen, net list to 5 p. cent dis.

Car.
 Gilmour's, 47½ to 50 per cent.

Expansive.
 Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
 Diamond, Shell " 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex. 1 25 1 75
 Mascot. 1 35 1 85

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per
 cent. dis.
 Tire, dis. 50 and 10 per cent to 60 p.c.
 Stove, dis. 45 to 50 p.c.
 Elevator, dis. 35 to 40 p.c.
 Machine, dis. 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 5 25 7 00

Braces.

Barber's. 6 00 7 75
 Barber's Ratchet. 10 00 11 00
 Farmers' 2 00 2 75
 Millar's Falls. 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
 doz. pairs. 0 50 3 40
 Berlin Bronze Cana'n. 0 85 3 20

Broilers.

Light, dis. 65 to 70 per cent.
 Reversible, dis. 65 to 70 per cent.
 Vegetable, per doz. 1 12 2 35
 Henis, No. 8. 6 00
 " No. 9. 7 00
 Queen City. 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 to 70 per
 cent.

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.
 Wrought Steel.
 Fast Joint, dis. 60 & 5 to 65 p.c., dis.
 Loose Pins, " 60 & 5 to 65 p.c., dis.
 Berlin Bronzed, dis. 70, 70 and 5 per
 cent.
 Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross. 9 00 10 00
 Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 70 0 95

Carpet Stretchers.

American, per doz. 1 00 1 50
 Bullards. 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
 World. 21 75
 Daisy, " 24 00
 Star, " 18 00
 Crown Jewel, per doz. 29 00
 Grand Rapids, " 32 40

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50p.c. } to 50 and 5
 Plate " dis. 50p.c. } per cent.

Cattle Leaders.

No 31 and 32, per gross. 8 50 11 25

Cement.

Portland, car load lots. 2 70
 Thorold. 1 10
 Queenston. 1 10
 Napanee. 1 10

Chalk.

Carpenters' Colored, per
 gross. 0 90 1 10
 White, lump, per lb. 0 01½ 0 01½
 Red. 0 05 0 06
 Crayon, per gross. 0 14 0 18

Chisels—Socket, Framing and Firmer.
 American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p.c
 from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c.
 Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box. 3 60 13 00
 Side. 3 60 4 00
 Enterprise, No. 0. 1 35
 " No. 2. 2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 3 00
 Coil, per doz. 0 88 1 60
 English, " 2 00 4 00

Draw Knives.

American, dis. 70.
 Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Breast.
 Millar Falls, per doz. 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis 20 to 33½ p.c.

Fawcets.

Cork Lined, per doz. 0 30 0 60
 Wine, per doz. 1 30 2 25
 Star, " 2 80 3 90
 Fenns Corkstops, No 2 p. doz. 1 70
 Petroleum, per doz. 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
 50 & 5 to 50 & 10
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5
 per cent.
 Canadian, dis., Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25p.c.
 Horse Rasps, Kearney & Foote's dis
 Am list, 50 p.c. 50 p.c. to 50 and 5 p.c.
 Horse Rasps, dis. 45 p.c. Amer. }
 50 p.c. Can. } Hellers
 Horse Rasps, Spencer's, dis. Can. list,
 33½ p.c.

Fluting Machines.

Each. 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
 Shepard's Lightning, dis., 50 to 50
 and 10 p.c.

Fruit Presses.

Henis' per doz. 4 00—
 Enterprise, discount 10p.c.
 Shepare's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
 Stanley's, dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

United Inches—Box Price.

Size	Star.		Diamond	
	Per	Per	Per	Per
up to 26	50 ft.	100 ft.	50 ft.	100 ft.
inches	1.45-1.50	2.15		
26 to 40 in	1.55-1.60	2.35		
41 to 50		3.50-3.60	5.45	
51 to 60		3.80-3.90	6.25	
61 to 70		4.10-4.20	7.20	
71 to 80			7.80	
81 to 85			8.75	
86 to 90			10.95	
91 to 95			13.75	
96 to 100			16.25	
101 to 105			22.00	

Pilkington.

Ordinary
 1st break. \$3 65
 2nd " 3 90
 3rd " 4 60
 4th " 4 95
 5th " 5 40
 6th " 5 90
 7th " 6 50

Picture Glass.

Pilkington's ordinary.
 1st break. 4 30
 2nd " 4 70
 3rd " 5 40
 4th " 5 90
 5th " 6 50
 6th " 6 90
 7th " 7 75

Glue Pots.

Tinned, each. 0 30 0 90
 Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
 Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 1 00 3 50
 Store door " 1 00 1 80
 Chest, per doz pairs. 0 40 2 50

Chisel.

Firmer per gross. 3 00 4 50
 Socket Firmer " 3 25 8 00
 Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent.

Hoe.

C. & B., discount 30 per cent.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
 " Shepard's Noiseless, dis. 60 p.c.
 " Buffalo, dis 60 to 70 p.c.
 Light T and strap, dis 62½ to 65 per
 Heavy, per lb. 0 42 0 05
 Screw and Strap, per lb. 0 03½ 0 04½
 Per doz. sets
 Screw, Eureka. 1 13 1 80
 Gate, Clark's. 1 50 2 20
 " Shepard's, dis 50 to 60 p.c.
 Per doz. pairs
 Spring. 1 50 3 50
 " Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 per
 cent.
 Planter's per doz. 4 00 5 00

Hooks—Cast Iron.

Bird Cage, per doz. 0 50 1 10
 Clothes Line, " 0 27 0 63
 Harness. 0 72 0 88
 Hat and Coat, per gross. 1 00 3 00
 Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
 dis. 17½, 20 p.c.

BOWMAN, KENNEDY & CO.,

LONDON, ONT.,

HEADQUARTERS FOR

General Shelf and Builders' Hardware, Cutlery, Silverware, etc. Glass, all
 kinds, single, double thick and fancy, Paint, Putty, etc. Oils, raw
 and boiled Linseed, Castor Oil, Coal and Machine Oil.

WHOLESALE ONLY.

HARDWARE.

CINCINNATI BELL FOUNDRY CO
 SUCCESSORS IN BLYMYER BELLS TO THE
BLYMYER MANUFACTURING CO
 CATALOGUE WITH 2200 TESTIMONIALS.
BELLS, CHURCH, SCHOOL, FIRE ALARM
 No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-
 ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, Water Works Dep't.
 Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,

DEAR SIR,—I am pleased to say that after nearly three years constant use, day and night, on our largest engine your Copperine has stood its work well. I have not had to renew any of the heavy bearings yet, so I consider that speaks for itself. I am pleased to recommend it to any one in need of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,

Chief Engineer Toronto Waterworks.

ENGRAVING
 FOR ALL
 ILLUSTRATIVE
 AND
 ADVERTISING
 PURPOSES

J. L. JONES,
 WOOD ENGRAVER,
 8½, 10 & 12, KING ST. EAST,
 TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks. Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED

FETHERSTONHAUGH & CO., Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor), - - - TORONTO.

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, **LIGHT, HANDY, DURABLE.** Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask

your dealer for it and take no other. The name of "TARBOX" cast on every mop.

Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

TARBOX BROS.,

73 Adelaide Street West, Toronto,
 Sole Manufacturers

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
 & PARIAN CEMENTS.
 FIRE BRICKS, FIRE CLAY,
 FLUE COVERS, GAS RETORTS.

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
 SANDSTONES,
 CALCINED PLASTER.

BUILDERS' & CONTRACTORS'
 SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
 Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.



Improved patent asbestos floor and partition tiles. Patentee and Sole Manufacturers, Canada and United States, Fairgrieve & Craig, 128 Richmond St., W. Toronto

HARDWARE.



(PATENTED.)

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

No More Broken Handles.
All Heavy Nickel Plated.
ATTRACTIVE,
DURABLE,
Easy to the Hand.
-NO EXTRA COST-



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-("TRAP")
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

DOMINION WIRE MANUFACTURING CO'Y, LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.

"LYMAN" 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

FENCING.

Staples and Fencing Tools.

Toronto Plate Glass Importing Co.

Highest Award, Toronto, '87



GLASS IMPORTERS,
Bevellers and Mirror Manufacturers.

Pilkington's British Plate & Sheet Glass.

Glass Shades and Stands.

For Mirrors and other Glasses

TELEPHONE 1599.
CABLE ADDRESS, "PLATE."

55 Victoria Street, - - - Toronto, Ont.

APRIL 11, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

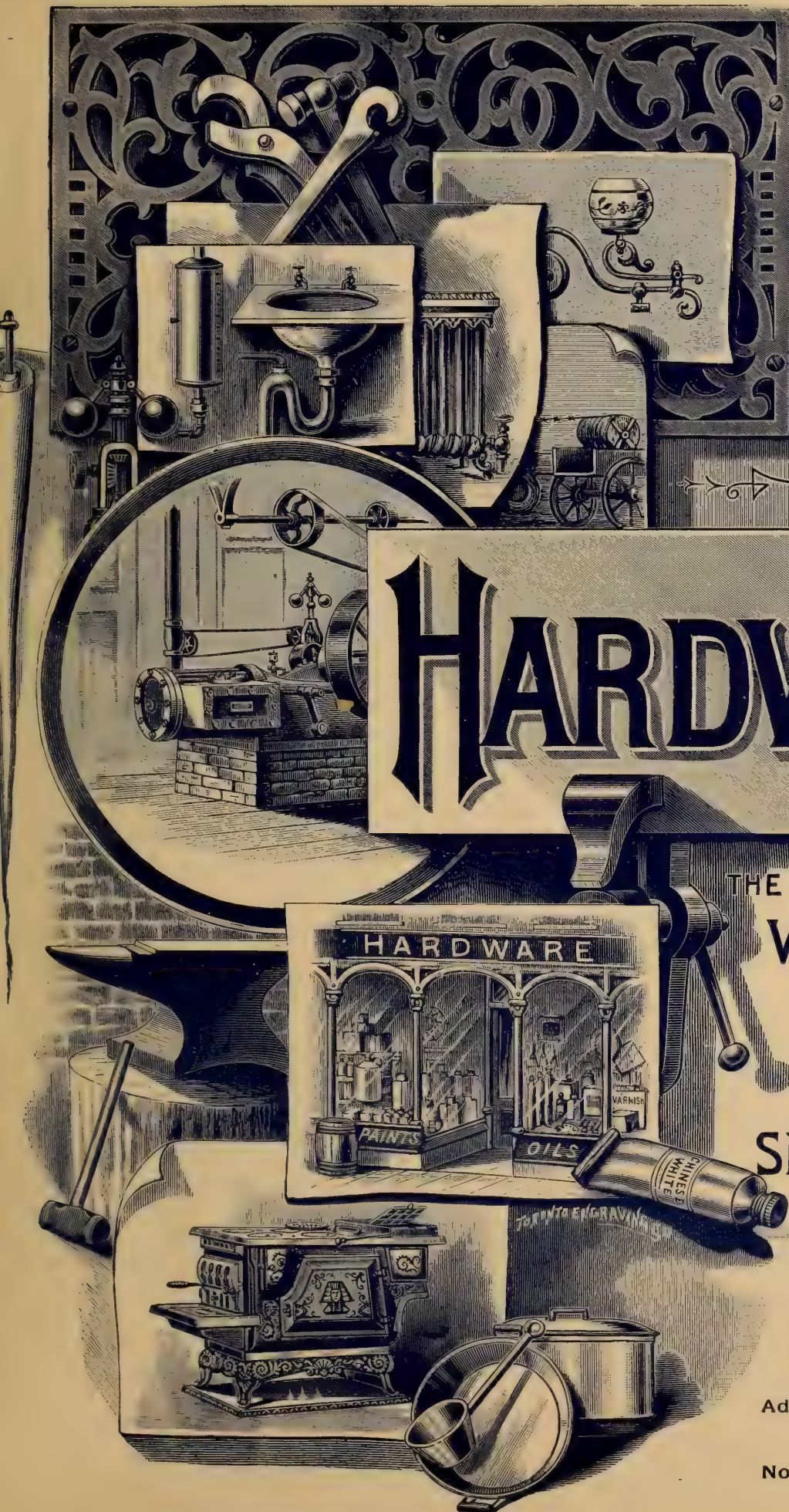
HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST,
TORONTO ONTARIO.



HARDWARE.

RICE, LEWIS & SON, LIMITED,

ARTHUR B. LEE,
President.

JOHN LEYS,
Vice-President.

—o—
Importers of
BAR IRON,
STEEL,
Shelf and Heavy

HARDWARE,

Builders' and
Mechanics'

TOOLS and
SUPPLIES.

—o—
32 KING ST. EAST,



—o—
Mantels,
Grates,
Tiles,

- CUTLERY -

E. P. WARE

Housefurnishings.

—o—
TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 8 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, APRIL 11, 1891

No. 15

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

AN IRON MONOPOLY.

There are very few monopolies in Canada, though they are quite numerous in the United States. This is probably due to the difference in the tariffs. Canada customs tariff averages about 30 per cent., while in the States the import duties amount to 60 per cent. Canada, however, is anxious to develop her iron production, and Parliament has granted that industry an unusually liberal protection. It is even now reported that increased protection will be given during the coming session of Parliament. It is understood that the duties on raw sugars will have to be removed, so that Canadian consumers will be put on the same footing as the United States people. The loss of revenue will have to be made up by increased duties on other articles. Iron is understood to be one of these.

In some respects the duty now is too high. It enables the rolling mills in this part of the country to buy their scrap iron at their own prices and sell the product at enormous profits. It is commonly reported that the Ontario Rolling Mills Co., which control the mills here and in Hamilton is making 100 per cent. per month on their original investment. This rate is no doubt above the mark, but it cannot be denied that they are making big profits. At the present time they are paying \$2 to \$3 more per ton for wrought scrap iron in the Montreal district than they pay here. Besides this they pay the freight from Montreal up. In Montreal they have to compete with the rolling mills there, but they have Western Ontario at their mercy and pay just what prices suit them. The

Buffalo mills pay \$21 for scrap and sell their product at much less money than the local mills who will only pay \$14. It is not improbable that the western dealers will ship scrap to Montreal unless the local mills will pay better prices.

Manufacturers in many lines in which iron is extensively used are beginning to grumble at the high prices they have to pay for what is practically raw material. They want cheaper iron or increased protection.

PAVEMENT STOCK-KEEPING.

Among the aggressive methods of pushing business, that one of piling goods outside is probably the most toilsome and least necessary of all. There are some traders with whom ostentation is the great cardinal selling principle. They believe that a great show makes more trade than a good name, and with them the great end is to thrust the show on the customers. It is not held to be necessary that the show be tasteful, symmetrical or even that it lack incongruity. Let it be uncouth, so long as it be prominent, overtopping. To this view of shopkeeping we owe those sidewalk spectacles which deface the shop fronts and incommode the traffic past some stores. There are hardware stores which seem to be turned almost inside out to realize this by no means inviting effect. Shovels, spades, rope reels, spools of wire, kegs of nails, and piles of other stuff get turned out on the sidewalk apparently to challenge custom. The belief in an open air market appears to be peculiarly strong with those who practise this mode of display. But an open air market spoils the wares, and the cumbering of the pavement with the wares alienates we believe rather than attracts trade. Pedestrians tear their clothes sometimes, hurt their feet occasionally, or otherwise unpleasantly collide with these solid goods or their packages. Moreover they do not care to

have their rightful course straitened by a sidewalk display, and if the approach to the store is hemmed in by stock outside, people are not the more constrained thereby to enter.

A new article may by its conspicuous isolation at the store door be fitly introduced to the public at the outside, where its appearance is of the nature of an announcement that an important ware is in stock, but it would make it common to put it out daily for more than a week or a few days beyond. In this limited use of it the pavement display is not unworthy to be resorted to. To load up the outside with stock is to follow the example of those cheap clothing stores whose trading methods are more pushing than elegant.

PROSPECTS FOR A JAMAICA TRADE

Believing that some of the observations made and opinions formed by Mr. Eby, of Eby, Blain & Co., during his recent sojourn in Jamaica, would be of interest to business men, a representative of this paper called upon that gentleman and obtained an interview, of which the following is the substance:

Mr. Eby believes that the possibilities for a very large and profitable trade between this country and Jamaica are not offset by any insuperable obstacles. There is a demand for products such as Canada has to sell, a demand so far cultivated chiefly by the United States. This could be got hold of in the present favorable mood of the islanders for closer trade relations with this country. Of course the getting hold of it, even with this advantage, is not a matter of coming, seeing and conquering, but one of assiduous effort on the part of Canadians to displace United States commodities by better or cheaper ones from this country. Before the Canadians can do this Mr. Eby considers that they must have

a better steamship service. To compete with United States rivals, our shippers must have more than a monthly trade intercourse. If the government would follow up its laudable beginning, it would subsidize a fortnightly service instead of the monthly one there now is between Halifax and Kingston. This Mr. Eby thinks would suffice to put Canadians upon an equal footing with United States traders.

In the matter of flour, for example, for which there is a very capacious demand in Jamaica, the Canadian exporter has to compete against heavy odds until he can forward supplies every two weeks. Not only in the matter of service is the United States exporter ahead of the Canadian, but in the fact of possession. Having secured the market first he can hold it with greater ease against new comers by his ample carrying service. Possession in such circumstances is almost equivalent to mastery of the situation, and the most is made of it. To bar out Canadian flour, dealers in United States, flour worked upon the credulity of the natives. The latter were made to believe that we could not grow fall wheat in Canada, and that flour made from our spring wheat was hard to keep wholesome and would not make good bread. The efforts of the Commissioner, Mr. Adam Brown, whom Mr. Eby considers to be the right man in the right place—did a good deal to correct the mistrust that this absurd story succeeded in scattering abroad. He had bakers brought to Kingston who turned out bread from Canadian flour on a gigantic scale, and this was given gratuitously to the public. Of course they liked it, and took the evidence of their own senses rather than that of their United States informants.

Mr. Eby is assured that we can do a good trade in nearly all the products that we have the means of preserving in hot weather. Salted meats and canned meats will sell well in Jamaica. Such dairy products as will stand the weather—and packing will enable all well-made products of the dairy to stand it—will command ready sale there. For fish we have always had an immense market in the West Indies, so we have not to develop one in Jamaica now. Certain of our harder fruits, if canned or dried would also, in Mr. Eby's opinion, be saleable to the Jamaicans. Apples, plums, cherries are among these. The native fruits are almost endless in their variety, many kinds never being heard of in this country. Their delicacy preventing them from becoming articles of commerce, they are all consumed on the island. Still, there is a fondness for northern fruits which may be made the basis of a considerable trade.

Carriages, furniture, tinware, stoves, safes, are a few more of the lines named by Mr. Eby as certain to find a large demand ready for them in Jamaica. He believes that Canadians can make money by manufacturing such wares to suit that market. It would

promote the demand from Jamaica if we had better facilities for carrying some of the staple products of the island directly to our country, products that we have now to get indirectly from New York, and for which we have consequently to pay more money. Such are bananas and other West Indian fruits. If we had expeditious means of carrying them there is nothing in the greater distance to increase appreciably the loss in transit.

Mr. Eby likes the island. It has a very rich soil, one whose natural fertility makes the use of artificial manures needless. The natives are, like most tropical peoples, rather indolent, and have perhaps reached the full measure of their wants and of their productiveness, but these are already considerable enough to support a big trade, that Canada might as well have a large share of as not.

Mr. Eby's trip has evidently agreed with him. His appearance and his words agree in affirming that he enjoyed it, and derived from it what he undertook it to get, namely, rest, recreation and health.

ELECTRICAL HARDWARE.

Electricity has become so large a factor in the household economy and in mechanics, that it cannot fail to attract the attention of the progressive and thinking man in every community. A few years ago the knowledge of the principles of electricity was confined largely to scientific men and electrical engineers, and with them it was comparatively limited. Since that time, however, the adaptation of electricity to every day uses in producing light, power and heat has been very rapid, making electric lighting, the running of cars and machinery by electricity, or welding by the electrical current to be familiar and commonplace facts. In these and in other ways electricity is accomplishing great results. As a result of the more general knowledge of electrical appliances there is an increasing demand each year for this class of hardware, and this demand is being supplied by both large and small manufacturing concerns, who devote their entire energies to the making of electrical supplies. These goods are to be brought to the notice of the people outside of the large cities, and there is no class of merchants who are better calculated to undertake this work of introduction than hardwaremen, by reason of the mechanical education which they have received in the regular course of their business, and because the hardware store would be the place a customer would naturally go to buy such goods or to obtain information concerning them.

Although the assortment of electrical goods in the hardware line is already large, the limit has not been by any means reached in the applications which will be made of electricity in this field, and the progressive merchant in each town who carries even a limited

stock of electrical supplies will be the one sought by the manufacturers to introduce new goods in this line as they are put upon the market. The amount of technical knowledge required by a merchant to successfully handle such electrical goods as are in constant demand, to impart information to purchasers in regard to goods in this line, is not large, and may be acquired from catalogues and other printed matter furnished by manufacturers. It is a branch of business which the hardware merchant should familiarize himself with, to the extent of knowing where the best of each kind of articles may be obtained and at what prices. He should also consider the question as to the desirability of carrying an assortment of leading goods in stock.—The Metal Worker.

A TREMENDOUS HAMMER.

The hammer shop now in process of completion at South Bethlehem, Pa., will probably be regarded as more remarkable for evidence of power than any mechanical contrivance yet constructed by man, says Harper's Weekly. It is here that the plates are to be prepared for our growing navy. This building includes furnaces and a vast tank for tempering the plates. They will be lowered into it by travelling cranes. The tank is divided into compartments, enabling several plates to be treated at once.

The hammer is, however, the most marvelous object in the hammer shop. It was designed by John Fritz, chief engineer and general superintendent, who has been connected with the works from the beginning, and has invented or improved many of the appliances in use at South Bethlehem.

In the designs for the hammer Mr. Fritz consulted the plans of Le Creuzot, following them as far as they met the conditions of construction already adopted. The entire foundation of the hammer-room is actually laid on what two years ago was the bed of the Lehigh river, which was deflected from its course, and the anvil and hammer frame rests on piles. Above these a mass of cyclopean masonry has been built, and upon that the anvil is super-imposed, consisting of a bed of solid iron capped by a bed of steel. This anvil represents the trifling amount of 1,400 tons of solid metal. Over the anvil springs the colossal frame which supports the hammer. This frame bears a certain resemblance in shape to a truncated tower at Eiffel. It springs to a height of ninety feet from a spreading base whose foundations are clamped deep in the earth. The huge structure contains 475 tons of iron.

The tap of the hammer is a square solid block of iron faced with steel. It runs in a groove, like the hammer of a spile-driver, is raised by steam, and has a hoist of eighteen feet. It weighs 125 tons. The total weight of iron in this stupendous hammer, frame and anvil, reaches the enormous sum of 2,000 tons. One can perhaps more clearly realize what the direct plunge of weight of 125 tons means if he considers that it is equal to the weight of two regiments of soldiers, or 3,700 men, but having even more impetus, because concentrated in a solid mass of so many cubic feet. It is with this mighty engine that the armor plates of our ships of war are to be forged.



DISCOUNT VS. INTEREST.

THE EDITOR OF THE HARDWARE.

DEAR SIR,—As there has been so much said about the shortening of credit, and about the allowance of discounts it has caused me to think the matter over and to ask what discount really means? Is it not a delusion to the purchaser after all? Why should there be a discount on any goods? All discount that is allowed is really added to the price of the goods. We like discounts, and without thinking the matter over, are quite satisfied that we have got a big bargain, while in reality we do not get off one cent from the value of the goods. Some take the ground that the larger the purchase the larger the discount should be. That seems to me a dangerous argument, for if carried out the goods could be bought at fifty cents on the dollar, and it would have a tendency to drive all small dealers out of business. That seems to be the desire of some of the discount grumblers. We find that different goods have different discounts running from 1½ to 6 per cent. If an article is only worth a dollar why ask a dollar and five cents, and then say they only intend to take a dollar? Is that not what some call shark dealing? Who ever heard of a discount off flour? Grain of all kinds is net cash. Pork, cattle, horses, etc., are all net cash. I can buy ten barrels of flour just the same as if I bought a carload or ten cars, no difference, and there is no grumbling over that kind of goods because we don't get a discount off. Now, sir, I believe this style of business should be changed, and all goods net cash or in 30 days. Then, when we get credit, pay for it by interest equal to the present discounts. Then there could be no misunderstanding about discounts. Then large and small cash buyers could buy just as they liked, and the credit man would soon find that he too would have to do the same or get out of business. Just as long as we get what is termed credit for six months without interest, just so long we will have to give it. But if goods were sold for what they were worth, and interest charged where credit is given, we would be in a position to say to our customers that we had to have the cash or interest, same as we have to pay. As it is now, nearly every customer knows just the length of time we get on the different kinds of goods, and thinks it very hard if we do not grant the same terms. They all know that pork and flour are net cash, and do not expect to get either without the money, and very seldom ask for it on credit. Why should a wholesale house sell me \$1000 worth of goods, and then say all they want for them is \$950, as the \$1000 was on six months time. Suppose I go to the bank and get

\$1000 on six months' time, and then turn round and say allow me 5 per cent. and I will give you \$950 now. I guess I would not get it. Nor, do I get the \$1000 worth of goods for \$950. There is where the delusion comes in. I would like to hear the opinions of others on the question and may write you again.

MERCHANT.

Trout Creek, 3rd April, 1891.

THE GEM FREEZER.

The season for ice cream freezers is now at hand, and dealers who are contemplating buying a stock of these goods, should think well which of the different freezers in the market will give them and their customers the best satisfaction and returns. Frequently the retailer allows himself to be persuaded by the traveller from the jobbing house from whom he buys most of his goods, to take the make the jobbers happen to have in stock, but, as in many cases, the jobber is governed more by price than by quality, the freezer he may have in stock may not be the one for which there is the greatest demand.

The freezer that contains the greatest number of goods points is the one that will give the best satisfaction to the consumer, and besides this, if it is well advertised to attract the attention of the housekeepers, making a demand on the retailer for it, that is the freezer the retailer should have in stock.

That the Gem Freezer, which we illustrate below, is the best in the world is proven by the fact that its competitors use it as the standard of comparison when trying to sell their own goods.



It combines all the good qualities that a freezer should possess, many of which have been imitated by other manufacturers.

It is double action, it being impossible to get more than two motions from any system of gearing in use in any freezer at the present time.

The pail is made of the best quality of white cedar, which will not swell and shrink and fall apart as pine tubs do, even when medicated.

It has a self-adjusting wooden scraper. Smooth cream cannot be made in a freezer that does not have this attachment.

Gearing is completely covered, so that neither ice nor salt can get between and clog

or break them, nor can fingers get caught. Other freezers have their gearing partly covered on top, but the danger is still there.

The iron work is smoothly galvanized, which wears better than any other material.

The Gem weighs less than corresponding sizes of other freezers, costs less for freight, and is handier to use.

One of its greatest advantages is that it uses the smallest possible quantity of ice, making a decided saving where ice is high in price; if the tub were as large as a wash-tub, and filled with ice, it would not help the freezing any.

It is thoroughly wrapped for protection in shipping, and always looks bright and clean when in stock.

Besides possessing in itself all these advantages, sufficient to commend it to any purchaser, the manufacturers take on themselves the trouble and expense of advertising it thoroughly to consumers in all leading papers and magazines throughout the country, and we suppose there is not one of our readers but who has seen these advertisements which one and all have the one thing in common, the fac-simile cut of the red label that is on the tub and wrapper of each Gem Freezer as below.

In short, the Gem Freezer is the simplest, neatest, most convenient and satisfactory for family use, and the cheapest of all ice cream freezers of established reputation. Its constantly increasing sale attests this, and calls for your careful consideration if you want the best freezer made.

The Gem Freezer
The Best in the World.

If you cannot get the Gem from your regular jobbers, don't be induced to take something else, but write to the manufacturers, American Machine Co., Philadelphia, who will tell you where you can get it or quote you prices and discounts.

The same house make the American Freezer, the first and only low priced freezer of recognized merit and established reputation on the market—the Crown Ice Chipper, the Gem Freezer-Clamps and other specialties. They will gladly mail their full catalogue on application.

If you are selling the Gem Freezer, but have not been supplied with attractive printed matter to distribute to your trade, write to the manufacturers at above address, and they will be pleased to send you some without charge.

**BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.**

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD:

Crown, Red Cap, Blue Ribbon, Silver Composite.

Manila and Sisal Rope,
Lath Yarn, Packing, &c.

TEACHING THE ANALYSIS OF COST SHEETS.

To the majority of graduates of our technical schools, when they first reach positions of authority and responsibility, one grave defect in their education becomes at once apparent. They are rarely taught that all their work, all their endeavor, must be directed in such a way that it tells most favorably on the annual balance sheet, due allowance being made for keeping equipment and plant up to the maximum efficiency. Success or failure depends upon the showing made, however great and commendatory the achievements in a professional sense may have been. To an engineer, a manufacturer or a business man, the balance sheet is the one document which he must study with absorbing care. To the graduates of technical schools the cost account is generally that to which they must turn. Nothing approaches in importance the ability to subject it to the closest analysis. To waste time and energy in whittling down minor items of expenditure while the larger sums go unheeded is disastrous, and yet it is the experience of many manufacturers that they are approached with elaborate schemes to save cost when complete success would not warrant even a moderate outlay of capital.

We do not claim that it is expedient, if it were possible, to equip students with knowledge to guide them in judging of costs in different lines in engineering and metallurgy, but we do believe that it would be wise to teach them more general principles which must underlie their analysis. They should have some guidance in learning how to search quickly for the items leaving most room for improvement, to acquire some perspective, so that unimportant points do not usurp their attention. Of course a discussion of the commercial policy of manufacturing enterprises underlies the study of such a subject. The students may learn that there are circumstances when it pays to waste,

that conditions may arise when simple, inexpensive appliances are preferable to tools representing the latest progress, that rough work is good enough in one place and fatal in another.

We are inclined to believe that few of our college professors keep in sufficiently close touch with business affairs to feel competent guides in work of this kind, but we do believe that every technical institution has among its graduates men who, having themselves keenly felt the absence of hints in their own career, would be happy to aid their successors in the profession with occasional lectures on the business side of their calling.—Iron Age.

FERGUSON, ALEXANDER & CO.

Alexander, Fergusson & Co., lead merchants, of Glasgow, Scotland, have their Canadian factory conducted at Montreal under the above style. They occupy premises in College street, and have a most comprehensive series of machinery and appliances for the manufacture of lead, paint and colors, and a separate factory for varnishes and Japans.

The materials for the manufacture of colors and paints are imported at such a stage as to practically avoid the payment of import duty.

An important department is the preparation of white lead, which is imported in dry flake, as it leaves their corroding stacks at Glasgow. It is ground in linseed oil, previously prepared in their refinery, and by means of machines manufactured in the Glasgow factory, is ground into that glossy stiff paste that is so popular with the painters. This paint, ground 100 per cent. pure, is the "Elephant" white lead that has been sold in Canada for upwards of 20 years.

Another department is for the manufacture of tinted paints for implement and general decoration purposes.

A third is devoted to a large number of small and very elaborate machines engaged in the preparation of fine carriage paints and

colors in Japan. These exhibit a beautiful variety of colors, suggestive of the elegance of English carriage life.

A prominent feature of this factory, and one employing a large number of operatives, is the manipulation of canned paints ready mixed for use, in endless variety of shade and color.

The dyeing of colors is one of the most interesting departments. By various combinations of chemicals, greens, blues, vermilions, yellows, etc., are prepared in vats adapted to each, mistletoe window blind green occupying the front place, and next to it American vermilion of various shades.

Varnishes and Japans are handled in a separate factory at St. Gabriel Locks. These goods are distributed to the railway companies, carriage builders, furniture makers, decorators, etc.

The operations of the firm at home and in Canada can be better understood by perusal of the following:—

DEPARTMENTS OF THE GLASGOW HOUSE.

Lead Smelting and Desilverizing.

Manufacture of Common and Refined Pig Lead.

Glassmakers' Red Lead.

Flake and Ground Litharge.

Dry White Lead by the Old Dutch process.

Sheet Lead and Lead Pipes.

Potters' Red and White Lead.

Colors for House and Carriage.

House, Ship and Carriage Varnishes.

Paints of every description.

SPECIALTIES OF THE MONTREAL HOUSE.

Genuine "Elephant" White Lead.

Ready Mixed Paints in every shade.

Superfine Coach Colors.

Painters' Pure Colors.

House and Furniture Varnishes.

Implement Varnish.

Carriage Varnishes.

Ready Mixed Varnish Paint.

Art Enamel Paint.

Oil Wood Stains, Dry Colors.

Mistletoe Permanent Green.

Indoor, Outdoor, Roof and Floor Paints.
—Empire.

CORRUGATED STEEL FASTENERS.

A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

THE ONTARIO TACK CO., Hamilton, Ont.



J. E. Hutton, of Thornbury was in the city last week.

Mr. Charles Tisdale, Novar, spent a few days in the city this week.

A. C. Leslie & Co. have moved to their Toronto office 18 Front St. W.

Mr. Kitchen's hardware store, Schomberg, Ont., was burnt on Tuesday last.

Thos. Whittaker, hardware dealer, Georgetown, Ont., has sold out to H. Matthews.

G. & J. Kitchen, hardware dealers, Schomberg, Ont., are burnt out. Partially insured.

C. O. Clarke, bell manufacturer, Cote St. Paul, Que., is burnt out. Partially insured.

Wm. Duffy, file and spring maker, Cote St. Paul, Que., is burnt out. Partially insured.

Whaley & Co. are closing their Brockville business and will open a store at Fort William.

Mr. W. J. Zoeger, Newton, has purchased the general store business carried on by his brother, P. Zoeger, at that place, and has now taken possession.

It is said that a co-operative stove works and foundry company will be organized, in Kingston, shortly. A capitalist has offered the necessary building at reasonable terms.

The scarcity of good brands of tin plates and the higher prices asked has led some firms to fill their contracts with inferior qualities and several law suits and arbitrations are underway.

A New Yorker is at present in the city who proposes to establish smelting works here. He says he has been in Canada off and on for about a year making arrangements. He has organized a company with wealthy New Yorkers and one Canadian as shareholders.

Edward Dickson, has bought out the hardware business at Oak Lake, Man., carried on as the estate of J. Campbell. Mr.

Dickson also recently purchased the hardware business carried on by the late John Horsman of Oak Lake, and the two hardware stores of the town will now be amalgamated.

Mr. J. Craig, late of Fairgrieve & Craig, is on a trip to the United States, introducing to the American hardware trade, Mr. Fairgrieve's new patent, the asbestos floor and partition thimble. Mr. Craig should meet with a ready market there, as the thimble is a most useful article, a cut of which can be seen on the inside cover of **HARDWARE**.

Sudbury is getting along. It now ranks with newspaper towns. The first-born of its press, The Sudbury Journal, though only seven weeks old, has made a hopeful beginning. The appearance of its advertising columns already shows that the Algoma climate agrees well with it. It will be devoted to the mining interests of the district. Mr. Jas. A. Orr is the manager.

A despatch from Montreal, says, with reference to the matter of a paragraph that appeared in our last issue, that a company has been formed in that city which will at once commence building large rolling mills for the manufacture of brass and copper wire, rods, and other goods. Mr. C. F. Sise, of the Bell Telephone Co., is at the head of the company, which includes some of the largest consumers of brass and copper in Canada. Some American capitalists are also interested in the company, which will supply all points in Canada. The company will also manufacture brass and copper sheets, none of which are now produced in Canada. Lake Superior ingots will be used exclusively in the class of goods the company proposes to turn out. The works are expected to be completed this summer.

TOO HANDSOME TO LOOK AT.

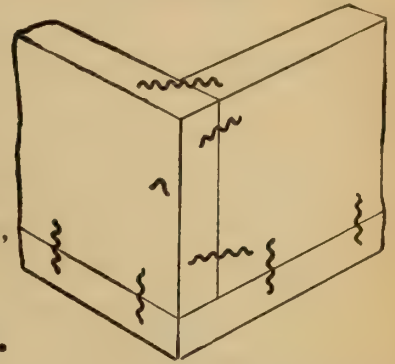
He was an applicant for credit at one of the mammoth dry goods houses, and thus the credit clerk talked: "He was too handsome to look at. He wore a box overcoat, with big, bone buttons, silk hat, and carried a cane. He was so trim and nice that I determined to find out all I could, but he was

very shy and I had to get at him in various ways and finally managed to bring him face to face with the question: How much of the capital you represent is absolutely your own?"

This may seem a trifling incident, but it is one of tremendous import in the business world. Men who wear "box overcoats with big bone buttons," a big diamond in their shirt front, and carry a cane during business hours, are looked upon as lacking in common sense and business sagacity. It betrays more time, money and thought bestowed on personal adornment and selfish gratification than is consistent with the maintenance of a high credit. Who ever saw Russell Sage, many times a millionaire, walking down Broadway with a cane, and yet he is an elderly man? Kid gloves in business circles kills a man's credit. It indicates the fop and not the financier. A man of advanced years and high standing might venture such habits, but, as a rule, the sagacious, wily, successful man of trade and commerce does not carry a cane until compelled to do so by reason of advancing years.

The subject of our remarks was denied a credit, as an analysis of his affairs convinced the examining party that the applicant was bankrupt and did not know it. Doing a trade of \$170,000 per annum, he owed \$42,000, reported expenses of \$20,000, and claimed a capital of \$18,000. His book accounts were larger in amount than his capital. Liquidation in his case meant a compromise, and no matter "how handsome he looked," he could not deceive the wily and acute dispenser of credit.

We cannot emphasize too strongly the necessity for young men and clerks to avoid duds during business hours; to so dress and conform their conduct to the unwritten laws of business as not to awaken comment or criticism upon their appearance. As sure as they go to extremes, wear check trousers, glaring scarfs, diamond jewelry, a conspicuous gold chain, a club of a cane, patent leather boots and kid gloves, they stab their credit and will be compelled to make a clean and clear statement of their resources and liabilities before confidence in their standing is established. And confidence is the basis of credit.—American Grocer.



"The famous hotel, the Rossin House, Toronto, has been painted and decorated throughout in the highest class manner by Messrs. Elliott & Son, the well-known artistic decorators. The Paints, Colors and Varnishes used on this contract bore the stamp of the

"ELEPHANT"

The Messrs. Elliott prefer the manufactures of **FERGUSSON, ALEXANDER & CO.** to all others on account of their uniformity, strength and fineness in grinding."

To save time, freight, packages and money please order from

FERGUSSON, ALEXANDER & CO.,

Large Stock. Prompt Despatch.

MONTREAL.



THE APPRENTICESHIP QUESTION.

At the third annual convention of the New York State Association of Master Plumbers, convened at Rochester, N.Y., the following was submitted by a committee of the Journeymen's Union, it having been drawn up by them in conference with the Apprenticeship Committee:

That the term of apprenticeship be five years.

That the first three months be considered a probationary period.

That each apprentice be required to serve at least three years as a helper.

That the remaining two years shall be at practical service at discretion of employer.

That at no time shall any employer use any apprentice having served less than three years exclusively on new work or at jobbing.

Any master plumber doing his own work shall not employ more than one junior apprentice.

All apprentices shall serve their entire time of five years with the employer with whom they begin, except by mutual consent, or for cause which shall be referred to the investigating committee.

There shall be a standing committee of three members from each association, to investigate any violation of this agreement reported to them. The decision of this committee shall be binding on all concerned.

Except in cases of an appeal from either association, which shall be by unanimous consent of the association appealing, or in case no decision can be had by the joint

committee, it shall be referred to an arbitration committee of five or more members, whose decision shall be final and conclusive.

No employe shall be dismissed for reporting any violation of this agreement, nor shall any master plumber be in any way intimidated or harassed by the journeymen for like offences.

It shall be the duty of any member of either association being cognizant of any violation of these rules to report the same to the president of either association, who shall notify the investigating committee of both associations to examine the same.

If any member is found guilty of a violation of this agreement, if it be a journeyman, he shall not be employed by any member of the Master Plumbers' Association, and if it be a master plumber, no journeyman shall work for such master plumber, unless the objection be satisfactorily removed by both parties to this agreement.

In case of any master plumber requiring extra help, he shall employ helpers for such occasion only.

Any person being employed to learn the plumbing trade shall be retained until he has served his entire time, unless as herein above provided.

Each apprentice shall be furnished a card by the Master Plumbing Association, stating date of beginning service, which shall entitle him to a working card, according to that time of service, from the Journeymen Plumbers' and Gasfitters' Association.

The journeymen's union is willing to recognize as apprentices all persons who may be working at the trade at the time the foregoing propositions are adopted, provided they have been regularly following it for three months or more.

No master plumber shall engage any new apprentices for the next five years after these regulations go into effect.

The report was referred to the incoming Apprenticeship Committee, with instructions to confer with the journeymen's committee

and formulate suitable apprenticeship rules for submission to all local associations, prior to the next convention.

EXTRAVAGANT LIVING.

More failures of the present day are brought about by extravagant living than many people have any idea of and in such cases the principles of these concerns do no deserve that sympathy which they seek from their creditors and the public. This high living has special reference to the managing partner of the wholesale firm which failed a short time since in this city. His silent partner who put most of the capital into the concern, agreed to the managing man drawing a certain sum, which was considered ample for his station. This, however, was insufficient, and he asked for about 50 per cent. more, which was also allowed by mutual agreement, and as he had not the conscience to make any further demands for an increase in his already liberal allowance he drew just double the sum he was expected to use for his personal expenses, against the express agreement of the partnership. This it is needless to say in the present age of competition and small profits, the business could not stand, and the result was that this managing partner recklessly appropriated to his own personal benefit the money of his creditors and sleeping partner, and ultimately ruined the business. Such a man is only fit for a subordinate position, and should never be allowed to assume the reins of partnership, lest his extravagant propensities lead him eventually into far worse difficulties. Such men are safer where they can draw a stated income and should never be placed in a position where they have the disposition of the funds of a concern. If more were written upon the subject of the too extravagant and high toned living of many of our business men, it might have a salutary effect, and save a number of firms from the inevitable ruin which is sure to result through one or more of their partners living beyond their means.—Trade Bulletin.

CO-OPERATIVE STORES.

Trades Unions and Farmers's Alliances are responsible for the opening of co-operative stores in various parts of the country. That they will prove successful is contrary to all experience, and their failure is only the matter of a little time.

There must be some sufficient reason for the failures that have attended this class of enterprises in the past, and its investigation will not prove uninteresting.

Speaking broadly, the explanation of the failures of the past in this line lies in the fact that practical philanthropy and successful business do not succeed together. A man may be a philanthropist and successful in business, but these characteristics must be exercised toward different classes of persons. He cannot be a philanthropist as to his patrons and succeed in his business.

How do these truths work themselves out practicably in co-operative stores?

A store cannot be maintained without buying and selling. There must, therefore, be some one to purchase for the store, and some one to sell for the store.

Assuming for the purposes of this argument, that the person in charge of the co-operative store is simply the agent of the organization, and turns out the goods to members without profit. Still he must possess skill as a buyer, or else he cannot compete with other buyers. His goods will cost him too much, and his principals too much.

But if he be a really first-class buyer, he will command a large salary, which, when paid along with rent, insurance, etc., will make the goods furnished the association through him quite as expensive as if bought elsewhere.

Another thing: Co-operative stores cannot supply members with all that they require. They do not therefore secure full patronage. And even when patrons are conveniently near, they soon discover the articles the co-operative store sells more cheaply than other dealers, and purchase that only, going elsewhere for anything that can be had on more satisfactory terms outside the association store.

It is a simple illustration of human nature. Business is selfish. Members of an association open such stores to save money, and the persons who manage the store do so for their individual gain.

The theory of the co-operative store is false. It pretends to be based upon philanthropy, and is, in fact, based upon selfish desire for gain, just like any other business, and sooner or later the false position precipitates a wreck. It always has been so, and it always will be so. The race of philanthropists is not numerous enough, nor rich enough, to realize the alleged anticipations of these co-operative associations.—Ex.

Goods conveniently located save time, money and temper in showing.

Restore goods to their proper places as soon after using as possible.

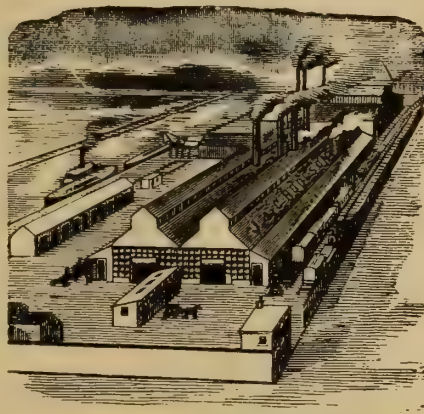


Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**
Our name is stamped on every pipe. 74 York St., Toronto.

IRONMONGERS' BOOKKEEPING.

The glimpses occasionally obtained, in connection with bankruptcy proceedings, of the bookkeeping of ironmongers show that there is still much to be desired in that respect. It is true, no doubt, that such cases represent the worst examples of their kind, or they would not have reached the common bourne of insolvency; yet it is equally true that much of the bookkeeping of retail traders is so badly done as to justify the observation that the books convey no adequate idea of the condition or course of the business to which they are supposed to refer. Obviously this ought not to be the case. In an ordinary business there is no need for a complicated system of bookkeeping, but it is imperative that every trader should have such books as shall give him, as well as his creditors, if their interposition is necessary, clear and full information as to the exact position of his business. For the want of proper books many ironmongers mislead themselves very seriously as to the profits they are making, their expenses, the relative positions of their different departments, and in many other respects. The same lack of system often leads them to confound gross with net profits, and therefore leads them into more or less serious difficulties. Even in business of some magnitude there is often an absence of periodical returns, which alone show whether progress is or is not being made. Trading

accounts also are not compiled with regularity and care—indeed, there is in many cases a want of system which is always very detrimental to the success of a business, even if it evades the usual result of such looseness. It seems to us that it is possible for every ironmonger to avoid the state of things to which we have alluded. There is no particular mystery in bookkeeping. Books are not kept merely for the sake of keeping them, but simply to show, in a succinct and concise manner, the principal happenings in connection with the business. If the books do that properly, then they serve the purpose for which they are designed. If otherwise, then they are faulty, and a remedy should be found without delay.—The Ironmonger.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c
PETROLIA, - ONTARIO.



CONSERVATIVE BUYING.

This is a subject which is prominently in the front just now as regards all lines of heavy material, the iron trade in particular. Owing to it business is materially restricted in volume, for the season of the year for buyers—that is generally speaking—will only operate for immediate wants no matter how tempting the inducements that are offered to them may be. Consequently in writing of the iron and other markets for heavy goods one fact is prominent, and that is, although there is a regular quiet trade doing it is of exceptionally small dimensions. Several reasons are adduced for this. In the first place, as regards iron the impression prevails—whether erroneous or not we cannot say—that it will be considerably cheaper than it is. This is assumed from the fact, as we mentioned last week, that the Scotch iron is likely to be in more lively competition with American this year, as the Scotch iron masters appear anxious to retain their hold on the Canadian trade; at any rate a round lot of Scotch pig has been placed in Hamilton at a very low figure for delivery ahead, as compared with present prices. The same argument is used in the case of tinplates, while another strong reason is the expectation of cheap freights this year. All these factors are having their effect, and although the saying “the plans of mice and men,” etc., etc., is always apt, there can be no doubt at present that buyers are in a very conservative frame of mind.

FORT WILLIAM AS AN IRON CENTRE.

In referring to a recent article in *HARDWARE* upon the sale of United States lead here, the Fort William Journal says:—There is no reason why Canada should not at once enter on the manufacture of pig iron sufficient at least for home consumption. As has been shown in previous issues of this paper, iron can be produced here in Fort William at a cost of \$11.50 per ton. And this low cost of production is by no means the only advantage we enjoy. Beginning with 1892 the Dominion Government will pay a bonus of \$2 a ton on all pig iron produced in Canada. In addition there is a duty of \$4 per ton, making in all an advantage of \$6 a ton, or more than half the cost of production, which the Canadian product will enjoy over the foreign article.

Fort William enjoys exceptionable advantages for iron works of every description. Situated on the Canadian Pacific railway, about midway between its eastern and its western terminus, it possesses at the same time harbor facilities that are unexcelled on all the inland waters of America. Only a few miles distant are iron deposits almost limitless in extent and of surpassing richness. Coal or coke, and limestone can be laid

down here as cheaply as at Chicago. We have hundreds of acres of unoccupied land which can be purchased for a tithe of what locations possessing not half the advantages would cost elsewhere. Finally we would be prepared to assist liberally any individual or company that would establish here blast furnaces and rolling mills. Prospective investors who are turning their attention to iron would do well to visit Fort William and see for themselves the advantages we offer.

Work can always be found in a store without double-million microscope.

Master the whole business and the way to fortune has been mapped out.

A customer secured is a promise of greater salary in time.

A reputation for truthfulness is indispensable to permanent and satisfying success.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

THE PITTSBURGH LAMP.

The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.

MILLER BROS. & TOMS,

SUCCESSORS TO
(Miller Bros. & Mitchell)
ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—
SAFETY ELEVATORS, Hand, Steam,
Hydraulic and
ELECTRIC
for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

Coppered Steel Spring Wire.

QUALITY GUARANTEED

Made specially for Spring Makers.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Send for Price List

Hamilton, Canada.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

A "BARGAIN-COUNTER" FOR IRONMONGERS.

There are many things which can be done in the United States, no doubt, which cannot be readily done in this country, owing to the greater amount of available space in an American hardware store than in the average British or Irish ironmonger's shop. We do not profess to be certain, but it may be that one of these things is what is popular and general in the United States under the style of the "bargain-counter." This is a feature of most of the American hardware stores, and it is generally held to be an exceedingly useful means of attracting custom, particularly amongst the ladies, who are all over the world nothing if not bargain-hunters. In this country the idea does not appear to have been worked save in a few isolated instances, yet we see no reason why ironmongers generally should not adopt it, and thus create a most effective adjunct to the conduct of their routine everyday way of doing business. Such a counter should do much to prevent the accumulation of soiled and unsaleable stock, and, if it were found to suit the locality, there is no reason whatever why it should not be kept going at frequent intervals, even if not all the year round. Such a bargain-counter would really be equivalent to the drapers' "annual sale," when goods are supposed to be offered to the public at "alarming sacrifices," and when the drapery establishments usually have more customers than they know how to deal with to the best advantage. There is abundant evidence, indeed, of the fact that the idea is worth a great deal to the drapers, hence it is only reasonable to infer that it ought to be worth something to the ironmonger. Such a department, whether in the shape of a special display on a particular counter or in a separate room, could be readily started in the majority of ironmongery establishments. There are always to be had plenty of marketable goods—such as knives, scissors, cruets, serviette-rings, and so on—which can be profitably sold at relatively low prices, besides which there is the

constant weeding-out of electro goods, which will tarnish even in the best-regulated shops and in spite of every care. Properly equipped, the next thing would be to make known the bargain-counter, which could be done easily and economically through the medium of the local paper and a free supply of handbills, aided, if thought advisable, by a judicious distribution of circulars through the half-penny-post. Such a department would almost certainly attract lady customers, and those who came solely for the bargains might, in many instances, purchase other articles before taking their leave. At all events, the idea is worthy of being thought over and tried. We shall be glad to hear, in due course, what the result is in any case where the notion is adopted and properly pushed.—The Ironmonger.

FUTURE OF THE TIN-PLATE TRADE

We have the greatest sympathy for the half dozen manufacturing companies who have announced with more or less ostentation their intention of devoting their energies to the manufacture of American tin-plate, declares the American Artisan. We hope they will succeed for their own sakes and for the sakes of those who, without practical knowledge of the difficulties to be encountered, have been induced to put money into the somewhat hazardous venture.

The manufacture of specimen sheets of tin-plate is a pastime all very well in its way, but it is one which scarcely settles the great question which agitates the mind of the consumer; this is, can we get the material at old-time prices? So far as we have been able to learn, there is as yet no one bold enough to answer this question in the affirmative.

It would appear also that we are not alone in our lack of faith in the future which awaits this budding industry. Interviews with Pittsburgh tin-plate importers last week by representatives of the daily press evoked the following expressions of views in this connection:—John Dunlap, who is described as having been in the tin-plate importing busi-

ness half a century, said: "I have no great hopes for the tin-plate industry in this country. The average advance in the price of tin-plate over the price a year ago is about 15 per cent." James B. Scott, of Scott & Co., importers of tin-plate, gave his views as follows: "Foreign tin is used in the manufacture of plate, and I don't think there is any American tin on the market, at least not in any quantity. The output of American tin on the market is at least so insignificant that merchants give it scarcely any attention. One of the proprietors of the United States Iron & Tin-plate Company, of Demmler, Pa., is quoted as saying: "We are making some tin-plate but not in any large quantities. Imported tin is used and I do not know that there is any block-tin on the market. There are tin mines in Dakota, but I do not know whether they are producing at present. We have been told that the San Jacinto Tin Company, of California, made its first bar of pig tin last month. The advance in the price of tin plate during the last year was about 15 per cent. P. H. Laufman & Co., the Appollo Iron and Steel Company and ourselves are the only firms about Pittsburgh making tin-plate."

It will be noted that there is not great feeling of confidence among those nearest to the project itself. The enthralling nourishment of "highfalutin," braggadocio has been supplied hitherto by the retained newspaper men. The stock appears to be about giving out and we may now get down to something near the first principle of truth.

MANDER BROS.

English Varnishes

Have a world-wide reputation and have been found to be particularly adapted to

OUR CANADIAN CLIMATE.

SOLE AGENTS IN CANADA:

WALTER H COTTINGHAM & CO.,

56 St. Peter St. MONTREAL,



EUROPEAN MARKETS.

Since last reports pig iron declined still further in Great Britain, part of the reduction has been recovered, and the market, to-day, for Scotch warrants is about 5d lower than a week ago. Tin Plates are unchanged. Tin is again higher, latest advices making the market is 2s. 6d. above last week's quotations. In copper there has been a 2s. advance, and in lead a 2s. 6d. rise.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£90 12s. 6d.	£90. 10s. od.
Future—	91 oos. od.	90. 15s. od.
Copper, B.E.S.—	58 oos. od.	57. 10s. od.
Lead, S.E.	12 15s. od.	12. 12s. 6d.
Spelter,	23 oos. od.	23. oos. od.
Tin Plates—Cokes	17s. 6d.	17s. 6d.
Pig Iron—Scotch		
Warrants.	42s. 5d.	42s. 10d.
No. 3 Middlesboro',	37s. 9d.	38s. 6d.

MONTREAL MARKETS.

MONTREAL, April 9, 1891.

The movement of all lines of heavy material has been inconsiderable since our last report, and buyers stick persistently to their policy of conservative buying for immediate wants. Consequently nothing very new has been developed, business moving along in a quiet kind of a way, and prices, generally, are unchanged.

IRON AND HARDWARE.

The week has presented little that is interesting and business has not shown any increase whatever, in fact buyers seem to be actuated by the same cautious policy. Our remarks made in reference to pig iron last week apply to-day, and it has an easy tendency. In fact, as we said last week, there is a strong disposition on the part of Scotch iron masters to meet the competition of American pig in the west, and in this connection the only business for delivery ahead that we have to note has occurred. This was the sale of a round lot of Scotch iron in Hamilton for delivery in May at a figure that composes favorably with American prices. In this connection it may be interesting to note, that there is a probability of the troubles in the coke region having some effect on prices for American iron. Indeed advices to hand state that the makers of a leading brand of Wisconsin iron have marked up their figures owing to the increased cost of fuel to them. In other lines there is little to note, a few orders for stock in tin plates is noted for delivery ahead at the figures mentioned last week, viz., 18s. for common charcoal but as a general thing orders are limited to meeting immediate requirements. Bar and sheet iron remains as before and are ruling firm, Crown Staffordshire bars being quoted at £6 f. o. b. Liverpool sheets £7 5s. and hoops and bands £6 5s. 6d.

NAILS.

The market shows no change and business is still backward, but there is some movement in a small way to note.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	2 40
8 dy to 9 dy, " "	2 65
6 dy to 7 dy, " "	2 90
4 dy to 5 hot cut, Am. pat	3 15
3 dy, hot cut, per keg, Am. pat	3 90
3 dv fine hot cut, " "	5 40
2 dy, fine hot cut, Am. pat.	5 60
4 dy to 5 dy, cold cut, per keg,	2 90
3 dy, cold cut, per keg,	3 40

STEEL CUT NAILS.

10 dy to 60 dy, per keg	\$2 50
8 dy to 9 dy, " "	2 75
6 dy to 7 dy, " "	3 00
4 dy to 5 dy, " "	3 25
3 dy, " "	4 00
5 dy fine, " "	5 50

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 40
4 dy @ 5 dy, per keg	2 97
6 dy @ 7 dy, " "	3 47
8 dy @ 9 dy, " "	3 15
10 dy @ 30 dy, " "	2 90
Cut spikes, " "	2 45

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$4 70
1 " " "	4 10
1 ½ " " "	4 40

Finishing nails 65c. per keg over same size hot cut, viz., from \$6.35 for inch to \$3.40 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.35 for 1-inch to \$3.15 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.85 for 1-inch to \$3.65 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—"M R M," "P B," and "C" brands in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days.

CHEMICALS.

There has been some movement during the week but solely in the way of meeting actual wants, consequently business does not assume large magnitude. Values generally are firm, and stocks here are light, and so far nothing much has been done in the way of ordering ahead. Alum remains a scarce article, and is in consequence exceedingly firm, while sulphur and caustic are the same way. Sumac is firm at the advance noted last week, and other lines remain as before.

PAINTS AND OILS.

The oil market is quiet and unchanged, with but little business to note. Cod liver oil is more reduced in stock and prices are 5c. higher, at 95c. to \$1.15. Other lines are as before. There is nothing to say in regard to seal oil, but the catch is said to consist largely of small green seals, and unless it is exceptionally large the yield is anticipated to be small. Some offers for forward delivery have been made, and they are considerably higher than the opening prices last year. There is no change in leads or glass.

NAVAL STORES.

There has not been much movement in naval stores during the week, but some little enquiry is noted. Prices are unchanged, and we quote:—Turpentine, 62 @ 63c.; rosins, \$2 @ \$4.25, as to brand; coal tar, \$4.00 to \$4.25; cotton waste, 5½c. for colored, and 7 @ 10c. for white; oakum, 5½ @ 7½c.; and cotton oakum, 10 @ 12½c.

CEMENT AND FIRE BRICK.

Spot business in cement continues quiet, and enquiries for summer shipment are not equal to those of last season, the general disposition being to hold off until freights steady themselves. Quotations for spring delivery range from \$2.30 for Belgian to \$2.65 for best London brands, and there is no tendency to

shade on these figures. Prices for stock delivery are firm at \$2.45 to \$2.75. Fire bricks continue firm at \$24 to \$28, with quotations to arrive at about \$6 per 1,000 below these figures.

PETROLEUM.

There is little to note in this market, and business is not great as most dealers are well stocked up, but unluckily with cheap oil. We quote as follows:—Canadian 12½c. at Petrolea, 14½c. in car lots at Montreal, and 16c. for single casks; American, 23c. in car lots and 23½ to 24½c. in smaller quantities; American benzene, 23 to 25c.; and Canadian, 14½ to 15c.

TORONTO MARKETS.

TORONTO, April 10, 1891.

There is a marked improvement in the local hardware trade this week, and there is every indication that it is of a permanent character. There is not any special demand for any particular line. Stocks in retail hands are light and fairly good prices are being obtained. Prices in England are still low in many lines, but especially in iron, that market being very flat, but it is not having any visible effect on this market excepting where prices are demanded for large lots. Payments are somewhat better.

IRON AND STEEL.

Iron of all kinds has been much more active. Siemens is being pushed here at \$23 to \$24, and a few sales have been made. Tonawanda Scotch is easier and can now be sold at \$23. The bulk of the business has been done in southern pig at \$21 to \$22. In British pig very few sales have been made; some spot Carnbroe has been placed at \$21 here. Although there has been a still further decline in British markets it is not yet possible to import their pig to compete with American. Offers were cabled yesterday on Eglinton, but it was found that it would cost \$20 laid down here and better grades of American can be laid down more conveniently, and at less money. The Londonderry people are making a strong bid for western trade this year; it is reported that they intend running all the blast furnaces which will make a daily output of about 1,000 tons. Bar iron is quoted at \$2.20 to \$2.25 for domestic. Some quotations have been given for Nova Scotia but no business is reported.

COPPER.

The effect of the recent change in the duty whereby copper smelted from Canadian ores are admitted on the payment of the duty on the cost of smelting only is having its effect. This metal is now admitted at about 5 per cent duty. Local prices are therefore much lower. Round lots are selling at 14 to 14½c. and smaller quantities at 14½ to 15½c. The demand however is light.

TIN.

The market is dull this week and prices are easier. The slight improvement noted a week ago has disappeared and prices are back at the old figures. Large lots are jobbing at 22½c. and smaller quantities at 23½ to 24c.

LEAD.

The local market is firmer, but not quotably higher in sympathy with stronger cable reports. Pig remains at 3¾ to 4c. and bar at 4¾ to 5c.

ZINC AND SPELTER.

The market is slightly more active, but prices are steady and unchanged. Local stocks are light.

MARKETS—Continued.

ANTIMONY.

Quiet and unchanged, but with an easy feeling. Stocks here are very light, and on this account there is no reason why sellers should give concessions, but if any fresh shipments should arrive it would no doubt reduce quotations. Cookson's is held at 18 1-2 to 19 1-2c., and other brands 17 1-2 to 18 1-2c.

GALVANIZED SHEET IRON

Prices are unchanged. There has been a fair local movement, but the market is without feature.

TIN PLATES.

Most good brands and sizes of tin plates are becoming rapidly scarcer, but especially 20 x 28. Montreal is said to be completely bare of this size, and merchants have been applying west for supplies. Stocks here and in Hamilton and London are very much depleted. Holders say they will get \$6 per box for ordinary brands before there is any reduction in prices. Cables report the market steady at 17s. 6d. for cokes.

CANADA PLATES

Spot stocks being much lighter than usual and there being some demand for them, holders are asking stiffer prices, though the range is nominally the same—\$3.20 to \$3.25.

GLASS.

Is firm and in good demand. Supplies are increasing in the hands of jobbers here, but large lots which have been sold for shipment direct to country merchants will not be here before June. Some sizes are very scarce at the moment, especially the 14 x 28. Quotations are unchanged.

BINDER TWINE.

Prices have been reduced ¼c. and now stand as follows: Blue ribbon, 14c., red cap, 12c., crown, 11c., and silver composite, 9c.

NAILS.

Besides the reduction in freights which went into effect last week the Montreal nail makers have decided to equalize the freights from Montreal to points west to put them on a par with the Hamilton factory in competing for the Western trade. Any shipments of car lots in future from Montreal will be allowed the difference in freights. Hitherto the rate from Montreal to Toronto has been 12c. and from Hamilton to Toronto 9c. a difference of 3c. in favor of Hamilton.

PAINTS AND OILS.

The movements in paints, colors, varnishes and oils has been steady, not many fresh

orders have been booked. In the warehouses they have been kept busy in sending out orders to fill contracts.

Linseed oil remains steady at 65c. for raw and 68c. for boiled.

Turpentine is quiet at 62 to 63c.

OLD MATERIAL.

There has been more stuff offering this week, but there has not been any increase in the demand. Wrought scrap is firmer at 65 to 70c. here, but, as will be seen in another column \$2 to \$3 per ton more is paid in the Montreal district by the local mills. Dealers paying prices are as follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 65 to 70 c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Local prices are those of last week, but they are firmer. Business is fair.

The Petrolia Advertiser reports:—Petrolia crude, \$1.36¼ per bbl.; Oil Springs crude, \$1.38¼ per bbl. The above figures are the ruling prices for crude oil to-day in Petrolia, and are firm at those figures. We shall be surprised indeed if it does not touch \$1.40 by our next issue. The fact is crude is scarce, and the drill is not helping it at all by any developments that will increase the supply. Unless some new wells are struck the price of crude oil must necessarily reach \$1.50 per barrel, and, what is more, will remain there. The consumption is not decreasing, on the contrary it is constantly increasing and will continue to do so from this out, and when the Inland Revenue returns for the year ending 30th June next, are received, both producers and refiners will be astonished at the great increase which will have taken place this year in the consumption of Canadian refined oil. Refined oil is firmer in price, although naturally dull at this season of the year. We quote the price now at 12½ cents f.o.b. here, but all the refiners claim to be losing money even at that price.

HIDES, ETC.

HIDES—Are steady at 5 to 5½c. for green.

SKINS—Are unchanged, bringing \$1 to \$1.45.

TALLOW—Is selling at 2c. for rough and 5½ to 6c. for refined.

WOOL—Is as inactive as ever at 19½ to 20c.

RAW FURS.

Trade is dull. The quotations are the same as those of a week ago. They are:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

AMERICAN MARKETS.

NEW YORK, April 9, 1891.

Local dealers have enjoyed a fair demand for foundry grades of pig iron that are most popular with consumers at points tributary to this market, but trade has otherwise been slow, and the market is without change in any essential particular. The deliveries of strictly No. 1 iron seems still to be quite in line with the output of the same, and sellers are obtaining \$17 to \$18 per ton, according to brand. No. 2 foundry iron is in relatively larger supply, however, and secured without difficulty at about \$1.50 per ton below the figures current for the higher grade. Mill grade (No. 3) is valued at about \$14 to \$15, but finds limited sale in this quarter. It is stated that fully 30,000 tons of "warrant" iron have been sold during the past six or eight weeks, the greater portion of which was taken by the Western trade, and only one-third of the entire amount for speculative purposes. In point of fact, it would appear that regular dealers have absorbed about 20,000 tons, and they are steadily disposing of their purchases in the regular routine trade with consumers. Good brands of Bessemer pig are selling at \$15.50 to \$16 at furnace, but the movement of this and other steel-making material is still more or less unfavorably affected by the rather dull condition of the market for steel productions. Twenty per cent. spiegeleisen is still quoted at \$28 to \$29; and 80 per cent. ferro-manganese at \$61 to \$63, with the movement moderate and demand slow.

OLD IRON.

For old iron the demand continues slow. Orders are invariably small, as well as few in number, and the average bids are about \$1 per ton below sellers' ideas of value.



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

About \$22 to \$22.50 is quoted for the rails and \$21 to \$21.50 for No. 1 wrought scrap—both f.o.b. cars at Jersey City.

STEEL RAILS.

Local sales agents have secured very few orders for steel rails, but note that considerable business is now on the tapis, with indications that buyers are gradually being educated up to the \$30 rate. Apart from about 4,000 to 5,000 tons taken by the Western New York & Pennsylvania Railroad Company, no Eastern business was reported. The Chicago mills, it was stated, have booked orders for 24,000 tons at \$31 there, including one for 10,000 tons. Steel billets and slabs are selling at \$26 and a shade under, and wire rods at \$37 in Pittsburgh, but slowly. The market for these productions appears weak.

COPPER.

There have been no new rumors in the copper market, and, as reflected in actual business, the situation at present is practically the same as it was last week. Consumers, do not appear to depart from the previous line of action, nor has there been any radical move by sellers. Lake Superior ingot is variously quoted. About $13\frac{1}{2}\%$ @ $13\frac{1}{2}\%$ c. for prompt and $13\frac{3}{4}\%$ c. for prompt and $13\frac{1}{2}\%$ @ $13\frac{3}{4}\%$ c. for future delivery would appear to represent present market values. Arizona ingot sold in a small way at $12\frac{1}{2}\%$ c. and casting copper at $11\frac{1}{2}\%$ @ $11\frac{1}{2}\%$ c. The London market has changed very little. Latest cables quoted merchant bars at £52 5s. for prompt and £52 10s. for future delivery.

PIG TIN.

The pig tin speculation has quieted down considerably, and the surface indications are that the clique who figured conspicuously as buyers last week have about as heavy a load as they can conveniently carry at the present time. However, there are some signs that the deal will be carried over into next week, and it may be that the present signs of weariness are deceptive. The transactions recorded on the Metal Exchange the past three days involve a total of 160 tons, including spot at 20.30c., April delivery at 20.30c., and May to August delivery inclusive at 20.20c. Spot prices at the close were 20.30 to 20.35c. net cash for 10-ton lots and $20\frac{1}{4}\%$ to $20\frac{3}{4}\%$ c. regular for jobbing quantities.

PIG LEAD.

Prices for pig lead have averaged somewhat lower under the influence of more liberal offering, particularly from the West, and moderate demand. About 400 tons went at 4.30c. in good sized lots, and $4.32\frac{1}{2}$ to 4.35c. was accepted for single carloads.

SPELTER.

Spelter is also a shade weaker. As a rule sellers quote prime Western at 5.10c. for early shipment, but a few carloads have been sold at 5.05c., and it is believed that the latter price would secure additional quantities.

TIN PLATES.

The tin plate market is positively dull, and with arrivals heavy and likely to continue so, the next 60 days' prices are unsettled: We quote: Charcoal, $\frac{1}{2}$ cross assortment, Melyn grade, \$6.25 to; for each additional X add \$.15. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.85 to \$6.95; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.50 to ..; M. F., 20x28, \$15.00; Worcester, 14x20, \$5.62 $\frac{1}{2}$ to Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.15 to; Dean grade, 20x28, \$10.30 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$9.90 to; I. C. Coke—Penlan grade (iron), \$5.25 to

....; J. B. grade, 14x20, \$5.35 to; I. C. Bessemer steel, 14x20, coke finish, \$5.25 to \$5.27 $\frac{1}{2}$; I. C. Siemen's steel, coke finish, \$5.50; I. C. Bessemer steel, squares, \$5.75 to basis; I. C. Siemens steel, squares, \$5.85 to \$6.00 basis.

ADVERTISING BY MANUFACTURERS AND WHOLESALEERS.

It is from the class of manufacturers or wholesalers selling but a few customers that one frequently hears the remark that "Advertising will not sell goods; my salesman must see the customer to make the sale, even if I do advertise."

How many first sales are made in any business without the dealer or his representative meeting the customer? In the retail trade it is the almost invariable rule that the seller meets the purchaser. "Yes, but that is different," he will reply; "the customer comes to the store, while we have to go to the customer." What brings the customer to the store? Advertising, most assuredly, or prosperous firms would long ago have ceased to employ it. And what is the difference between advertising to people whom you cannot sell unless they come to you, and advertising to people whom you choose to subsequently visit? There is none, except your one great advantage that the retailer cannot make the sale unless the prospective customer calls of his own volition, while you follow up your man and adjust yourself to his convenience. Advertise in neither case and your traveling salesman is in the same position as the clerk behind the retail counter; and in either instance you lose the decided advantage of the previous knowledge, on the part of the prospective purchaser, of your firm, business, goods and prices. For it must not be presumed that the average manufacturer is more thoroughly known to the trade throughout the country than the average store to the residents of any city. And even then inadaptability in the salesman, goods or prices can defeat either sale.

Carry it further. Are not polite treatment, honest goods and fair prices as much of a hold upon a retail customer's regular trade as the same qualities in your travelling salesman and goods? And if those qualities can be made to hold business in the wholesale trade, why not in the retail trade? Is a green salesman any more efficient in one trade than the other? Is an experienced salesman less efficient? Does the dealer buy stock of the first salesman who comes along any oftener than the retail purchaser takes the goods at the first store visited? Is it not a fact that the last store visited is the one where the sale is made, and that the dealer is often "not ready to buy," but really waiting to see several of "the boys'" samples before he does buy? Why does the retail customer inquire for particular goods at a particular store? There are other stores,

just as well known, that keep the same kind of goods. Why does the dealer wait to see a particular line of samples from a particular house? He has already been shown the same kind of samples from just as good a house. Possibly it is advertising that incites the inquiry of the retail purchaser; it is just as liable to be advertising that causes the dealer's action. You admit that it is advertising that makes the retailer's business; what logic have you upon which to deny that it will make the wholesaler's business?

And actually does the manufacturer who is desirous of selling only jobbers employ advertising at a disadvantage in comparison with the manufacturer catering to the retailers? Take the shoe business. There is no manufacturer who makes so complete a line of goods that he can stock any retail store in the country, and many manufacturers could not even supply a single want of every retailer. If his price is right, the material, quality, style of workmanship of any of his lines may not just fit the retailer's want; or everything may be right except the price, which, satisfactory in one section of the country, is too high for another. He may be able to sell all around a particular retailer, and yet not meet his requirements. Yet that retailer, and many others, is a regular reader of his advertisement. Neither can this manufacturer for the retail trade reap direct benefit from the copies of the publication that go to other manufacturers, or to the jobbing and certain other branches of the shoe trade. Like all advertising manufacturers, the man who wishes to sell only jobbers, or a certain class of trade, must use a publication a considerable part of the circulation of which has not full value for him. But in view of the fact that his average sale is equivalent to several sales to a retailer, the fact that but a small per cent of the paper's readers are his possible customers still leaves him on a par, as regards business results, with the manufacturer who sells to retailers, and whose business connections are more numerous. He has as good an opportunity of securing the trade of certain per cent of the jobbers as the other manufacturer has of securing the trade or the same per cent of retailers. And that is all he wants.

It is only by such arguments that a class of possible advertisers can be made to understand that they are not paying an undue price for advertising. It is sometimes necessary to establish an individual kindergarden for each (hoped for) advertiser, and to so grade the children in classes that the lessons may not be too difficult. Some men will accept electricity, theology and a lot of other things upon the say-so of anybody, but will stand around and watch the advertising success of others, and emit nothing but a great big "Why?" as an answer to every argument. If they had not accepted the use of electricity and the theories of theology upon the knowledge and experience of others they would now be going

to bed when it becomes dark under the table and wallowing in uncertainty as to their future disposition. But when it comes to advertising—"Oh, I had a card in the paper once. Run it three months and it cost me forty dollars. Didn't do no good."

Probably if he had advertised mosquito hides or steel steamships given away to children he might have received some replies and have sold some of his regular goods. But he had a card, and it cost forty dollars. Bah!

All of which is upon the supposition that the manufacturer wants customers. If he does not, by all means he should not advertise.—A. C. Ladd, in *Printers Ink*.

PAINTING OF THE FORTH BRIDGE.

As some curiosity has been expressed as to the quantity of paints and oils used in the construction of the Forth bridge, the officials of the company requested Messrs. Craig & Rose, of London and Glasgow, who held the contract throughout, to make up a statement of the amounts actually supplied, and these were found as follows:—Machinery and illuminating oils, 980,072 gallons; paint oils, 35,527 gallons; paint, 250 tons. It is computed that the quantity of oil used would have been sufficient to float one of Her Majesty's first-class cruisers and sufficient paint to cover 1,100 acres, or nearly two square miles of surface.—*Exchange*.

MINING LEGISLATION.

Mr. Hardy introduced to the Assembly on Wednesday the amendments to the acts concerning the mining lands. In doing so he said he would not go into particulars of the bills, but would indicate the general direction of the Government policy. Their principles were:

1. That the Government shall not readily part with the ownership of their public lands without receiving some adequate consideration for the general uses of the Province, and that when sold it shall be for the bona fide purpose of mining rather than for speculative purposes.

2. To secure as early and rapid a development of the lands as may be possible.

3. To secure a revenue to the Province—1st, by the sale or rental of the lands; 2nd, from the actual workings of the mines by way of royalty. It is sought to secure these ends: (a) by fixing a higher price for the land when sold, and (b) by requiring development within a limited time.

4. To introduce the option of leasehold at an annual rent instead of a grant in fee simple, thus retaining the fee in the Crown.

5. In making grants of lands for agricultural purposes to retain the ownership of the minerals in the Crown.

6. The establishment of a bureau of mines and the appointment of a director of mines.

With regard to the last point the Government had considered carefully the representations of the Mining Convention. It was

not probable that the Government would at present be increased by an additional member. There might be arguments in favor of it, but the convention had considered less the general question than the single one of developing the mining interests. The question was too serious a one to rush into. But if the bureau is established the officer in charge would have a position similar to that of Mr. Blue, of the Bureau of Statistics. There would also be a mining inspector thoroughly conversant with mining matters, and who would eventually become a permanent officer. The director and inspector would have salaries equal to that of a deputy head.

The three bills dealing with these subjects were read a first time.

A FIND OF FLINT INSTRUMENTS.

Year by year fresh traces of the earth's early inhabitants are being revealed. One of the most important of recent discoveries is that of M. Armand Vire, who, in a valley through which runs the Lunian river, has come across the remains of at least ten prehistoric settlements. The immense quantity of flint implements and refuse at one place, near the village of Lorrez-le-Bocage, some sixty miles south of Paris, seems to justify the conclusion that here must have been located a prehistoric manufacturing village where the flint was worked into the various shapes used by the primitive people of the early stone age. Some of the implements are of types hitherto unknown to science, including very small hatchets, which are supposed to have been funeral or votive offerings, and flint hooks from one to three inches long, the smaller probably having been designed as fish hooks.—*Boston Journal of Commerce*.

It is reported that at last an effort to manufacture tin plate in quantity, is to be made. It is said that the St. Louis Stamping Company has inaugurated the actual work of erecting the first tin works in this country, near the present rolling mills of the Stamping Company, at North Main and Angelrodt streets. The Stamping company is turning out tin plates now in a small way, but is expected that when the new works are completed it will put on the market between 400 and 500 boxes a day, and the capacity will be increased as the demand requires. The iron now used by this company in the manufacture of tin plate comes from Chattanooga, Tenn., but it is proposed to establish a mammoth steel mill and iron foundry just north of the new town of Madison, Ill., founded by the Merchants Bridge

Company. The mill will turn out all the iron sheets used in the manufacture of tin plate. Employment will be given to two thousand men.—*Chicago Journal of Commerce*.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can.
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelega.	Banq de St. Hyacinthe.
Molson's Bank.	East Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

No young man can possibly have mistaken his calling who finds in it what the world wants done

Soap and water are cheap, but soil on goods is expensive.

Rivalry, open, fair, good natured and enterprising, is the life of business.

Every line of goods embodies a history and a science worth years of study to understand.

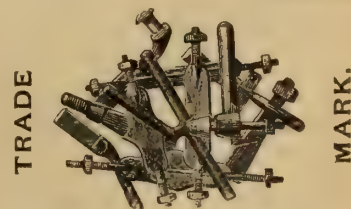
A feather duster disperses but does not remove the dust from the store.

You can lose more than we do by not subscribing for this paper.

TORONTO ROLLING MILL AND FORGING CO., LTD.

(Successors to the Toronto Drop Forge Co.,)

88 Esplanade St.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.



THE CHEAP APARTMENT STORE.

One of the most curious features of mercantile life to-day is the existence of the cheap apartment store. It is not strictly an American institution, though it flourishes better on this side of the water than abroad. Scientifically speaking, it might properly be treated as a development of the old-fashioned "general store," only with new environments and with added features. In its first inception it is entirely a "cheap" affair, basing its claims to patronage upon the "bargains" it offers. As the majority of consumers are always impressed by the idea of buying goods less than cost, and from the nature of things cannot be expected to have any idea of actual values, such appeals always attract numbers whose notions of cost are solely relative.

The fact that the apartment store offers any class of goods much less than they can be bought from the regular dealer may mean either that they are doing it for an advertisement or that they are content with smaller margins of profit. The usual wonder expressed is that they can sell goods so cheap, and yet make money—a kind of reductio ad absurdum to which the natural and logical reply is that they evidently handle many goods that must yield them satisfactory returns. As to the objection of their competitors in the separate lines of trade, that they do not conduct their operations in a legitimate way, that, of course, is something in which the general public have little interest, seeing that they care more for cheap purchases than for any maintenance of profits. If these stores prove successful, they sooner or later extend their line to include—with a few exceptions—almost everything usually sold by retail dealers. These few exceptions are notable, and are principally such articles of standard merit as are demanded because of their reputation and quality, and in whose purchase price cuts but little figure; or else it is some complicated line requiring a special knowledge and experience in its handling. As the greater mass of hardware is embraced in these two exceptions, it will be readily seen why these apartment stores have so little to offer in this line. A few cheap hatchets, padlocks and tacks usually make up their assortment. Among the crowd of bargain hunters at these stores the carpenters, machinists and builders are usually noticeable by their absence. As to the future of these stores, whether they are a permanent institution or merely a passing phase of mercantile life, must remain entirely a matter of opinion. For the present, however, they stand as remarkable instances of energy, skill in advertising, wide grasp of detail, shrewd knowledge of certain phases of human nature, and bold disregard of conventionalities and traditions on the part of their managers.—The Age of Steel.

HE GOT A RECEIPT.

"Some time ago I was trading in a village store," says a correspondent, "when one of the clerks came to the junior partner, who chanced to be waiting on me, and said: 'Won't you please step to the desk a moment? Pat Flynn wants to settle his bill, and insists on having a receipt.'"

"The merchant was evidently annoyed. 'Why, what does he want of a receipt?' he said; 'we never give one. Simply cross his account off the book; that is receipt enough.'"

"'So I told him,' answered the clerk, 'but he is not satisfied. You had better see him.'"

"So the proprietor stepped to the desk, and after greeting Pat with a 'good morning,' said, 'You wished to settle your bill, did you?' to which Pat replied in the affirmative.

"'Well,' said the merchant, 'there is no need of my giving you a receipt. See! I will cross your account off the book,' and suiting the action to the word he drew his pencil diagonally across the account. 'That is as good as a receipt.'"

"'And do ye mane that that settles it?' said Pat.

"'That settles it,' said the merchant.

"'And ye're sure ye'll never be afther askin' me fur it again?'"

"'We'll never ask you for it again,' said the merchant, decidedly.

"'Faith, thin,' said Pat, 'and I'll be afther kapin' me money in me pocket, for I haven't paid it yet.'"

"The merchant's face flushed angrily, so he retorted, 'Oh, well, I can rub that out.'"

"'Faith, now, and I thought that same,' said Pat.

"It is needless to add that Pat obtained his receipt."—Youths' Companion.

A SALESMAN'S VIEW OF IT.

"I'm dead tired of the load we fellows have to carry," said a crack salesman in our hearing. "We are accused of getting up all sorts of excuses, so that we can convince the house that it is desirable or necessary to cut prices. When our firm are accused by their competitors of having set the pace a little too swift on the down grade, it is a mighty convenient thing to lay it on the backs of the salesmen who are not there to speak for themselves. Why, I know that my own firm often give me credit for setting up a job on them, so that I can get special rates for a favorite customer. Perhaps I may do something of that kind once in a while, but it can't hold a candle to the cold-blooded, deliberate way in which members of the firm will not only once in a while, but often, cut their own prices when there isn't anything to be gained by it at all. You can't blame a salesman for trying to make himself solid with his best customers by securing for them the best treatment his house will grant. That's not only human nature, but it's a salesman's best trait. He ties customers to

him and to the house. But the firm; why, they cut for any sort of a buyer, whether his trade is worth having or not. Take a case in point. A while back I got into a jangle over some mixed-up shipments to a two-penny firm down at Mosquitoville. After a good deal of correspondence and no satisfaction to either party, one of the firm took a jaunt down to see the kicker, who was but a small buyer with only a limited credit, so that all the boys fought shy of selling him much of a bill, and when they did they took mighty good care to make him pay top prices. Well, when our high muck-a-muck went down to see him to settle the fuss, he not only granted everything that chap wanted, but sold him another bill, bigger than the house had ever booked in that direction before. I was nearly paralyzed on my next trip down there when my man showed me with a chuckle how well he had fared. The firm didn't give it away to me. Oh, no! I had been barely informed that the old trouble was adjusted and that the merchant in question had ordered some more goods to show his esteem for the house. Well, I was flabbergasted when I learned the facts. And the joke of it was that the member of our firm who sold the goods knew and was thoroughly conscious of what he was doing, for he cautioned the merchant not to tell me how well he had been treated. But he couldn't keep it to himself. He always wants to buy direct from the firm. He is through with travelling men, he says. I could go on giving you a lot more of just such freaks, but I guess I have said enough."—Iron Age.

THE NEW TEXTILE SUBSTITUTE.

The utilization of pine tree leaves for the manufacture of bagging, matting, etc., has become an industry of recognized importance, and in North Carolina a company has for some time been in operation for thus producing matting and bagging, with a capacity of 2,000 yards, the material being in every respect equal to jute, as well as cheaper. The process appears to be a simple one. The leaves of the long-leaf pine are gathered in a mass, and, on being weighed, are thrown into a large vat, where they are boiled in alkali at a low temperature for about twelve hours; then, after being thoroughly soaked in the same vats, they are taken by a continuous automatic process through the rubbing, wringing, carding, drying, recarding, drawing, roving, winding and weighing machines, in the latter of which the substance becomes an excellent article of bagging, and, after going through a calendering apparatus, is ready for use and the market. After leaving the wringer the process of manufacture is very nearly identical with that of cotton goods. As a material for upholstering purposes and for carpet lining it is found well adapted. It appears that for every foot of pine timber there is one pound of green leaves; nor is the tree at all injured by this treatment, though capable of being worked up successfully into the other fabrics above named. The principal use of the leaves thus far has been for the manufacture of bagging.—Boston Journal of Commerce.

H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.
Telephone 2164.

REPRESENTING
PECK, BENNY & CO.,
J. & C. HODGSON,
MILLER BROS & TOMS. } Montreal.
SHEPARD HARDWARE CO.
AMERICAN BIT BRACE CO., } Buffalo.
ETC., ETC.



When writing to our advertiser please inclose the above.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,
85 Gracechurch St., London, Eng.,
Exporters of
Naval and Oilmen's Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines


CONSIGNMENTS OF PRODUCE SOLICITED.

MITTENS.
Best and Cheapest in the Market.




Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.



Milk Can Trimmings, Ironclad and Broad Hoop Patterns, Delivery and Creamery Can Trimmings. All sizes of Body Stock for Cans. Our New Creamer Gauge, and Corrugated bottoms are the latest pattern. Sample order solicited.



Milk, Creamery and Delivery Cans made up. Refrigerators, Oil Stoves, Brass Bird Cages.

We make and supply everything used by the Stove and Tinware Trade.

The McClary Manufacturing Co.
LONDON. TORONTO. MONTREAL. WINNIPEG.

A. ALLAN, Pres. J. O. GRAVEL, Sec-Treas.
F. SCHOLDS, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers of the



Forsyth (Boston Belting Co'y)
Patent Seamless Rubber Belting

For the Dominion of Canada

—: Superior Quality Rubber Goods. —:

—O—O—O—O—O—O—
Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

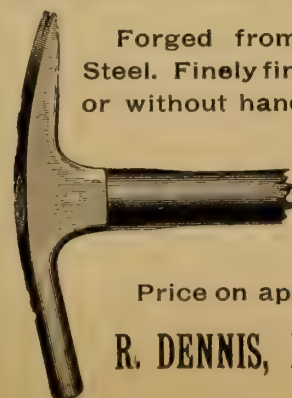
Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

UPHOLSTERERS HAMMERS



Forged from best Cast Steel. Finely finished. With or without handle.

The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

ECLECTIC

TUBULAR

ATTRACTING CUSTOM.

The suggestions contained in the following interesting remarks, says an exchange, upon the subject of attracting custom will be found valuable by those engaged in the retail stove and hardware business. The main object with every merchant is, of course, to have a satisfactory number of profitable sales, otherwise whatever be the merits of his management the business is a failure. There are fewer and fewer cases in which a merchant has the monopoly of the trade from the remoteness of other stores. Wherever a good living is to be made some new aspirant starts up to divide it with the first occupant, and in most places competition is so rife that a pro rata division would be insufficient for a subsistence. In almost every case, therefore, the competitive struggle is for the survival of the fittest, and unless a tradesman understands and practises some of the legitimate arts which attract customers he is at a great disadvantage compared with those who possess and employ these means.

Every year sees a greater fertility of resource displayed by those who are competing for trade, and every year an increased number of persons reaching out for custom, instead of waiting for it to enter their doors. Many persons of conservative notions may object to the expedients to attract trade resorted to by younger and more energetic men, but it must be borne in mind that adaptation to circumstances is the law of success, that usages that do not violate right principles acquire a sanction after they have been taken up by the majority, and that our truest wisdom lies in conforming to them. For example, there was a time when few tradesmen advertised. One by one enterprising men took advantage of the local paper or sent out circulars as a means of informing the public of what they had to sell, and perhaps thus stealing a march on some competitor. Now almost every trader advertises, and not to do so is to miss one of the best recognised means of drawing custom.

While there are means of attractive customers which are perfectly legitimate and commendable, there are others which are demoralizing, and which we would recommend no merchant to adopt, and if we can show a principle on which the dividing line may be drawn between the two classes it may assist many in pursuing a right policy. As a principle, we would say that whatever contributes to and helps regular, bona fide business is to be commended, even though it be a new departure, while anything that conflicts with established business principles, however effective it may seem to be in bringing results, is not to be regarded favorably. To illustrate: A well-worded circular, calling attention to one's store and goods, sent round to every resident, may be a new departure in a place, but it directly aims to bring customers to make regular purchases and is, therefore, an excellent idea. But the pro-

mise of a large chromo or a metal teapot to every purchaser of an article is a departure from legitimate business that we cannot approve of. A person who purchases an article is entitled to receive the best value that can be furnished for the money, after allowing a certain profit to the seller, and this does not admit of distributing other articles as gifts. Besides this, it encourages purchasers to look for that which they have no right to expect, and in practice we believe it is found to be attended with no permanent good result.

The same principle will be found to apply to the practice of cutting prices. In all cases where production is cheapened or transactions are conducted on such a scale as to popularize a commodity and it can be sold at a less price than formerly, the benefit is felt in the increased consumption, but where profit is placed below a living rate for the sake of inducing persons to patronize the store the action is hazardous, and if extended it must lead to bankruptcy. Where custom dictates that certain articles shall be sold at cost it is, perhaps, necessary to go with the tide, but this is no defence of the principle, which is manifestly a doubtful one. It is a bad principle to sell poor, indifferent, trashy goods because they can be offered at very low prices. Such goods it is against the interest of the public to buy at any price, and where a tradesman fails to satisfy his customers in his attempt to sell cheap he is destroying all hold upon their confidence and their trade. To give indiscriminate credit is also very injudicious. It is sometimes done to ingratiate customers, but it is acting in defiance of all prudence, and it is no wonder—as in a notable instance described to us recently—that the career of merchants who pursue this policy is a short one.

Provided the plan does not conflict with good business principles, there is a field for all manner of devices for securing the preference of customers, and the ingenuity and enterprise of the merchant who takes the additional trouble deserve reward. The time is long past when a merchant could sit still and leave the public to wait upon him; he must be stirring, must offer good value at reasonable prices, and take pains to make the public aware of the fact. He must make himself popular by all the means that his good taste and good sense may suggest—a cleanly, attractive shop, prompt and polite attendance, careful study of the wants and interest of customers. If there are any legitimate means of advertising himself he should not neglect them. But it is well to discriminate between that which really helps the business and that which, like the gift system, or cutting prices, or loose credits, may afford a momentary stimulus, but loads a man down with burdens that he must either carry or disappoint the expectations created. No method is good that demands the surrender

of self-respect. Cheap, flashy, and tawdry methods of advertising, as by a profusion of red paint and colored lamps, make a man conspicuous rather than popular and really offend those who are most worth pleasing. That popularity is worth most which is built upon solid, sterling qualities, on people well served with good reliable articles for which they come again, and which they recommend to others. Such a reputation cannot be built up without much pains and knowledge, but if it cost the most it is worth the most; and all ways of making one's self popular and of drawing customers may well be shaped on this plan—of winning good will, confidence, and respect while pursuing purely legitimate methods in the conduct of the business.

HE SAT UNDER THE SIGN.

He was a real pretty young man, and he was gotten up in the highest style of the art. He sat in the street car next to the stove, and regarded with evident admiration a pair of very positive, very loud checked and very new trousers, which he pulled up carefully at the knees to prevent any tendency to bagging.

The car rattled and clattered along and all the passengers gazed into upward vacancy, like all the street car passengers do. Finally a fair maiden who sat opposite the young man saw something and giggled, after the fashion of her kind. Then she looked at the nice young man and giggled again, then she nudged her fair companion and the fair companion gazed across the car, looked at the young man and giggled. A small boy followed their looks, stared at something over the young man's head and then snorted.

All this annoyed the nice young man, who had been looking very wise. The laughing increased and grew and spread and the nice young man grew desperate. He got up to see what was over his head that caused the unseemly cachination. He found it. It was one of those big cardboard signs designed by Oscar J. Gude that adorn horse cars. It was painted in big black letters, and it said:

"The young man sitting beneath this card is one of our customers. He is very fussy and hard to please, but my! isn't he an elegant dresser? He has on a pair of our \$3 pants."

The nice young man left the car—left it in haste, in anger—leaving behind him some very naughty words that smelt of sulphur.—Knight & Atmore's Weekly.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
A. J. Phillips.

TORONTO, ONT.



SALES MADE OR PENDING.

A. J. Chisholm, general merchant, Port Hastings, N.S., is selling out.

J. R. Grant, general merchant, Lucan, Ont., has sold out to Gillies Bros.

J. J. Dunlop, general merchant, Virden, Man., has sold out to Pineo & Merrick.

The stock in the estate of Wm. F. Thomson, general merchant, Millbank, Ont., is sold.

J. B. Allen & Co., hardware dealers, Toronto, advertise that they are giving up business.

Jas. Dickson, hardware and house furnishing dealer, Toronto, advertises to sell out by auction.

The estate of W. H. McNabb, hardware dealer, Milton, Ont., is advertised for sale by tender.

The stock in the estate of Hocking, McFadden & McQuaid, tinware and hardware dealers, Collingwood, Ont., is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Smith & Co., general merchants, Orono, Ont., have dissolved, G. M. Long continuing.

FIRES.

Geo. Maurer, general merchant, Teeswater, Ont., is burnt out.

A. Robb & Sons, founders, Amherst, N.S., are burnt out. Insured.

Grace A. Warren, general merchant, Brooklin, Ont., is burnt out.

F. Clementson & Co., dealers in crockery-ware, St. John, N.B., are partially burnt out. Insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

F. L. Malzard, general merchant, Arichat, N.S., has assigned.

D. R. Neving, tinware, etc., Ottawa, assigned to P. Larmouth.

J. J. Beaudet, general merchant, St. Philomene, Que., has assigned.

R. Larocque, general merchant, St. Ephren D'upton, Que., has assigned.

Napoleon Morin, general merchant, Chicoutimi, Que., has assigned.

Elisha Tingley, general merchant, Upper Sackville, N.B., has assigned.

D. H. Payne & Co., general merchants, Hartland, N.B., have assigned.

The creditors of F. X. Labelle, general merchant, St. Janvier, Que., have met.

H. N. Raby, general merchant, St. Andre Avelin, Que., has obtained an extension.

Henry Evison, hardware dealer, Collingwood, Ont., has assigned to Robert Burdette.

Fredrick Dresch, tinsmith, Elmwood, Ont., has assigned to C. J. Mickle, Chesley.

McMullen & Morrison, crockery and glass-ware dealers, Toronto, are offering to compromise.

T. A. Clark, general merchant, Straffordville, Ont., has assigned to C. F. Clarke, Tilsonburg.

McKeen, Moore & Co., hardware dealers and ship chandlers, North Sidney, N.S., are offering to compromise.

CURIOUS FREAKS OF STEEL.

The finest grades of razors are so delicate that even the famous Damascus sword blades cannot equal them in texture. It is not generally known that the grain of a Swedish razor is so sensitive that its general direction is changed after a short service. When you buy a fine razor the grains runs from the upper end of the outer point in a

diagonal direction toward the handle. Constant strapping will twist the steel until the grain appears to be straight up and down. Subsequent use will drag the grain outward from the edge, so that after steady use for several months the fibre of the steel occupies a position exactly the reverse of that which it did on the day of purchase. The process also affects the temper of the blade, and when the grain sets from the lower and outer point toward the back you have a razor which cannot be kept in condition, even by the most conscientious barber. But here's another curious freak that will take place in the same tool: Leave the razor alone for a month or two, and when you take it up you will find that the grain has assumed its first position. The operation can be repeated until the steel is worn through to the back.—Ex.

ASK FOR and see that you get
"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by Montreal Rolling Mills Co.,

Montreal, P.Q.

Members of the White Lead Association of Canada.

The Manufacturers' Life Insurance Company

—AND THE—

MANUFACTURERS' ACCIDENT INSURANCE COMPANY.

HEAD OFFICE: Traders' Bank Building, Yonge St., Toronto.
Capital, \$2,000,000 and \$1,000,000 respectively.

PRESIDENT: ---Rt. Hon. Sir John A. Macdonald, G.C.B., P.C.

VICE-PRESIDENTS: { GEO. GOODERHAM, President Bank of Toronto.
WM. BELL, Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

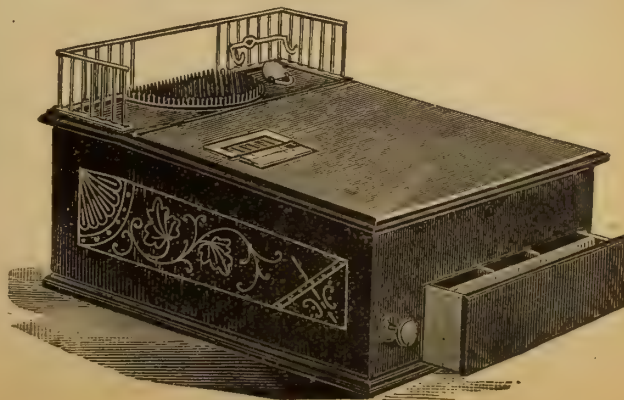
These Companies having two separate and distinct charters, Stock Capital, Government Deposits, etc., can issue a combination of Life and Accident Insurance, never before presented to the insuring public, and which can be issued by no other company in this or any other country unless so constituted. To professional men and all others who are likely to incur serious pecuniary inconvenience when laid aside by any casualty, such policies are calculated to prove a great boon. They afford more complete protection than life policies alone, at a very small additional cost, and may be applied to all plans of life insurance.

JOHN. F. ELLIS, Managing Director.

The Cashier

Is the cheapest and best Cash Register ever offered for Storekeepers' use. Price, \$45.00. It gives about the same results as the high-priced machines, detects dishonesty and carelessness, and is adapted to any business. Send for Circular or call and examine at 24 Front St. West, Toronto.

GEO. F. BOSTWICK.



"IMITATION IS THE SINCEREST FORM OF FLATTERY"
THAT THE GEM FREEZER IS RECOGNIZED AS THE BEST IS PROVEN
BY THE WAY OUR COMPETITORS ARE IMITATING ITS GOOD QUALITIES,
AND USE IT AS THE STANDARD OF COMPARISON WHEN
TRYING TO SELL THEIR OWN GOODS.

The Gem Freezer
The Best in the World.

WE ONLY CLAIM A DOUBLE ACTION FOR THE GEM FREEZER
BECAUSE IT IS IMPOSSIBLE TO GET MORE THAN TWO MOTIONS
FROM ANY SYSTEM OF GEARING IN USE AT PRESENT IN ANY
FREEZER.

WE MAKE NO CLAIMS THAT CANNOT BE FULLY PROVEN.

The Gem Freezer
The Best in the World.

DO NOT BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU
OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD"
OR "JUST THE SAME AS THE GEM." INSIST ON HAVING THE
GEM AND IF YOU CANNOT GET IT FROM YOUR REGULAR JOBBER,
WRITE TO US AND WE WILL TELL YOU WHERE YOU CAN GET IT,
OR QUOTE YOU PRICES AND DISCOUNTS.

The Gem Freezer
The Best in the World.

MANUFACTURED BY
AMERICAN MACHINE CO.,
LEHIGH AVENUE & AMERICAN STREET, PHILADELPHIA.

JOHN H. GRAHAM & CO.,
"R" MAN'RS. AGENTS, 113 CHAMBERS ST., NEW YORK.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures.

None are genuine unless bearing the

MARK.

TRADE



GRANTED

1764.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,

Ottawa and Toronto.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.



SHEPARD HARDWARE CO. BUFFALO, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	23, 24	
Straits 100 lb ingots	23, 24	
Strip	26, 28	
Tin Plates—Charcoal Plates, Bright.		
Bradley M.L.S.	Per box	
I.C., usual sizes	\$6 50 \$6 75	
I.X.	7 75 8 00	
I.X.X.	9 00 9 25	
Raven & P.D. Grades—		
I.C., usual sizes	5 50 5 75	
I.X.	6 50 6 75	
I.X.X.	7 50 7 75	
I.X.X.X.	8 50 8 75	
D.C., 12 1/2 x 17	5 00	
D.X., usual sizes	6 00	
D.X.X.	6 35 6 80	

Note—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 75 5 00	
I.C., special sizes	5 00 5 25	
B.V. Grade, I.C., usual		
sizes	4 85 5 00	

Note—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 75 9 00	
I.X. Terne Tin	10 75 11 00	

Charcoal Tin Boiler Plates.

Cookley Grade—		
I.X.X., 14x56, 50 sheet bxs	Per lb.	
" 14x60, "	6 1/2c, 7c	
" 14x65, "		

Iron and Steel.

Common Iron, per 100 lb	Base Price.	
Refined	\$2 30 2 40	
Horse Shoe	2 55 2 65	
Band	2 60 2 65	
Hoop	2 75 3 00	
Swedish	4 00 4 25	
Nova Scotia Bar Iron	2 75	
Domestic Bar	2 20 2 25	
Sleigh Shoe Steel	2 50 2 75	
Tire Steel	3 00 3 25	
Machinery	3 25 3 40	
Best Cast Steel, per lb.	0 13 1/4 0 14	
Russian Sheet	0 10 1/4 0 12	
Tank Plates	2 25 2 50	
Boiler Rivets	4 50 5 00	

Boiler Tubes.

2-inch	12c	
3-inch	17	

Boiler Plate.

1/2 inch.	\$2 75	
5-16 "	2 60	
3/8 " and thicker	2 50	

Sheet Iron.

1 to 20 gauge	3, 3 1/2	
22 to 24 "	2 1/2, 3	
26 "	3, 3 1/2	
28 "	3 1/2, 3 3/4	

Canada Plates.

Blaina.	1/2 bright \$ 20 3 25	
Boars Head.	" None	
Maple Leaf	" None	
All Bright.	" None	

Iron Pipe.

Wrought 57 1/2 to 60 p.c. dis.		
Galvanized, 27 1/2 to 30 p.c. dis.		
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.		

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	5 1/2, 5 3/4	
26 gauge, "	5 1/2, 5 3/4	
28 "	5 1/2, 5 3/4	
Gordon Crown—		
16 to 24 gauge, per lb	5 1/2, 5 3/4	
26 gauge, "	5 1/2, 5 3/4	
28 "	5 1/2, 5 3/4	

Note—Cheaper grades about 1/2 cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb.	7 1/2, 7 3/4	
" 1/2 "	6 1/2, 6 3/4	
" 5-16 "	5 1/2, 5 3/4	
" 3/8 "	5 1/2, 5 3/4	
" 7-16 "	5 1/2, 5 3/4	
" 1/2 "	4 1/2, 4 3/4	
" 3/4 & 1/2 inch "	3 1/2, 3 3/4	

Trace, per doz. pairs	\$3 60 5 90	
German coil, per 100 ft	1 65 2 70	
Jack chain, iron, single, per		
doz yards	0 13 0 50	
Jack chain, double, per doz		
yards	0 15	
Jack chain, brass, single, per		
doz yards	0 20 1 10	

Copper—Ingot.

Lake Superior, per lb	0 00 0 00	
Baltimore	"	
English B.S.	0 14 0 15 1/2	

Bolt or Bar.

Cut lengths, round, 1/2 to 3/4 in.	\$0 25 \$0 28	
" round & square		
1 to 2 in	0 23 0 26	

Note—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,		
16 oz, 14x48 and 14x60	\$0 1 0 19	
Untinned, 14 oz, and light,		
16 oz, irregular sizes	0 19 0 20	

Note—Extra for tinning, 2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x		
48 and 14x60	0 29 0 30	
Brass. (In sheets.)		
4x6 ft, 25 to 30 lb ea, per lb.	0 22 0 26	
" 35 to 45 "	0 21 0 22	
" 50 lb and above per lb	0 20 0 21	

Boiler & T.K. Pits.

Plain Tinned, per lb.	0 25	
Spun "	0 29	

Wire.

Pure, in coils—		
From 1 to 20 gauge.	0 25 0 27	
From 20 gauge, up	0 28 0 30	

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25	
" 27 to 30 "	0 23 0 29	
" 30 and up "	0 26 0 29	
Sheets, hand-rolled 2x4 ft.	0 25	

Zinc Spelter.

Foreign, per lb.	0 05 1/2 0 06	
Domestic	0 05 1/2 0 05 1/2	

Zinc Sheet.

5 cwt casks	0 06 1/2 0 07	
Part casks	0 07 0 07 1/2	

Lead.

Imported Pig, per lb.	0 03 1/2 0 04	
Domestic	0 03 1/2 0 04	
Bar, 1 pound	0 04 1/2 0 05	
Sheets, 2 1/2 lbs, per square ft,		
by roll	5 00 5 25	
Sheets, 3 to 6 lbs, per sq ft,		
by roll	4 75 5 00	

Note—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb	0 18 0 20	
------------------------------	-----------	--

Note—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb.	\$0 18 1/2 0 19 1/2	
Other makes	0 17 1/2 0 18 1/2	

White Lead.

Pure, Assoc. guarantee, ground		
in oil, 25 lb. irons, per lb.	5 1/2	
No. 1 Do.	0 5 1/2	
No. 2 Do.	0 4 1/2	
No. 3 Do.	0 4 1/2	

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)		
Pure, per gallon	\$1 05 \$1 10	
2nd qualities	0 85 0 90	

Colors in Oil.

(25 lb tins, Standard Quality.)		
Venetian Red, per lb.	0 05	
Chrome Yellow	0 09	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
Green	0 09	
Chrome	0 08	
French Imperial Green	0 14	

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1 40	
" (J.F.L.S.)	1 75	
Venetian Red (R.C.2)	1 50	
Ven. Red, Cookson's	2 00	
English Oxides	3 25	
American	2 25	
Paris Green, per lb	0 16 0 17	
Burnt Sienna	0 08 1/2	
Burnt Umber	0 05	
do pure	0 07	
Drop Black	0 09	
Chrome Yellows	0 12	
Greens	0 12	
Golden Ochre	0 03 1/2	

Varnishes (in bbls).

No. 1 Furniture, per gal.	0 70	
Extra	1 00	
Brown Japan	0 70	
No. 1 Carriage	1 50	
Gold Size Japan	1 40	
Pure Orange Shellac	2 20	
Hard Oil Finish	1 50	

Linseed Oil (in bbls).

Raw, per gal.	0 85	
Boiled	0 68	

Turpentine (in bbls)

Selected Packages, per gal.	0 62 0 63	
-----------------------------	-----------	--

Castor Oil.

Best, per lb.	0 10 1/2 0 12	
---------------	---------------	--

Glue (in bbls)

Common, broken	0 10 0 11	
French medal	0 12 0 15	
Cabinet makers	0 17 0 18	
White	0 16 0 17	

HARDWARE.

Ammunition—Cartridges.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.
E a 's, per 1,000. \$0 25 \$1 60

Anvils.
Per lb. 0 10 0 12½
Anvil and Vice combined each. 4 50

Augers.
Gilmour's, discount 50, 50 and 10.
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.
Sewing per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.
Patent Peg, per gross. 7 50 9 00
" Sewing, " 7 50 9 00

Awl and Tool Sets.
Millar's Falls, per doz. 2 80 8 30

Axes.
Per box. 6 00 12 00

Axle Grease.
Per gross. 8 00 15 00

Bath Tubs.
Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—Hand.
Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.
Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.
American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.
American, each. 2 00 5 00

House.
American, per lb. 0 35 0 40

Bellows.
Hand, per doz. 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 pe cent.

Belting.
No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.
Per doz. 5 00 6 00

Bits—Auger.
Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings', discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent. dis.

Car.
Gilmour's, 47½ to 50 per cent.

Expansive.
Clark's, 15 per cent.
Excelsior, 10 per cent.

Gumlet.
Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.
Annex 1 25 1 75
Mascot 1 35 1 85

Blind and Bed Staples.
All sizes, per lb. 0 11 0 15

Bolts.
Carriage, dis, 65 and 10 to 70 and 5 per cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent.

Boring Machines.
Complete, with Augers, ea. 5 25 7 00

Braces.
Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Miller's Falls 15 50 29 00

Brackets—Shelf.
Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.
Light, dis. 65 to 70 per cent.
Reversible, dis., 65 to 70 per cent.
Vegetable, per doz. 1 12 2 35
Henis, No. 8 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.
From 8 to 12 inch, per doz. 500 4 23

Batts—Brass.
Wrought Brass dis. 60 and 10 to 70 per cent.

Cast Iron.
Loose Pin, dis 65 to 65 and 5 per cent.
Wrought Steel.
Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.
Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.
Horse, per doz. 0 70 0 95

Carpet Stretchers.
American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.
Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 32 40

Cartridges—See Ammunition.
Castors.
Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.
No 31 and 32, per gross 8 50 11 25

Cement.
Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanea " 1 10

Chalk.
Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red " 0 05 0 06
Crayon, per gross 0 14 0 18
Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.
Boss or Daisy, dis. 50 and 10 to 60 p.c. from factory 60 and 10 per cent

Clamps.
Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.
Axle, dis. 65 p.c.

Coffee Mills.
Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.
American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.
Canadian, discount 25 p.c.

Door Springs.
Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.
American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.
Miller Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.
Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.
Dis 20 to 33½ p. c.

Fawcets.
Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz. 1 70
Petroleum, per doz. 4 50 6 50

Files.
Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.

Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. } Hellers
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list, 33½ p.c.

Fluting Machines.
Each 0 60 2 00

Forks.
Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.
Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis., 50 to 50 and 10 p.c.

Fruit Presses.
Henis' per doz. 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.
Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
Stanley's. dis. 50, 55 p. c.

Wire Gauges.
Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.
Window.
United Inches—Box Price.

Size	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
up to 26 inches	1.45-1.50	2.15	Double Diamond!	
26 to 40 in	1.55-1.60	2.35		
41 to 50		3.50-3.60		5.45
51 to 60		3.80-3.90		6.25
61 to 70		4.10-4.20		7.20
71 to 80				7.80
81 to 85				8.75
86 to 90				10.95
91 to 95				13.75
96 to 100				16.25
101 to 105				22.00

Pilkington.
Ordinary
1st break \$3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.
Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.
Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.
P. S. & W., per doz 4 25 4 65

Hammers—Nail.
Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.
Magnetic, per doz 1 10 1 50

Sledge.
Canadian, per lb. 0 12½ 0 15

Ball Pean.
English and Can., per lb. 0 25 0 37½

Handles.
Axe per doz 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.
Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.
C. & B., discount 30 per cent.

Hoe.
C. & B., discount 30 per cent.

Saw.
American, per doz 1 00 1 25

Plane.
American, per gross 3 15 3 75

Hammer and Hatchet.
American, per doz 0 50 0 80

Cross Cut Saw.
Canadian per pair 0 18 0 25

Hangers.
Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.
Can., dis. 37½, 40 p.c.

Hinges.
Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per
Heavy, per lb. 0 4½ 0 05
Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs
Spring 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hoes.
Garden, Mortar, etc., discount 40 per cent.

Planter's per doz 4 00 5 00

Hooks—Cast Iron
Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross. 1 00 3 00
Chandelier, per doz 0 50 1 13

Wrought Iron.
Wrought Hooks and Staples, Can dis. 17½, 20 p.c.

BOWMAN, KENNEDY & CO.,

LONDON, ONT.,

HEADQUARTERS FOR

General Shelf and Builders' Hardware, Cutlery, Silverware, etc. Glass, all kinds, single, double thick and fancy, Paint, Putty, etc. Oils, raw and boiled Linseed, Castor Oil, Coal and Machine Oil.

WHOLESALE ONLY.

HARDWARE.



No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, Water Works Dep't. Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,
DEAR SIR,—I am pleased to say that after nearly three years constant use, day and night, on our largest engine your Copperine has stood its work well. I have not had to renew any of the heavy bearings yet, so I consider that speaks for itself. I am pleased to recommend it to any one in need of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,

Chief Engineer Toronto Waterworks.



J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

PATENTS

Obtained in Canada, United States, Great Britain and all Foreign Countries.

TRADE MARKS, DESIGNS AND COPYRIGHTS REGISTERED

FETHERSTONHAUGH & CO.,

Solicitors of Patents and Experts.

Canadian Bank of Commerce Building (2nd floor),

TORONTO.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.



Improved patent asbestos floor and partition tiles. Patentees and Sole Manufacturers, Canada and United States, Fairgrieve & Craig, 128 Richmond St., W. Toronto

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER

BUILDERS' & CONTRACTORS'
SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.



HARDWARE.



(PATENTED.)

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

No More Broken Handles.
All Heavy Nickel Plated.
ATTRACTIVE,
DURABLE,
Easy to the Hand.
-NO EXTRA COST-



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-("TRAP")

PRIMERS B B CAPS,

Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

DOMINION WIRE

MANUFACTURING CO'Y,
LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.

"LYMAN" 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

FENCING.

Staples and Fencing Tools.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

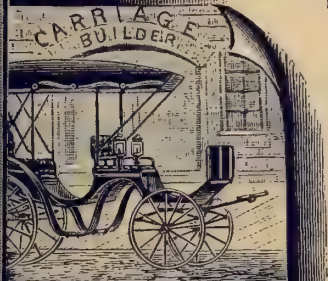
THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

APRIL 18, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

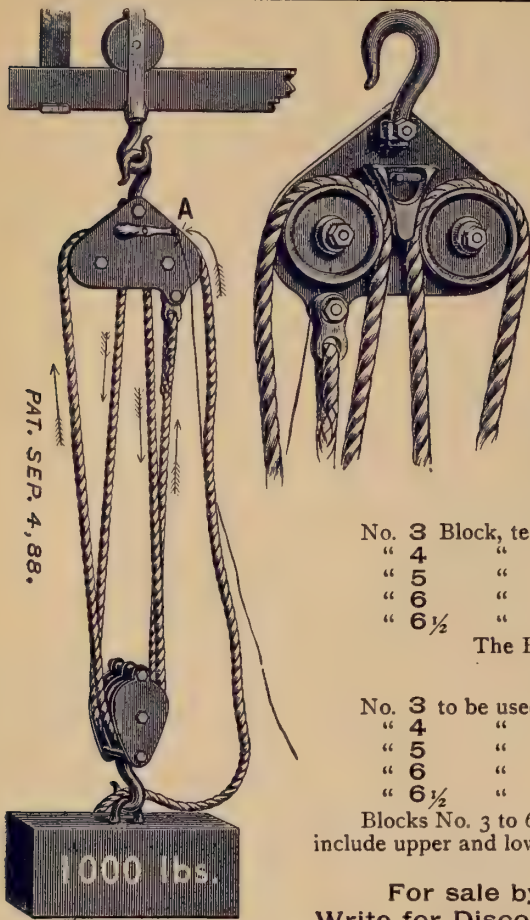
Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.



THE DETROIT PATENT SURE-GRIP STEEL TACKLE BLOCK.

This block will hold load at any point without fastening the rope. The wedge-shaped brake has a double grip; and is absolutely automatic and reliable. The heavier the load the better the grip. They are universally admitted to be the greatest improvement ever made in tackle blocks. In many instances fully half the cost of handling can be saved.

The body of the Block is made of steel plate. The pins are cold rolled steel. The essential castings are malleable iron, making the strongest and safest possible combination of materials, thus affording immunity from accidents in the highest degree.

Tested by Standard Weights.

No. 3	Block, tested without breaking.....	2800 lbs.	Capacity claimed.....	600 lbs.
" 4	" " " " " " " " " " " "	3800 "	" " " " " " " " " "	1000 "
" 5	" " " " " " " " " " " "	4500 "	" " " " " " " " " "	1800 "
" 6	" " " " " " " " " " " "	5800 "	" " " " " " " " " "	2500 "
" 6 1/2	" " " " " " " " " " " "	9000 "	" " " " " " " " " "	4000 "

The Brake always holds under the severest strain. Hundreds of testimonials.

List of Sizes and Prices.

No. 3	to be used with 3/8 inch rope, one man can lift 300 lbs., capacity 600.....	each	\$3 00
" 4	" " " " " " " " " " " "	350 " 1000.....	" 5 50
" 5	" " " " " " " " " " " "	400 " 1800.....	" 7 00
" 6	" " " " " " " " " " " "	450 " 2500.....	" 8 50
" 6 1/2	" " " " " " " " " " " "	850 " 4000.....	" 14 00

Blocks No. 3 to 6 require rope 5 times, and No. 6 1/2 7 times the height to be lifted. The above prices include upper and lower block—ROPE EXTRA.

For sale by the LEADING HARDWARE MERCHANTS in every town.
Write for Discounts to

RICE, LEWIS & SON; LIMITED, - TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH	HARDWARE	AMERICAN
CONTINENTAL		CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, APRIL 18, 1891

No. 16

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

THE SCARCITY OF TIN PLATES.

The most interesting point at present of an otherwise dull and featureless iron market is the great scarcity of tin plates in Canada. Stocks of them have been small all along, and prices have been working firmer. Owing to the peculiar position of primary markets no fresh supplies could be had, although quotations for delivery away ahead were made at reductions of over a shilling or so. As it is at present however no fresh supplies can be here until the middle of May, and there will be no great difference in price as regards the first arrivals and present ruling quotations for stock lots here. Recently the evidences of the scarcity have been more pronounced than ever, and the other day a telegraphic order from British Columbia for a round lot of 1000 boxes prompt delivery could not be filled because that quantity positively could not be had here. This is no exaggeration but an actual fact, for everything has been taken off the market, as the fact that Bradley plates the most superior brand, are selling for 1 C's at \$6.00 plainly indicates. First, all the ordinary cokes were taken freely on the basis of \$4.75; then the stocks of P. D. crown, the next higher brand, were practically exhausted on a \$5.25 basis, and now, as above stated, the demand has worked down to the dearest variety—the Bradley plates. This condition of affairs is solely due to the action of buyers themselves during last fall in persistently holding back from purchasing in the expectation of securing better terms. They imagined that the importers would bring out their usual supplies, but with the English

market as it was during the fall and early winter, importers did not feel justified in going it blind, and accordingly the buyers were and are left for the time being, and had to pay through the nose for what supplies they required, although the market is certain to go off after the first couple of months of the open season. In fact the present state of affairs cannot be of long duration—say a couple of months—for, as we have already stated in our regular market reports, offers for delivery in July and August have been made at a sensible reduction. The trouble is, however, that buyers generally have allowed their stocks to run so low that they cannot hold off. Briefly, this is where the shoe pinches.

SYMMETRY AND CONVENIENCE.

Symmetry ought to play an important part in all our ideas of stock display and shelf arrangement. It is an aid to the memory in the locating of sizes and grades of wares which vary in these respects, because it affords a general principle that can be kept in mind much easier than details can. It is also an element in all attractive effects. No mere chaos of handsome objects, let them be exhibited with what originality they may, can please permanently if their arrangement is unsymmetrical. Lop sided, top heavy, all limb and no body, spectacles are a grievance to every man or woman who has true taste. There may be apparent disarray which has a thread of order running through it to keep its parts neatly balanced, but such an effect can be reached only by people who have rather more than the rudiments of art in them. Such effects are useful, because they are out of the routine style, but it is hardly worth the while of the average shopkeeper to strive after them. The order in such seeming deshabille is like the method in the madness of the noble Dane. It is hard to

imitate, and when it is imitated the effect is so much like true disorder that it is a doubtful accomplishment to be able to imitate it.

While symmetry is an element of beauty it is also a principle of convenience. A single glance will take in more of a symmetrical spectacle than a continued scrutiny will of an unsymmetrical one. Any one who looks at the surfaces of the ordinary playing cards, dominoes, or dice-cubes can illustrate this for himself. A ten spot card has the marks upon it so arranged that a swift glance reveals the fact that there are ten spots. And it would be an easy matter to have those spots so disposed over the card that one would have to scan it for some time to see how many spots there were. But the symmetrical device in the arrangement of this and the other spot cards, of dominoes and dice-cubes, indicates the number like a flash.

There are endless opportunities for the shopkeeper to study out problems in symmetry. The arrangement of packages containing screws, nails, brads, butts, calls for symmetrical solution. The ranging of a scale of sizes runs best upward, according to the point of view of the spectator. This order will be balanced by an effect of perspective, which is to make objects seem to grow smaller as they recede. The better plan, therefore, is to have the large objects or packages in any line recede from the front of the shop.

In all dispositions of groups that are supposed to make a separate collection there must be an attempt to match right and left, and put the top in keeping with the base. The plan of dressing the shop by making up groups of lines is a good one, for it expands into a stock-keeping system in the minds of people who have any constructiveness in them. The shopkeeper may begin to plan his display of pocket-knives. When he gets that done he will find that he has just got to

a point where the plan may be improved by taking in other knives; when he has added carvers and table knives to his cutlery cabinet, he concludes that razors must have a place in the arrangement, and so on with shears, scissors and edge-tools. This gradual development of a plan of display is sure to be the outcome of attention to groups, and attention to groups ought to be based on symmetry.

Convenience is one of the fruits of symmetrical arrangement. The trader can more easily carry about a mental map of his stock if he has it in balanced order, and thus can get the article he wants more readily. The trim look of his store is an effect that of itself ought to induce the trader to have all things symmetrically disposed.

H. R. IVES & CO. TO REBUILD.

In a recent newspaper interview Mr. H. R. Ives, of H. R. Ives & Co., Longueuil, Que., was asked if he intended rebuilding the portion of the works destroyed by fire last fall.

"That certainly is my intention," said Mr. Ives, "but I purpose to hereafter carry on the business in the form of a separate company, as I find I cannot do justice in personally superintending two such large concerns. I may say that when the fire took place we had placed a new engine in position, a new boiler was at the gate ready to be put in, and the place was fully stocked with iron, coal and sand for six months' consumption. Had the fire department been at all adequate there would have been no extensive damage done. The most valuable building, which was a new one, filled with the latest machinery for manufacturing purposes and also with a large amount of stock in process of manufacture, was separate from the other buildings and was of fireproof exterior, and would not have been burned if there had been any efficient organization of the fire department. This fire occurred at an unfortunate season, when it was too late to rebuild for the fall trade, and we had no alternative but to wait until spring. I may say, also, that when the question of unrestricted reciprocity was raised no manufacturer with an uncertainty of this kind staring him in the face would think of increasing his works, and no capitalist would be willing to invest money so long as there was any possibility of the Government of the country favoring such a policy."

"What are the present prospects of rebuilding the works?" asked the reporter.

"I may say that I am negotiating with an American manufacturer with some capital to join me in this enterprise, and to take the active management of the business. It is my intention to rebuild upon a larger scale, and with increased facilities."

"In the meantime, have you not been manufacturing some of these goods at your works on this side?"

"I have been making several lines in order to keep my stock well assorted, and also to

give employment to many of the old hands who still live in Longueuil and come over to the city to work here."

"How many hands did you employ in Longueuil?"

"About one hundred and twenty-five. We had been working in Longueuil about eight years at the time of the fire."

In speaking of the character of the goods manufactured in the two foundries, Mr. Ives said that they had recently made extensive additions to their plant here and had erected warehouses covering a large area.

EXTENT OF THE SUDBURY NICKEL DEPOSITS.

In view of the prospective demand for nickel in the manufacture of high grade steel, the report of the United States Government experts to the Bureau of Ordnance (now for the first time before us) will be read with interest. These experts visited the Sudbury district of Canada last October and report as their conviction that "from the surface indications and the boring and shafts already sunk, that the company [Canadian Copper Company] have an amount of mineral which cannot be exhausted by this generation." A general summary of the present status of the nickel industry in the district named is given as follows:

	Canadian Copper Comp'y.	Do- min'n.	Vi- vian's,
Acres owned know to us.....	13,000	480	320
Additional claimed.....	.....	5,000	4,000
Amount of ore taken from mine to Oct. 1.....	105,000	45,000	8,000
Daily crushing capacity ore.....	1,200	400	150
Daily furnace capacity, matte.....	72	14	5
Estimate tons of ore above surface of ground in de- posits seen by us.....	650,000,000	2,500,000	240,000

It would thus appear that the Ohio corporation owns 94½ per cent. of the entire average, and 99½ per cent. of the estimated tonnage in sight.

The roasting yards of the company are located at the Copper Cliff mine. The full yearly capacity of the yards at present is 240,000 tons, but by additions that could be made in a month, the yearly capacity could be increased to 360,000 tons. Two furnaces are at present employed in reducing the ore to matte. Their full capacity is about 60 tons of matte per diem, the matte averaging 17 per cent. nickel and 23 per cent. copper. At this rate the daily output of nickel would be 10.2 tons. At the time the visit was made there were about 6,000 tons of matte ready for delivery.—American Manufacturer.

THE TIN PLATE TRADE.

The present condition of the tin plate trade is curious, and characterized by many features which are anomalous. The level of prices is somewhat high, owing to the recent large demand for the United States, and makers are disposed to hold out for full figures, under the impression that there will be at least one more "rush" from America prior to the coming into operation in July next of the duties imposed by the M'Kinley tariff. Whether this anticipation is or is not well-founded will shortly be seen, but it must be confessed that it seems improbable at the moment. Very heavy stocks have been accumulated here or in the States by buyers, and the course of values on the other side appears to indicate that a drop is on the

cards, the idea being that the American market cannot carry any larger quantity of tin plates than that which is already on hand. If that view is correct—and we should not be surprised to find it is—it follows that our tin plate manufacturers have now seen the best of their great market, and must be prepared to fight for the American trade on conditions which will be more onerous than at any former time. Exactly what may be the competition of the American tin plate makers cannot be foretold with accuracy, but there is a good deal of "blow" on the subject on the other side of the Atlantic, and if we are to believe some of the American newspapers, really marvellous progress is being made with the new industry. Many mills are said to be in progress, and there is constant jubilation amongst the Protectionists anent the driving out of the market of British tin plates. A very liberal discount may be safely taken off these statements, and it may be taken for granted that for some time after July next we shall send many tin plates across the Atlantic, yet in view of what is happening and may happen there, it would be prudent for our tin plate makers to use diligence in cultivating new markets. A report has been circulated to the effect that they are doing so in an organized manner by sending representatives to India, Ceylon, and China in order to teach the natives how to pack tea in tin plate boxes. This report is of the ben trovato order. It is good enough to be true, and sufficiently likely to be so on the face of it, but our enquiries have failed to elicit that it is accurate. We have enquired in all likely quarters, but have not been able to obtain any corroboration of the statement. We hope, nevertheless, that it is founded on fact, and that steps will be taken to induce the tea planters to use tin plates instead of the clumsy old wooden chest with its not very wholesome lead lining. Experiments have proven that tea can be packed and will in all respects keep well in tin plate boxes. Such boxes have been tried in Ceylon with marked success, and there is no reason whatever why they should not be used universally for the purpose in Ceylon and India. That method of packing would serve to distinguish the superior teas of our great Eastern dependency, and would have the great advantage of thereby breaking down the innate conservatism of the Chinese in the most effective manner. Apart from the tea trade, however, many new uses could be found for tin plates if the manufacturers will give their minds to the subject. The canning of fruit is becoming an industry in South Africa and Australia, and the preserved meat business is extending in many parts of the world. The loss of the American market—if it occurs—may prove to be the gain of the tin plate makers if they have the resolution to grasp their nettle, throw off the chains of their financiers, and exploit the world on their own account.—Ironmonger.

FISHING TACKLE FOR HARDWARE STORES.

"Toots" in N. Y. Hardware says: The season is fast approaching when the small boy will fail to put in an appearance at school some cloudy day, for he will have gone a-fishing. No Hexagonal Split Bamboo Rod, with multiplying reel and braided silk line, nor pocket book replete with Scarlet Ibis, Grizzly King and Coachman flies, but a pole cut in the woods, with line, hooks and a tin can of wriggling worms, completes his "outfit."

The scientific cast which lands a fly fifty feet away, just in front of a trout's nose, and the play which follows before the landing net takes the fish in "out of the wet," are unknown quantities to our young fisherman, but it frequently happens that, even with his primitive tackle, he carries home a bigger string of fish than many an amateur sportsman whose outfit has cost him a \$20 bill. There is a good story told of a dude angler who has made daily trips and invariably returned with an empty creel, but one day he came back to the hotel, his face radiant, and, in reply to the landlord's congratulations, said: "Well, I didn't catch any fish, but I made a straight cast just eighty feet—measured the distance—what do you think of that?"

Now, although nothing in the Sporting Goods Line has been more progressive in the way of inventions than Fishing Tackle, it requires something more than simply possessing the most approved appliances to make a successful angler, and, in fact, it is more difficult to land a three-pound trout on a seven-ounce rod, even after he is hooked, than the inexperienced angler would think. Casting, of itself, is an art requiring much practice, and to do this in the most telling way, the recovery of the rod must be perfect. Dexterity in the manipulation of the reel is also very essential, or the fish will shake the hook from his mouth on the first opportunity given him by a slack line.

The Multiplying Reel, with drag, and, if preferred, with adjustable click also, is one of the extras worth paying for. Some anglers prefer a multiplier with the drag, pressing the spool with the thumb, which answers the same purpose but is a little wearing on the thumb; again, some prefer a single action reel, with click, no drag. This is largely a matter of choice, although for quickness of action, combined with the most desirable improvements, my favorite is a quadruple multiplier, with balance handle, oil cup, sliding drag on right, and sliding click on left. With such a reel, whose action is almost perfection, and a Split Bamboo Rod of reliable make, the chances are more in favor of the angler, however much game the fish may show.

Both rods and reels of approved patterns have been much reduced in price during the last few years; hexagonal split bamboo rods,

for instance, are selling at retail now for about \$3 to \$5; these are, of course, machine made, but they are very strong and very elastic, and, used as a rod of this kind should be, will last for years. All Lancewood rods are even cheaper, and are well made and finished for the price; these comprise several grades, each grade of various weights, and all put up in grooved wood forms.

Common brass reels, raised pillar, holding forty yards of line, are sold for 25 cents; a fair quality nickel plated click reel, holding forty yards of line, can now be bought for 75 cents, or less, and a multiplier, with drag, for a dollar. It appears from this that it is cheaper to go a-fishing than to stay at home, as the implements for this most healthful and enjoyable pastime are within the reach of all. Some who love the sport are deterred from going to the most popular fishing resorts from their inability to cast a fly in the most scientific manner; this can be remedied by practising it in any open space where there is room for experimenting. A friend of the writer made the flat roof of his house his field of operations, and was so successful that in a short time he could land his fly on a pocket handkerchief almost every time at twenty yards. A number of books on fly casting are to be had, which also contains hints regarding the best flies to use, and other valuable information.

In addition to the almost endless variety of flies made with intent to deceive the wary Trout and gamy Black Bass, the poor fish has his favorite grubs and insects very closely imitated in soft rubber, besides the frogs, crawfish, helgamates, and minnows of many kinds.

The Fishing Tackle trade, although confined to a few months of a year, is a profitable one, as a good many articles are needed, besides those already mentioned, to make the modern angler's "kit" complete. Hardware dealers would do well to keep a line of samples, at least, as the fisherman comes early and often for his various needs. Trolling Spools sell well, and there is a constant demand for hooks, lines, floats sinkers and swivels.

WHERE OIL STONES COME FROM.

Washita oil-stone rock is crystallized silica. The crystals are very small, and are formed in clusters with point ends interlaced, leaving numerous cavities. These minute crystals are hexagonal in shape, with sharp points, and can be seen under a microscope when magnified about 100 times. They are harder than steel, and that is why whetstones cut from this rock will wear away and sharpen steel tools. Washita whetstones are called oil-stones, because oil must be used to fill the cavities and float away the steel particles that are cut off the tools. The peculiar geological formation from which these rocks are taken is not known to exist outside the State of Arkansas, where it occurs in many

of the mountains of Saline, Hot Springs, Garland and Montgomery counties. These strata are in a vertical position varying from nearly pendicular to horizontal, and have been considerably broken up by upheaval or folding of the earth crust.

PECULIAR PHENOMENA IN WELDING.

Iron is now plated with nickel by pressure between rolls at a welding heat, the nickel being recovered from the clippings and shearings of the plates by the actions of dilute sulphuric acid at a temperature of 55° C.; the iron is dissolved and the nickel is obtained in the form of thin sheets as it was melted upon the iron. The operation is complete when the evolution of hydrogen ceases even fresh acid at the same temperature has practically no effect. But though the separation of the two metals is apparently perfectly made, a curious fact is noted, namely, that when the residual nickel is chemically examined it is found to differ from its original composition, the amount of iron present being notably increased. For example, in a nickel containing originally only .09 per cent. of iron, two per cent. more was found when it was recovered from the plate cuttings, and even by a long continued treatment with dilute acid, the iron could not be sensibly reduced. This peculiar behavior, it is believed, points to the possibility of positive chemical combination taking place between the metals, and that alloys of iron and nickel are produced in the process of welding—it being a fact very well known to chemists and metallurgists that iron, with but even a small proportion of nickel, resists the action of acids much more effectively than the pure metal.—Australian Mining Standard.

WHY WOMEN FAIL AS DRUMMERS.

At a first glance, says the Detroit Free Press it strikes one as odd that women are not employed as travellers by wholesale millinery houses, corset manufacturers and other people employed in manufacturing or selling articles of female wear or ornament. The objections are many. A drummer must rough it to a certain extent, and he is supposed to rush business. He must travel by day or night, be out in all sorts of weather, put up with any kind of fare, ride in a palace car or take a freight train, and no woman could stand the wear and tear of it. Then, much as a woman is supposed to be given to "gab," a man can out-talk her in talking business.

He may have to make three or four trips from the hotel to store to catch the man he wants to see. He may have to get up at midnight and carry one end of his sample trunk through rain and mud to a depot a mile away. He gets into a bed on which the sheets are damp, gets along without fire in his room, sits down to any sort of a meal and has customers to see him both day and night. Women have been tried time and again, but most of them either quit on account of hardships or fail to take enough orders to make it pay. As canvassers for books or pictures they are all right, as they remain in a town for a few days or weeks at a time, and have no body in particular to see and are not limited to time.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

BINDER CORD:

Crown, Red Cap, Blue Ribbon, Silver Composite.

**Manila and Sisal Rope,
Lath Yarn, Packing, &c.**

LOCAL TRADE CONDITIONS.

There is no use disguising the fact that business both in volume and condition during the past three months was not up to what it was a year ago or for the corresponding period of 1889. Neither have results been as favorable. These facts were probably more marked in connection with local city business. It has been in an unsatisfactory shape. Strikes among the mechanics, failure among contractors and the increasing difficulty in obtaining loans on local property owing to the depressed condition of the real estate market combined to bring this about. Everything now points to a good healthy spring and summer business. There will not be so much disposition to inconsistent cutting in prices. Many weak-kneed brethren in the trade have been weeded out through the excessive competition, and in many cases gross mismanagement of the past, and those who have survived, and who are better fitted to do business, recognize the fact that they must obtain figures for their goods which will pay running expenses and at least a small interest on the capital invested. Payments here are only fair but in the country they are rather better than a year ago. They have lately shown considerable improvement. The retail dealers throughout the country, profiting by past experience, are collecting more closely. Very few of them seem to be overbuying, but at the same time they are keeping their stocks well assorted.

CUTTING IN COPPER.

Says the Montreal Trade Bulletin: It appears that a three cornered fight has been going on in the copper trade of this city, to the intense satisfaction of consumers who have been enabled to secure some very good sized lots of late at abnormally low figures. Two weeks ago the Trade Bulletin reported sales of round lots at 13c. per lb., which at

the time was considered rock bottom. The three principal Montreal sellers, however, have been pushing each other hard, and a few days ago a lot of 10,000 lbs. of Orford copper was sold at 12¾c. net cash, supposed to be for shipment West. The last sale is said to show a decline of about \$60 per ton from top prices, and it is hoped will prove the lowest point of this very remarkable decline. Prices to-day are quoted in this market at 13 to 14½c. per lb. as to quantity, and it is not expected that the inside figure will be further shaded, unless of course there is more fun on the triangle.

NEW GOODS.

THE TRIMO PIPE WRENCH.



The above cuts represent a new pipe wrench that is now being placed on this market, and so far, has met with a good sale. It is a neat article in appearance and will be found very serviceable. It has sev-

eral advantages over other wrenches of this sort. It grips the pipe firmly and without loss motion releases its hold readily; causes no trouble when used in close quarters and will not crush the pipe. It is made of forged steel. Plumbers, steam and gas fitters will find it a valuable addition to the numerous articles that represent their stock in trade.

CUSTOMS DECISIONS.

The Board of Customs rendered the following decisions last month:—

Brass locks, butts and hinges, and brass cabinetmakers' hardware generally, 35 per cent.

Brass pumps, 30 per cent.

Horn scoops, 20 per cent.

Indian red dry color, 30 per cent.

Malleable iron castings, to be used in the construction of carriages, 35 per cent.

Printers' leads, 30 per cent.

Razor strops, 25 per cent.

Shading machines, used in stone engraving, 30 per cent.

Sheet copper, planished and tinned, 30 per cent.

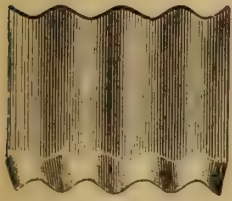
TO SEPARATE ORES.

A new form of magnetic separator has been introduced abroad, which embodies a number of alleged improvements over the forms at present used. It consists of a soft iron cylinder which is subjected to the magnetizing action of a current from a dynamo. Over the cylinder pass two endless chains of soft iron, which become magnetized from the cylinder, and thereby attracts the particles of ore. These particles attach themselves to the chain and are carried around until they are outside the influence of the cylinder, when they become detached and fall into a separate compartment. The separator is used in Spain for separating iron from zinc ore, and is able to treat three and a half tons of ore with an expenditure of one-quarter horse power.

CORRUGATED STEEL FASTENERS.

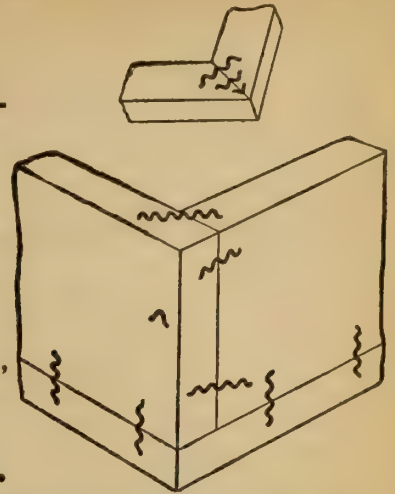
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.

All Manufacturers of Wood-work are interested in this Invention.



THE ONTARIO TACK CO., Hamilton, Ont.



Mr. Jas. Pellow, stove and tinware merchant, Oshawa, is adding a full line of shelf hardware, farm tools, etc., to his business this year.

Henry Dakin, brassfounder, Galt, Ont., has assigned to A. C. Fraser. A meeting of his creditors has been called for the 24th inst., at the Imperial Hotel, Galt.

Henry Brunsted, an old employee of the McClary Manufacturing Company, London fell down in a faint on Monday while at work. He was removed to his home where he died on Tuesday.

The hardware store of A. J. Fitzgerald, of Norwood, Ont., was broken into on Friday night and goods to the value of \$150 were carried off. The stolen goods consisted principally of jack-knives, revolvers, watches, and jewellery. Entrance was effected by removing a small pane of glass in a window at the rear of the store. There is as yet no clue to the burglars.

Mr. D. Cinnamon, Oshawa, has made many improvements in his store the past year, and his stock is complete in all that goes to make up the stock of a first-class hardware business. This year he will add a full line of the most popular stoves, as well as tinware, stamped goods, etc. He will also put on an addition in the rear for stove room purposes this spring.

Messrs. Everson & Hawkins, Oshawa, have found it necessary to build a 55 foot extension to their hardware store, which will be used for a storeroom and work shop. They are also re-modelling and re-flooring the front part, and when the work is done the store will be second to none for looks and business convenience outside the city. This firm handle the "Palace Range" as a "leader," as well as "Happy Thought."

The Decorator and Furnisher is a periodical that ought to be read by everybody interested in the making of a beautiful home,

and the April number is a distinct advance upon the splendid issues that have hitherto appeared of this valuable paper. Mr. J. W. Bliss, of Providence, Rhode Island, has again won the prize in the competition for designs in interior decoration, the subject of his drawing being "A Romanesque Hall," the reproduction of which will prove extremely interesting both to architects and decorators. There is a continuation of the series of beautiful charts for interior decoration, which are highly suggestive to people furnishing homes. The journal has struck the right thing in these charts, and we hope it will keep on publishing such until the people are educated as to the value of artistic interiors. The article descriptive of the new process of plastic embroidery, as applied to dresses, with illustrations of the borders and ornamentations of the dresses of Mrs. Annie Wolf, the Philadelphia lady lecturer, will interest lady readers very much, and there is a delightful dissertation on Old English Porcelain, which is lavishly illustrated. The most notable article of all is the continuation of the subject of The Modern House, its Decoration and Furniture. The illustrations given show the highest development of modern decorative art. There is also a description of the textile art work that is being done by the Associated Artists of New York, and there are illustrations of original designs for chairs and bedroom furniture. The Decorator and Furnisher is the standard of taste on all matters relating to house adornment. Home, next to woman herself, is one of the greatest factors in human life, and a journal that explains and illustrates the beautifying of the home, showing how artistic merit can be secured with an economic outlay of money, ought to be widely read and appreciated. The Decorator and Furnisher is published at 150 Nassau street, New York, the yearly subscription being \$4, single numbers 35c. Sold by all newsdealers.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

Every line of goods embodies a history and a science worth years of study to understand.

A feather duster disperses but does not remove the dust from the store.

PERSONAL SUPERVISION OF BUSINESS.

The dealer who fails to give his business personal supervision makes a mistake that he too often realizes only when it is too late. No matter how reliable and efficient his employes may be there is an urgent, never-ceasing demand for the presence of the proprietor in his store during business hours. It is not only to his advantage to be on hand and know what is going on, but customers are better satisfied to find him there in case a question should arise that the clerk would find it very difficult, if not wholly impossible, to pass upon. The dealer's personality becomes so closely identified with his business that it is not the same in his prolonged absence as when he is in the store at regular periods during each business day in the year. Recreation is well enough, in its way, but the sort of recreation that absorbs the greater portion of a merchant's time is not compatible with business success. Take two dealers in the same line, carrying equally good and complete stocks, and let one be found at the store regularly and the other semi-occasionally, often absent for several days at a time—and the one who is regular will certainly eventually absorb the cream of the trade. It is an unwritten law that "recreation" and "rest" must come after the merchant retires from business, and not too often during the battle for a competency. The General who says "come" to his troops accomplishes more than the one who says "go."—Stoves and Hardware Reporter.

Globe File Manufacturing Co.,
PORT HOPE, ONT.

Superior quality Files and Rasps.
All goods warranted.

For the convenience of the trade, a full stock of staple sizes, kept at 74 York St. Toronto.

H. D. SIMMONS,
Toronto Agent.

"ELEPHANT" Liquid Paints

READY FOR THE BRUSH.

THE STANDARD LIQUID PAINT OF CANADA

Every shade always on hand.
Color of contents shown outside
each package.

These fine paints are sold with our guarantee that the contents of every package have been tested and will be found satisfactory in every respect. They contain all the necessary ingredients to ensure their drying quickly, with a hard surface and rich gloss.

SUITABLE

For every description of Inside and Outside Work.

FLOOR PAINTS A SPECIALTY.

OVER ONE MILLION

Tins sold last season.

Superior Carriage Varnishes.

WRITE FOR PRICES.

Fine Wearing Body Varnish—This is a very pale Varnish, and excels in great brilliancy and durability. It takes some time to harden, but dries out of the way of dust in ten or twelve hours.

Best Coach Body Varnish—A superior light colored elastic Varnish, for fine Coach or Car work. It is very durable, and has a brilliant lustre.

No. 1 Coach Body—Not quite as durable as the above. On old work, one, or at most two coats are sufficient.

Best Hard Rubbing Body Varnish—A fine light colored Varnish, that hardens faster than Wearing Body; sets in about eight hours.

No. 1 Hard Rubbing—Not quite so light colored, but dries hard and rapidly.

Best Elastic Gearing—It is not so durable as our Fine Wearing Body, but is similar in brilliancy and working, when used over our Hard Rubbing, it will dry out of the way of dust in eight hours.

No. 1 Elastic Gearing—Is used principally for the running parts of Carriages and Cars. Sets in a few hours, flows smoothly.

Best Carriage Varnish—An excellent light colored durable Varnish for Carriage work, or the running parts of Coaches. It is also unsurpassed for the inside work of Cars.

No. 1 Carriage Varnish—A very serviceable Varnish for general purposes; good gloss; dries rapidly, and particularly useful in hurried work.

Coach Painter's Black Japan—For finest Finishing Work on Coach and Carriage Bodies.

Coach Painters' Japan Gold Size—A superior Oil Dryer of light color and elasticity. For binding, drying and hardening colors. Very pale.

Cabinet Varnishes. Leather Varnishes.

Spirit Varnishes. Ship Varnishes.

Black Varnishes. Indoor Varnishes.

SUPERFINE

CARRIAGE COLORS

GROUND IN

COACH PAINTERS' GOLD SIZE JAPAN.

Quick Drying.

Superior to Imported.

For the past two years used exclusively by the

Michigan Central R. R. Co.,

in competition with the highest American manufacturers.

Our colors are strong. The mills are the best. *We warrant every package.

PRIMING.

FILLING.

ROUGH STUFF.

We carry a full stock. Orders shipped same day as received.

EVERY DEPARTMENT COMPLETE.

FERGUSON, ALEXANDER & Co.,
Manufacturers, MONTREAL.

WIRE VS. CUT NAILS.

The brief history of the wire nail business given in the issue of this Journal of last week, has been largely discussed in local hardware circles, and the demoralized condition of the cut nail business pointed out. For many years the iron cut nail was of inferior quality in fact they grew worse all the time, until now the iron cut nail is not quoted in stocks—nothing but the steel nail being handled where the jobber can possibly avoid it. The figures are not at hand, nor will they be accessible until after the cut nail manufacturers come together and reach an understanding, but it is believed that the volume of business has deteriorated as greatly in cut nails as it

has increased in wire nails, at least in the last few years, and notably during 1890 and the present year. The falling off in the popularity of the cut nail is attributed to the enormous increase in the demand for wire nails and the cut nail manufacturers admit that the trade is in a demoralized condition. There have been several meetings of the cut nail manufacturers, but nothing has been accomplished towards a permanent revival of the industry.

Since the wire nail has become popular everywhere, increasing in eight years, in production, from 50,000 to 3,500,000 kegs, containing 100 pounds each, overproduction of cut nails has had a bad effect on the latter industry and the outlook for it is far from favorable. But there is another feature of the situation that causes the cut nail maker

far more alarm—wire nails are now sold at such a low figure that the difference in favor of the cut nail is too small to make it desirable. In 1882 a keg of wire nails, weighing 100 pounds, cost \$8.32. To-day the same amount of wire nails can be purchased as low as \$2.45 to \$2.50, or a decline of nearly \$6.00 per 100 pounds.

And yet it is admitted that the wire nail was not expected to compete with the cut nail for building purposes, at the outset. The cut nail had ruled the market at will. It was so staple that its quality had deteriorated while its production increased. There is scarcely any probability of cut nails again attaining the position wrested from them by the wire goods, but it does seem that if good, honest nails are made there is yet room for profit in that industry.—Stoves and Hardware Reporter.

THE PHILOSOPHY OF ADVERTISING.

The distinguishing feature of the present age in a business sense is the close and inseparable connection between printer's ink and success. Dr. Faustus is the patron saint of every nineteenth century enterprise. Advertising is the business motto of the times, publicity its foundation principle. The advertising columns of a great newspaper form a mirror of the period, in which are faithfully reflected all its characteristics, its tendencies, its ambitions, its aspirations, its needs and its achievements. The press has thus become not only the herald of all undertakings, great and little, but the oracle to which the world looks for authoritative information on all the business questions in which it is interested. All the civilized countries of the earth are converted by it into one vast exchange, in which all their millions of readers are brought together. Advertising has, therefore, become a necessity, but, like necessity in general, it has also become the mother of invention, and invention not always of a creditable character. Out of the business conditions of the times, so full of opportunity for the unscrupulous, have sprung false journalistic prophets and fraudulent oracles, which boast powers that they do not possess and make promises that they cannot fulfill. Not to advertise is to remain unknown, but there are certain mediums and methods of advertising which the careful business man sees will hurt rather than help him. People are too keen-sighted nowadays to be often deceived by mere pretense in such matters. The power and influence of a newspaper, for instance, are not to be measured by the number of pages which it prints in its daily or Sunday editions. Many papers of late have come to mistake size for greatness, and pride themselves on an inflation that is simply produced by the same agency that fills a balloon. Such shams are pricked and collapse under the sharp scrutiny of common sense. If a newspaper prints 24 or 36 pages to accommodate matter that would naturally occupy only a fourth of that space, the conclusion is irresistible that there is something wrong with it, and that it lacks real solidity and substance. When news columns and advertising columns are padded, and private business and general information are mixed up together, in the effort to force the public to swallow them altogether in one dose, like a sugar-coated pill, one naturally concludes that there is more poverty than enterprise in such methods. The necessity for padding shows the real thinness of the newspaper anatomy. The bill-poster, gift-enterprise style of journalism, which gives away its columns or sells them for a mere song, because it cannot fill them in any other way, and offers an "illustration," perhaps, as an additional inducement to advertisers, is not worth to the latter even the small price that they pay for it.



Keith & Fitzsimons

MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.

111 KING ST., TORONTO.

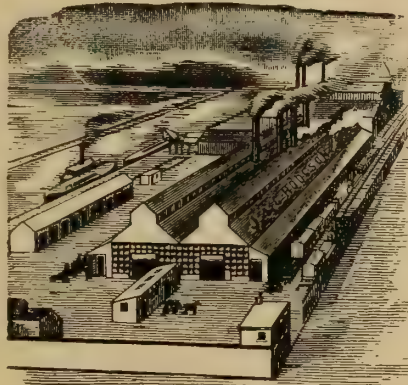
BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,

Our name is stamped on every pipe.

74 York St., Toronto.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
A. J. Phillips.**TORONTO, ONT.****MANDER BROS.**

English Varnishes

Have a world-wide reputation and have been found to be particularly adapted to

OUR CANADIAN CLIMATE.

SOLE AGENTS IN CANADA:

WALTER H. COTTINGHAM & CO.,

56 St. Peter St. MONTREAL,

It is usually the resort of newspapers of small circulation, but with a preposterous amount of cheek. Fire-rockets make a great display for a few seconds, but all they return is a stick, whereas, when a good marksman sends a more solid lead messenger after his game he always bags it. Newspaper advertisements may be as long as one chooses to make them, but they should be neatly expressed, displayed with taste, and never so presented as to compel the eye to travel all over a page to comprehend them. The "heavy" display suits the board fence and brick wall style of advertising, but never the newspaper. The one may be read at a distance; the other is held in the hand. Mere bigness is not greatness in the newspaper world any more than in any other department of human affairs, and mere pretense of doing a big advertising business is always the badge of sham and humbug. The tendency toward exaggerated display and flashy and sensational methods either in its news or business columns is an absolute indication of weakness on the part of the newspaper that employs them. It is the outgrowth of a sort of enterprise that has run itself in the ground in the West and is playing out in New York. Those who hold dead-head tickets to such journalistic shows laugh in their sleeves when they hear the magnificent boasts that are founded on these exhibitions of "phenomenal enterprise" and "business" by light-headed and excitable publishers with a penchant for humbugging.—Baltimore Sun.



HOW TO CHOOSE A BUSINESS.

One great mistake which is too frequently made by men who are just about to enter upon a business career is in the choice of the particular line which is best suited to their abilities, and in the pursuance of which they may be the most likely to succeed.

We are constantly hearing of the great success of some new enterprise, the sudden and rapid accumulation of wealth and influence by some one who has made a success of an enterprise, and immediately others are attracted to that particular line of business, not because of their fitness for it, not because it is a business for which they have a natural inclination, but because some one else has made money at it, and they think they see before them the golden opportunity.

We would not wish to place the least word of discouragement in the way of any young and ambitious man, but from careful observation of business interests, we sincerely believe that every one in choosing a business should be guided, not by the success or failure of others, but by his own natural tendencies and desires.

These men who have been so wonderfully successful have earned their success by hard and diligent labor, and because they were naturally and by education particularly adapted to just that business, and it does not follow that because they have been successful there is "millions in it" for every one. It is not so much the business as the man that has been a success.

When, as frequently happens, some one embarks in a new enterprise and makes money at it, there is a grand rush into that particular business by those who think that because one man has made money in it all they have to do is start the wheels, and then sit back while the money rolls in.

This is a mistake. If a man would succeed in any business at the present time, he can only do so by patient perseverance, hard and unceasing labor, coupled with natural ability and business tact.

Millions of dollars have been made in the machinery business, the cotton industry and the manufacture of silk or woollen goods, but because of this it does not follow that every man can make a success of the business. The man who has built up a reputation and acquired wealth in the manufacture of cotton goods would very likely have failed entirely had he gone into some other line.

Neither is it always the large and extensive business that makes a man's success. There are thousands of men who have begun in a small way, with a small plant and little capital that have by their perseverance and adaptability become largely successful.

There is a great deal in being able to choose the line of business to which you are best adapted, and when once the choice is made, stick to it. Don't let the success of some one else in a different line divert your mind or work upon your avarice. It is better to stick to one thing, unless there be some very urgent reason why it should be abandoned.—Manufacturers' Gazette.

MAGNETIZED STEEL PLATES.

Some experiments recently made in the magnetization of steel plates, gave some curious results, by showing that poles could not be formed at right angles to the plane of the disc, but the poles formed were arranged as if the magnetizing force had acted along a diagonal line across the plate, if the plate was square; but if the plate was oblong or a rectangle, the poles formed were parallel with the longer sides. A number of these plates were placed together and magnetized. So long as they remained together a regular distribution of magnetism existed, but when separated, the polarity indicated that the magnetism was along the diagonal. These experiments may serve to explain the irregular records of some testing instruments that have been used extensively.—The Stationary Engineer.

HOW BESSEMER STEEL IS MADE.

Scientists say that steel is simply a carbide of iron. Bessemer founded his process of making steel by blowing out the excess of carbon from the iron, so that the proper amount, 1.5 per cent., should remain. If a bar of steel as soft as iron be made red hot and plunged into cold water, it will become less hard and is then fitted for surgical instruments. The various shades of steel are carefully watched, the change of color being due to the varying thicknesses of the oxide, for when light falls upon very thin films of a

substance—soap bubbles, for instance—the light reflected from the under and upper surfaces interfere and cause color, which varies with the thickness of the film. These colors in steel correspond to different temperatures, and the "temper" of the steel depends upon the temperature it has reached. The color and uses of various kinds of steel range all the way from faint yellow for lancets to dark blue for hand-saws. The Bessemer process transfers the metal into a vessel in which there are tubes, through which air is forced, which produces a much greater heat than a bellows does. Thus in the process the carbon of the iron acts as fuel to maintain the fusion, and at the same time by the bubbling of the carbonic acid mixes the molten iron thoroughly. During the bubbling up of the whole mass of iron and the extreme elevation of temperature caused by the union of the carbon of the impure iron with the oxygen of the air, the oxide of iron is formed, and as fast as it forms it fuses into a sort of glass. This unites with the earthy matter of the "impure" iron and floats on the upper part as a flux, thus ridding the "cast iron" of all its impurities, with no other fuel than that contained in the metal and in the air used. When the flame issuing from the "converter" contracts and changes its color, the time is known to have arrived when the iron is decarbonized. The amount of carbon necessary is artificially added, ebullition takes place, a flame of carbon oxide comes out, and the metal is then run into ingots.—Iron Industry Gazette.

MILLER BROS. & TOMS,

SUCCESSORS TO
(Miller Bros. & Mitchell)
ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—
SAFETY ELEVATORS, Hand, Steam,
Hydraulic and
ELECTRIC
for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

PAINTED SCREEN WIRE CLOTH.

Painting and Quality unexcelled.

SPECIAL SAND SCREENING CLOTH, JAPANNED HARDWARE GRADE WEBS,
LATH CLOTH and special strong power Loom Webs.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.

Send for Catalogue.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

TALLEYRAND AND HIS COACH MAKER.

Like many another famous man, both before his time and since, Talleyrand exhibited—at least in early life—a great reluctance to settling with his creditors. When he was appointed Bishop of Autun by Louis XVI., he considered a fine new coach to be necessary to the proper maintenance of the dignity of that office. Accordingly, a coach was ordered and delivered, but not paid for. Some time after, as the newly-appointed bishop was about to enter his coach, he noticed a strange man standing near who bowed continually until the coach was driven away. This occurred for several days, until at length Talleyrand, addressing the stranger, said:

"Well, my good man, who are you?"

"I am your coach-maker, my lord," replied the stranger.

"Ah!" said Talleyrand, "you are my coach-maker; and what do you want, my coach-maker?"

"I want to be paid, my lord."

"Ah! you are my coach-maker, and you want to be paid. You shall be paid, my coach-maker."

"But when, my lord?"

"Hum!" said Talleyrand, settling himself comfortably among the cushions of his new coach and eyeing his coach-maker severely. "You are very inquisitive."

IRON AND STEEL IN CONSTRUCTION

The question of how best to place combustible material in buildings so as to attain the nearest approach to a fire-proof structure is one that deserves the most careful consideration of architects and all who have to do with the erection of buildings. The disastrous fires which occur too frequently even in the better classes of buildings in which iron and steel are quite generously used, point out clearly that the use of iron and steel must not stop with the putting in of a few girders and columns where strength with a minimum of weight and bulk is a

desideratum. The futility of this as a safeguard against destruction of a building by fire has been exemplified again and again in this and every other city in the country. It does not even provide "slow-burning" construction. A building may be as strong as iron will make it, but if that iron is only disposed in the form of column and girders, fire will go through it as quickly as though there was not a piece of iron in it larger than a nail.

As yet the use for which iron and steel have become general in construction have been mainly confined, even in the better buildings, to girders, columns and floor beams, leaving to be built of wood all interior details. About the only lighter form of building material in which iron in any marked degree has supplanted the use of wood is in the various forms of metallic lathing, and these have shown their superiority from both technical and economical standpoints so well as not to need any further comment here.

The state of things noted above has not been entirely the fault or oversight of architects either. Manufacturers have provided in abundance beams and all the heavier structural shapes, but what may be termed the artistic treatment of iron has been practically neglected, and architects have been forced to use wood for interior work from the very lack of other suitable material. Taking these facts into consideration we would urge upon manufacturers that more attention be turned to the production of material suitable for architectural details.

The solution of the problem calls for the exercise of both artistic and mechanical ability of no mean order, but we believe it is within the reach of American artisans if effort is intelligently turned in that direction and that such efforts would receive the co-operation of our best architects, and be reciprocated by them we are confident. The difficulties to be encountered from a mechanical, commercial, and we may add, from an æsthetic stand point, are no greater than have been met and overcome again and again by engineers, and the benefit to be

derived both by the promoters of such improvements and the users are far more certain than those which many other things once innovations but now virtual necessities, have had to contend with. Who will take the lead through this almost untrodden field?—American Manufacturer.

A DEFENSE OF THE COMMERCIAL TRAVELER.

"Most people think that commercial travelers are a pretty hard crowd," says a traveling salesman, "and it must be admitted that there are some men in the business who deserve no higher place in public estimation. But taking us as a whole, we are done great injustice. Competition is so keen in these times that a man on the road can't expect to dissipate and hold his trade too. The youngsters, when they first start out, enjoy the change of scene and faces, and are apt to let their animal spirits occasionally get the best of their judgment. But they soon find that selling goods is mighty hard work, and that success in this line requires just as good habits as are looked for in a clerk in the office right under the firm's nose. It does not take a house long to ascertain the habits and character of a man traveling in its interest, and if his morals are at all "off color," he will find that it makes a decided difference in his treatment. Most of us have families to care for, and couldn't afford to lead the life commonly pictured. Oftentimes you will read or hear of some escapade of a man who claims to be a travelling salesman, but who in reality is not a commercial man. The offenses of a good many outsiders are saddled on us, and we have to stand it, because it is in the line of popular fancy. Every fellow who peddles tinware or garden seed from a wagon, or pastes up posters for quack doctors, claims to be a traveling salesman, and the people he meets are more than likely to accept him at his own estimation."—Chicago Journal.

Soap and water are cheap, but soil on goods is expensive.

Rivalry, open, fair, good natured and enterprising, is the life of business.



EUROPEAN MARKETS.

Late cables report a slight improvement in British iron markets. Scotch warrants have advanced 6d. as compared with a week ago. Otherwise there has been but little change. Tin plates are steady. Tin, copper, and lead are unchanged.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£90 12s. 6d.	£90 12s. 6d.
Future—	91 00s. od.	91 00s. od.
Copper, B.E.S.—	58 00s. od.	58 00s. od.
Lead, S.E.	12 15s. od.	12 15s. od.
Spelter,	23 00s. od.	23 00s. od.
Tin Plates—Cokes	17s. 6d.	17s. 6d.
Pig Iron—Scotch		
Warrants.	42s. 11d.	42s. 5d.
No. 3 Middlesboro,	38s. od.	37s. 9d.

MONTREAL MARKETS.

MONTREAL, April 16, 1891.

There has been slight, if any change to the market for heavy materials since our last, and buyers, generally speaking, show no disposition to change from the conservative course they are pursuing at present. This naturally restricts business, and it has to be admitted that the movement is small. This is especially the case with pig iron, for although we have some sales of Scotch pig in the West for future delivery to note they are not general by any means, for in addition to the caution of buyers, there is the competition of American pig, and it will only be in the cheaper grades that the Scotch makers will be able to compete with American iron, unless there is a sensible stiffening south of the line 49. A great scarcity of tin plate is a prominent feature of the position just now, and there is no possibility of a change for a few months to come, but there is the probability of a big drop, owing to the fact that makers in Wales will have completed their large American orders and be free to do business elsewhere. It is to this reason that the great difference in quotations for near by, and further ahead deliveries is attributable. As regards actual change there is little of it, but there has been some juggling in terne plates recently by one dealer who sold a lot of 100 boxes at \$7.25 of a grade that he would not let go of at \$8 some weeks ago. However, he is not losing money by the transaction, and perhaps, wishes to pull down his stock, but it is doubtful if any more stock lots could be had at this figure, although like tin plate, they can be laid down much lower during the summer months. In other lines, there is little of interest to note. Chemicals furnished some business for early spring delivery, since our last, but it has not been large, while values are unchanged. On the whole, the conditions generally at present

are quiet, but it is generally admitted that stocks in consumers hands are small, so they must take something.

IRON.

The iron market shows no change, in fact there is no animation whatever to note of a general character, and although some business is doing in the way of forward delivery it has not assumed an important character as yet. Briefly, with one exception, there are no features to note. There is not much to say in regard to pig iron, but Summerlee and equal brands for early spring delivery are being quoted at \$21.50 to \$22, but we don't hear of any business doing on Montreal account at these figures, but a few lots for Western consumption have been placed on this basis in addition to the business we have noted. It will chiefly be in the cheaper grades that Scotch makers will be able to compete with American pig. Briefly buyers are holding of until the new stock is on the market, but this is just where the shoe is going to pinch, for importers likewise are holding off, and if matters continue as they are at present much longer, there is a strong probability that somebody is going to get left. Tin plates are practically exhausted on spot, all the stock except a few lots of the higher brands being cleared up, and now, buyers generally, who cannot afford to wait, have to pay \$6 for Bradley plates. In the way of immediate forward delivery, prices are quite as firm, and 17s. 6d. to 18s. is the best that can be done, for delivery in July and August, considerable business has been done at 13s. 9d. for B. V. grade coke f. o. b. Terne plates have been a subject for some juggling locally and it is reported that sales have been made considerably under \$8.00 for grades that could hardly have been had at this figure some two weeks ago. In the way of future delivery some considerable business has been done in orion at 26s. 6d. to 27s. 6d. July and August shipment and this brand seems to be in great favor just now. Bar iron shows no change and domestic moves at \$2.10 in a jobbing kind of way, while imported stock remains firm according to advices from the other side.

NAILS.

Although there has been a little more doing in nails, business cannot be said to have assumed large proportions as yet. In fact it still continues backward and somewhat behind that of last year.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	2 40
8 dy to 9 dy, " "	2 65
6 dy to 7 dy, " "	2 90
4 dy to 5 hot cut, Am. pat	3 15
3 dy, hot cut, per keg, Am. pat	3 90
3 dy fine hot cut, " "	5 40
2 dy, fine hot cut, Am. pat.	5 60
4 dy to 5 dy, cold cut, per keg,	2 90
3 dy, cold cut, per keg,	3 40

STEEL CUT NAILS.

10 dy to 60 dy, per keg	\$2 50
8 dy to 9 dy, " "	2 75
6 dy to 7 dy, " "	3 00
4 dy to 5 dy, " "	3 25
3 dy " "	4 00
5 dy fine, " "	5 50

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 40
4 dy @ 5 dy, per keg	2 97
6 dy @ 7 dy, " "	3 47
8 dy @ 9 dy, " "	3 15
10 dy @ 30 dy, " "	2 90
Cut spikes, " "	2 45

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$4 70
1 " " "	4 10
1 ½ " " "	4 40

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.15
9 dy to 60 dy " "	3.45
8 dy to 60 dy " "	3.70
7 dy to 60 dy " "	4.00
6 dy to 60 dy " "	4.30
5 dy to 60 dy " "	4.30
4 dy to 60 dy " "	4.60
3 dy to 60 dy " "	5.50
3 dy fine, " "	6.60

Finishing nails 65c. per keg over same size hot cut, viz., from \$6.35 for inch to \$3.40 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.35 for 1-inch to \$3.15 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.85 for 1-inch to \$3.65 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—"M R M," "P B," and "C" brands in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days.

CHEMICALS.

The position of this market is essentially unchanged as regards the general position of values and it is unlikely that much alteration will occur. In addition to some business in the way of immediate wants ex store there has been some transactions in the way of early spring delivery in different leading lines of heavy chemicals. Sal Soda caustic etc., are on an unchanged basis. Otherwise there is nothing particular to note.

PAINTS AND OILS.

The oil market is quiet and unchanged locally, and we have little business to note. Linseed oil is steady, at 64 to 65c. for raw and 67 to 68c. for boiled. Castor, cod liver, etc., are unchanged.

NAVAL STORES.

A somewhat improved enquiry on the market is noted since our last report, and with the close approach of the open season it should improve still more, and no doubt will do so. There is a fair demand for turpentine, which rules steady while stocks are not heavy. We quote: Turpentine, 62@ 63c.; rosins, 2@ \$4.25, as to brand; coal tar, \$4.00 to \$4.25; cotton waste, 5½c. for colored, and 7 @ 10c. for white; oakum, 5½ @ 7½c.; and cotton oakum, 10 @ 12½c.

CEMENT AND FIRE BRICK.

There has been a fair demand for cement but the recent cold damp weather has curtailed it somewhat. For spring delivery enquiry is good on the whole but little has resulted as yet. Present stocks are exceptionally small not more than enough to last one month with even an ordinary demand, but there is some expectation of better terms later on and this is having its effect. Advices from the other side state that prices are moderate, while the cessation of work on the Manchester ship canal and other matters is putting the makers short of jobs so that there is more disposition to talk business elsewhere. Advices of a similar tenor come from the continent where a disposition is shown to urge business if it is at all possible. We quote for present delivery \$2.45 to \$2.75, and for delivery after the opening of navigation, \$2.30 for Belgium and \$2.65 for London brands. Fire bricks continue firm at \$24 to \$30 per 1,000, with a good demand passing.

PETROLEUM.

There is no change in the general position of this market, and with the gradually lengthening days the regular demand is falling off, and this is exercising the usual effect on the market. We quote:—Canadian 12½c. at Petrolea, 14½c. in car lots at Montreal, and 16c. for single casks; American, 23c. in car lots and 23½ to 24½c. in smaller quantities; American benzine, 23 to 25c.; and Canadian, 14½ to 15c.

TORONTO MARKETS.

TORONTO, April 17, 1891.

The local market has not been so active this week, the improvement noted in last issue not having continued. Still a fair volume of business has been done. Values during the week have not shown any important change in either metals or hardware. Tin plates are getting into smaller compass each day and prices continue to harden. The agreement under which the Montreal nail makers endeavored to hold prices at a uniform rate has been abandoned but so far quotations show no variation. Payments are fairly satisfactory.

IRON AND STEEL.

There has been a fairly good demand for pig during the week and a good many small sales of Nova Scotia have been made here at \$23 to \$24. American pig rules at \$20.50 to \$22 for the general run but special brands such as Tonawanda Scotch have sold at \$23. Odd sales of Carnbroe have been made at \$21. Domestic bar is selling at \$2.20 to \$2.25. No business is reported here or west in Nova Scotia bar, but some sales have been made in the east. Easier prices are quoted for several primary products of iron such as bands and hoop iron, machinery and tank steel.

COPPER.

The market shows a better tone this week, under a more active demand, especially for sheets, for which there has been an increased enquiry on building account. Prices remain at last week's reduction, round lots selling at 14 to 14½c., and small quantities at 14½ to 15½c.

TIN.

Ingot tin remains unaltered here, though buyers have been endeavoring to secure concessions on the strength of a dull and weaker market in New York yesterday. The quotations sent from there are hardly a criterion on which local buyers can go. There the fluctuations are in large lots of say ten tons and upward, and are scarcely applicable to the small consumers lots which wholesale merchants are compelled to carry in stock even at advanced prices to keep their customers supplied.

ZINC AND SPELTER.

Show no change. Demand is light, but stocks are also small.

LEAD.

Is firm and unchanged. Small lots are selling here at 3¾ to 4c. for pig and 4¾ to 5c. for bar.

ANTIMONY.

The local market is almost bare of stock, and for prompt delivery prices are firmly maintained, but futures can be bought at considerably less.

GALVANIZED SHEET IRON

Is fairly active. Prices of known brands are well maintained, but buyers can obtain concessions on ordinary brands.

TIN PLATES.

The market continues strong. The most prominent feature in the situation this week is the rapidity with which stocks all over Canada are being absorbed without being met with the usual importations at this season of the year. The almost certain result will be that considerably higher prices will rule during the months of May and June. Importer will not lay in stocks when the difference is so marked between the prices for immediate and for future August delivery which is fully 25 per cent. The impression prevails that August means September delivery in consequence of the extraordinary demand.

CANADA PLATES

Quiet but firm at \$3.20 to \$3.25.

GLASS.

Local stocks have increased considerably during the past ten days, and under the influence of further liberal shipments and lower freights prices have gone off 5 to 10c. Demand is good and numerous small orders are being filled.

NAILS.

The Montreal Nail Association has ceased to exist. There has been more or less internal dissention for some time owing to some members not adhering to their agreement to maintain prices at the figures agreed upon. Prices here on cut nails are a shade lower, though no material reduction can be expected, for prices were as low as manufacturers could consistently go, before the disruption.

HINGES.

There is an active demand for all kinds. Prices are only fairly well maintained, and on screw and strap they have been reduced 1-4c. to 3 1-2 to 4 1-2c. per pound.

PAINTS AND OILS.

Dry white lead continues weak and is tending downward. The reduction however will not likely have any effect on the prices of ground before the opening of navigation, although lower prices have been anticipated for some time. Oxide zinc is very high, owing to the combination, and this should effect the price of prepared paints in Canada, but the competition among the manufacturers is so keen that none of them take advantage of the rise. Prepared paints are not moving off as briskly as usual at this season; the late spring is supposed to be the cause.

Turpentine has advanced in the South owing to the lateness of the spring crop. It is not expected that any of the new product will reach here before the first of June. Meantime local stocks are almost nil and prices are very high. A five barrel order could not be filled here to-day at an advance on last week's prices. Holders are strong at 64 to 65c.

Linseed oil is steady at 64c. for raw and 67c. for boiled.

Castor oil is scarce here and is held at firm figures, but new crop can be bought and has sold for delivery here by June 1 at 9¼c. Spot sales are at 11 to 11½c.

THE BRITISH LINSEED OIL MARKET.
(From Tulloch & Co.)

LONDON, April 2, 1891.—Since our last, dated 19th ult., the market on the whole has remained steady, but as is usual with the end of the month, values have relapsed somewhat for prompt deliveries.

The heavy imports of Linseed now coming to hand have found their way into consumption, but fears are freely expressed that with any continuance of present heavy supplies crushers will find themselves compelled later on to lower their quotations.

Whilst export enquiries continue dull, the home trade continues to buy freely, and the further advance in cotton-seed oil should serve to stimulate a larger call for linseed.

With the opening up of direct communication with Montreal, it is anticipated that the favorable rates of freight asked for linseed oil, viz.: 12s. 6d per ton, and 10 per cent. will serve to stimulate trade, although the advance in railroad rates to interior points, is bound to increase cost to consumers in western parts.

The first sailing will be the Grecian, about the 18th inst., to be followed by the Erl King on the 31st, or thereabouts.

To-day's quotations are as follows: March, 22s. 6d to 22s. 7½d. March and April, 22s. 10½d. April and May, 23s. 1½d. May and August, 23s. 1½d. to 23s. 3d., per cwt. f. o. b. London.

N. B.—The above prices are for the best brands of oil only. On the open market oil from outside crushers could, perhaps, be picked up at 1½d. to 3d. per cwt. cheaper.

OLD MATERIAL.

A fair quantity of stock has been marketed, but not so much as is usually to be had at this stage of the spring trade. The fact that



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

the past winter's trade was good may be the cause of this. The stock picked up during the winter months leaves so much the less to be put on the market now. There is no change in the quotations or strength of prices. They are as follows: No. 1 heavy scrap, 65 to 70c. per 100lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 65 to 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

The local market is firm at last week's quotations. Trade is fairly active.

The Petrolia Advertiser reports: Petrolia crude, \$1.36½ per bbl.; Oil Springs crude, \$1.38½ per bbl. The oil market has recovered its weak feeling which had been caused by the strike of the Gurd well at Oil Springs, and crude is now firm at the above quotations. Futures have been sold as high as \$1.40, for June delivery, and the refined oil market is beginning to tone up a little, although it is being sold at prices which are below the cost of manufacture. We understand that the question of the flash test of petroleum has been brought before the House of Commons in England, and that a bill is now being introduced there, dealing with that subject, and with the storage of petroleum oil in Great Britain. This matter is referred to at some length in the last issue of the Pall Mall Gazette. We quote refined oil in bulk at 9½ to 10c., and in barrels at 12 1-2 to 13c. f.o.b. here.

HIDES, ETC.

HIDES—Are 5 to 5½c. for green.

SKINS—Are about the same, \$1.10 to \$1.45 being paid for good sheep.

TALLOW—Continues at 2c. for rough and 5½ to 6c. for refined.

WOOL—Remains dull at lower prices, quoting now at 18 to 19c.

RAW FURS.

The dulness that is inseparable from the season continues to grow. Prices remain unaltered. They are as follows:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

AMERICAN MARKETS.

NEW YORK, April 16, 1891.

In the pig iron trade at this point the under current is one of firmness. Neither furnace agents or dealers are booking heavy orders, but at both first and second hands a very fair business is passing in a quiet way, and the movement of supplies into the channels of consumption proves sufficient to prevent any accumulation of the grades most generally used in this quarter, and through the East generally. For that matter, some producers have not only disposed of their entire output the past sixty days, but cut deeply into surplus stock that was carried over from last year. The Thomas Company, for example, has on hand at the present time only 6,000 tons of all grades, against 16,000

on January 1st. Other Northern companies while perhaps not making as good a showing, have improved their position. Southern producers who enter this market are still short on high grade foundry pig, while turning out liberal quantities of inferior iron. In contrast with the firmness here, irregularity is still reported from Pittsburg, and that, too, in the face of the fact that the curtailment of production the past three months has been greatest in that locality, and notwithstanding steady work at most of the mills. This somewhat paradoxical condition of affairs leads to the suspicion that the Carnegie interest is largely responsible for the Pittsburg irregularity, and that affairs there will likely turn for the better in the event of the interest named accomplishing objects in view.

IRON.

Prices are very steady on this market on all descriptions of crude material. Standard foundry iron sells at \$17.50 to \$18 for No. 1, and \$16 to \$16.50 for No. 2. Only very poor stock can be secured at a concession of more than 50c. Mill grades move at \$14 to \$15 as to brand. Bessemer pig is still quoted at \$16 to \$16.50 at furnace. Foreign 20 per cent. spiegeleisen is valued at \$28 to \$29, and 80 per cent. ferro manganese at \$61 to \$63 landed here. Old iron rails are still quoted at \$22 to \$22.50, and No. 1 wrought scrap iron at \$21.50 to \$22 f.o.b. cars at Jersey City, without, however, any considerable improvement in the demand.

STEEL RAILS.

There seems to be some doubt as to the accuracy of the report given out last week to the effect that the Pennsylvania Railroad Co. had placed orders for 30,000 tons of steel rails; but that orders for the quantity named, or a larger amount, will soon be given there is no doubt. The New York Central has placed an order which, together with some smaller transactions, makes up a total business of about 20,000 tons effected the past few days. Sellers adhere firmly to \$30 at mill as strictly inside price.

PIG TIN.

There has been very little speculation in pig tin the past few days. Only ten tons were recorded on the Exchange up to Tuesday, when 100 tons for April delivery at 20.10c. and 100 tons for May at 20c. were bulletined. The movement on trade account has improved somewhat, however, and prices have ruled steady in the absence of any radical change in London.

COPPER.

Copper has undergone no change. Consumers, to all accounts, are still buying in a very conservative manner, and evidence is wanting of any special inducements being made by sellers. Current prices are 13¾ to 13¾c. for Lake Superior, 12¾ to 12¾c. for Arizona, and 11¾ to 11¾c. for common casting brands.

LEAD.

The lead market has continued dull, with an undercurrent of weakness still noticeable. A few single carload lots sold at \$4.30, but round lots went at as low as 4¼c. The latter price is the best one bid at the present time.

SPELTER.

Spelter is selling slowly at the present time, and inquiries come in tardily, with calls for more than a carload or two at a time the exception. Prices stand at about \$5.05 to \$5.10 for prime Western.

TIN PLATES.

The movement in tin plate is confined almost wholly to deliverance on old contracts. There is scarcely any new demand outside of the regular call from the small trade. We

quote: Charcoal, ½ cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.85 to \$5.95; for each additional X add \$1. Charcoal terme—M. F., 14x20, \$7.50 to ..; M. F., 20x28, \$15.00; Worcester, 14x20, \$5.62½ to Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.15 to; Dean grade, 20x28, \$10.30 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$9.90 to; I. C. Coke—Penlan grade (iron), \$5.25 to; J. B. grade, 14x20, \$5.35 to; I. C. Bessemer steel, 14x20, coke finish, \$5.25 to \$5.27½; I. C. Siemens steel, coke finish, \$5.50; I. C. Bessemer steel, squares, \$5.75 to basis; I. C. Siemens steel, squares, \$5.85 to \$6.00 basis.

TESTING FROZEN STEEL.

The French government has caused to be made several tests of gun steel at a low temperature, 75 degrees to 100 degrees below Fahrenheit. Part of the bars were hardened and part unhardened. The breaking load was increased by the cooling 3 per cent. in the instance of the unhardened bars, and 6 per cent. in that of those hardened. But in a shock, such as a gun would be subjected to the unhardened bars, cooled, broke on an average with 5.9 blows, against 14.6 blows under ordinary conditions. With the hardened bars the difference was less, 12.57 blows being required for the cold bars, against 14.4 at the nominal temperature. The bars, both hardened and unhardened, had their elastic limit raised 11 per cent. by the cold, and their elongation was diminished by 12 to 14 per cent. The bars recovered their original properties upon attaining the ordinary temperature.

COURTESY TO COMMERCIAL TRAVELLERS.

No doubt the patience of a merchant who is persistently pestered for orders by a file of commercial travellers may often be sorely tried, no matter how courteous they may be. But there are, however, debts and obligations besides those of money, and one of them is politeness.

The salesman is entitled to kind and polite treatment if he conducts himself like a gentleman, and it is true that, where people are intelligent and well-bred, he receives more and more consideration and courtesy. Yet there are still too many merchants who very manifestly feel their importance when in their own counting-room, and reserve their best manners for other places. They often resemble sea captains, who are stern, reserved and testy on the quarter-deck of their own vessels, but may be the most social and affable of men when ashore.

Beyond question it will be advantageous to the retail merchant to keep on good terms with travelling salesmen, and through them maintain relations of confidence and friendship with the wholesale houses he buys from.—N. E. Stove, Hardware and House Furnisher.

PLUMBING AND THE PUBLIC.

Whatever affects the general welfare says the Sanitary News, is of public interest, of however a personal or private nature that may be. Whatever affects the public must be controlled by the public in order that evils may be avoided and the greatest good obtained. There is no individual or private enterprise that touches the public interest that is not governed by statutes provided by the people for self-protection. Were it otherwise, private undertakings fraught with the gravest dangers to the public safety could be engaged in without any means of prohibition. Dynamite could be manufactured in the streets of our most populous cities, and every evil, nuisance, or menace to public safety could exist wherever private interests, reckless, malicious, or selfish motives might dictate. It is thought public control and regulation of whatever is of public concern that affords all the protection people have from the worst forms of every evil that human ingenuity could suggest or human effort produce.

That plumbing is distinctly of direct public interest is a fact that all should recognize, but unfortunately there are a great many who regard it of private interest, concerning only those who pay for having the work done. Such claim that it is their right to do what they please with their own property, and that it is no body's business what kind of houses they build, what color they paint them, how high they build them or what they are made of. Such claims are true only where man is isolated and lives wholly apart from all mankind. In communities no individual lives for himself alone. His "rights" in everything is no more than that which he can pursue without injury or discomfort to his fellow men. Were it otherwise, such a thing as communities would be impossible. The principle, moreover, is destructive of all rights; for if each individual were suffered to do as he willed, seek to exercise all the rights he might proclaim for himself, there would be no rights at all, for each would trespass upon and destroy the others.

The existence of governments and the possibilities of communities depend upon the public regulation of private affairs that effect the general welfare. Municipal authorities are led to the necessity of regulating building, traffic, business pursuits and everything that tends to build up a city in order that it may be stable, of necessary uniformity, pleasing, and safe. All purposes which might be considered "personal rights" outside of communities, become common interests when individuals form a congregation.

The nature of plumbing is such that it cannot in any sense be considered of such private concern that it is beyond the necessity or right of public regulation. If plumbing stood in the same relation to domestic economy and public welfare as decoration

or upholstery does, then the choice of the individual might not be disputed. But there is a vast difference. Plumbing touches the health and life of humanity. No man has a right to poison his family by putting arsenic in their food; and no more has he the right to poison them by having constructed a plumbing system that will admit noxious gases and disease germs. But this is not all. The family is not the only ones subjected to the dangers of defective drainage, but the entire community is menaced by the unsanitary condition of one household. There are many cases on record where fatal epidemics have originated from a single sewage-polluted well. One illy-plumbed house in a community can easily become the source of an epidemic that will spread throughout the city or village. Sanitary science may not yet have risen to the heights demanded for perfect conditions of health, but the nearer it attains to the perfection of sanitary drainage of each separate building, the nearer it will approach these heights and meet the demands of hygienic laws.

THE SOURCE AND FORCE OF ELECTRICITY.

"All the energy in the world," said Dr. C. F. Chandler, in a recent lecture before the Columbia School of Mines, "comes from sunshine. Even the energy in the electric battery that rings the door bells of our homes has its origin in the light of the great solar system. The force in the copper wire that sets the bell to ringing comes from the zinc plate in the battery jar. The energy in the zinc plate comes from the anthracite coal with which it was burned when taken from the mines, and finally, the energy in the anthracite coal was put there by the sunlight that fed and nourished it when it existed ages ago as trees and plants.

"An interesting misapprehension that exists in the minds of a good many persons is concerning the vital dangers that lurk in the pressure of say a thousand volts. The newspapers often tell us that a man has been killed by such a pressure, whereas, in fact, such a pressure alone couldn't kill a humming bird. I have frequently caught in my hand sparks possessing an electro-motive force of 100,000 volts without feeling anything more than a very slight burn.

"The danger arises only when the volts are re-enforced by a good many amperes or currents, as when one takes hold of a charged wire. Then one feels a shock that is unmistakable, because the force of a great many currents in the wire suddenly decomposes all the fluids in his body. The salt in the blood at once turns to chloride gas, and the man whose veins are charged with this deadly poison cannot in reason be expected to live long."—Scientific American.

Work can always be found in a store without double-million microscope.

Master the whole business and the way to fortune has been mapped out.

THE SMOKE PROBLEM IN GERMANY

One of the latest results of the agitation commenced in Europe several years ago to suppress, or at least moderate, the smoke nuisance, is the offer of two prizes by the Society of German Engineers for essays on the subject. An appropriation of 8,000 marks (about \$2,000 has been made for the purpose). One of the prizes is offered for the best essay on smoke-preventing devices applied to steam boiler furnaces, the competition closing on December 31, 1892. The other prize is to be awarded to the best essay on similar devices applicable to domestic use, and to industrial uses where steam boilers do not enter. The date of closing of this competition is given as December 31, 1894. Each of the essays is to embrace a brief review of what has been done in the past in these lines, and a comprehensive discussion of smoke preventing devices of the present time entering the subject in detail. Special importance will be attached to careful records of the results of earlier experience, and to reviews of results secured by smoke ordinances in various countries and cities. Successful smoke-preventing appliances are to be illustrated, in as good a manner as possible, by drawings. The prizes have been fixed at 3,000 marks each (750), but an additional sum, not to exceed 1,000 marks (\$250), is to be allowed for the drawings. The competition is open to all, without regard to nationality, though it is but fair to presume that essays in the German language will receive preference.—Iron Trade Review.

SAW YOUR ADVERTISEMENT IN THE HARDWARE.

When writing to our advertiser please inclose the above.

THE ONLY PERFECT FENCE.

BEST
STEEL
WIRE
GALVANIZED.

WOVEN WIRE FENCING
64 cts. per Rod and Upward.



Twisted Wire Rope Selvage.
All widths and sizes. Sold by all dealers in this line.
Freight prepaid. Information free. Write
The ONTARIO WIRE FENCING CO.,
Picton, Ontario, or to our Wholesale Agents,
The B. Greening Wire Co., Jas. Cooper,
Hamilton, Montreal.
Carvell Bros., Charlottetown, P.E.I.
No rigid twists. Wire galvanized before weaving.
Perfectly adjusted for extremes of cold and heat. A
complete barrier against all animals. No trouble to erect.

RETAIL PROTECTIVE MOVEMENT.

There has been apparent of late a growing spirit of restiveness on the part of the retail hardware trade of New York and Brooklyn at the action of manufacturers and wholesale dealers who have fallen into the habit of dealing directly with the consumer. Particularly is this the case in builders' hardware, chiefly for the reason that the peculiarities of this trade favor such a method. In New York and other large cities many of the building operations are carried on by a wealthy speculative class who make an exclusive business of it. These are continually seeking the most economical methods, and little by little they have found connections with the manufacturer, to the disadvantage of the middle-man. Then the architects have found similar connections, and in making up estimates for the largest buildings the bottom price is found often with the manufacturer.

The builders' hardware business of New York city alone aggregates nearly \$3,000,000 annually, or about 2 per cent. of the cost of the structures. While almost every hardware store has its line of builders' hardware, very small in some and large in others, the jobbing business is limited to about twenty persons and firms. These firms contract on each undertaking at arranged and fixed prices, and as the furnishings will not be required sometimes for twelve months, a speculative feature becomes a part of the transaction. The specifications are plain enough, so far as quality is concerned, but the goods, if bought at once, are liable not always to be suitable. Doors do not always swing as at first intended, and a right-hand lock may be finally needed where the plans originally provided for a left-hand. Numerous other details are changed as the structure goes up, and furnishings estimated and contracted for are not bought until a few weeks before they are needed. The jobber has made this a study. He keeps the run of the markets, and finds the goods when wanted. He does not ask for broken packages, as the builder does, and is constantly carrying a good stock so as to average his speculation. He pays cash, or its equivalent, and up to this time has retained in his hands about 75 per cent. of the business. The manufacturer sells direct about 25 per cent.

The manufacturer, of course, has his side of the story. It is the great competition that has sprung up which has to be met, and the middleman must step out. This competition has been forced on all, step by step, until in the city of New York it is said that there are only two manufacturers who insist on reaching the customer through the jobber. One of these now says, that while he prefers the old way, he can see the time ahead when he will have to do as his competitors do, if some step cannot be taken to protect the jobber.

Steps have been taken in this direction by some of the retail men who propose to form a union of dealers in New York and Brooklyn,

with a view of boycotting manufacturers. One or two of the large jobbers have given it a great deal of encouragement, but some are outspoken against it as a measure which could not be carried through. This latter class would not countenance it until its strength had been proven. They say that events in progress are in accordance with the laws of trade which, if arbitrarily checked, are sure to be accelerated later on. A movement of this sort would only advertise the weakness of the situation, and they prefer to watch events and take advantage of the situation as best they can while the change is going on.

"The movement on the part of the retail dealers to bottle us up may be all right for them," said a prominent wholesale dealer in tools, "but it won't wash, and the idea of their boycotting us is about as absurd as a suckling pig paddling his own canoe before he opens his eyes. A dealer in Syracuse who buys \$300 per year from us took us to task the other day because we sold to smaller men in his place. We looked over our books and found that we sold last year to Syracuse people \$5,000. Suppose that we should be insane enough to cut loose from that trade and yield it up to our enterprising Syracusan. We probably should not hold him very long, because our competitors would be glad to get a trade that had cost us so much to build up. The margin of profit nowadays is small and dealers are not willing to divide reasonably with us. They wish to bore too large a hole with a small augur. But we have no notion of giving up \$5,000 for \$300, even if a boycott is thrown in."

The preliminary steps were taken at a meeting held in Military Hall, No. 193 Bowery, New York, March 26, in response to a circular issued by Frank Vanderbilt, a dealer in house furnishing goods, No. 1301 Broadway, Brooklyn, N. Y. The circular ran as follows:

"I would like to consult you and others (in some suitable place) that are in my line of business, to see if we cannot form ourselves into a Protective Association. What we must do is to stop wholesale firms from selling their wares at retail and placing their goods into stores that do our business an injury. I claim that we can do it, and I am still sure we shall reap a rich reward for our labor. We must get together and show our strength and power, refuse to buy of said firms and you will find that they will soon get weak. What right have they to sell a stove and repairs at retail? If you think favorably of this, please talk with others that you know, and be kind enough to write me your answer and also get them to write to me."

There were delegates present at the meeting from New York city, Brooklyn, Jersey City, Newark and Long Island City. Frank Vanderbilt was elected president and George Wilson secretary, and the names of those in

attendance were enrolled. Nearly every retailer present spoke, and there was no hesitation in declaring that the retail hardware trade was being killed by two things—the manufacturers underselling the retailers and dry goods men selling hardware.

It was thought best to attempt to check the first and lesser evil before tackling the problem of preventing dry goods men from going out of their legitimate field. A committee was appointed to draw up resolutions and agreements, which will be submitted to another meeting to be held at the same place on the evening of April 9, and then presented to every retailer for his signature. The method adopted will be to agree to buy goods of no manufacturer who sells direct to the consumers.

Mr. Vanderbilt informs Hardware that he sent out 800 circulars to the trade, containing a report of the first meeting on the Bowery, and enclosing the resolutions adopted, namely:

It having become absolutely necessary for the master tinnerns, stove and hardware dealers to take some united action to protect themselves from the many abuses and impositions to which they have been subjected in the past, they at their last meeting passed unanimously the following resolutions:

Whereas, The manufacturers of and wholesale dealers in stoves, hardware, tin-plate, house furnishing goods, and such other supplies as are used by the undersigned, persist in selling retail at wholesale rates to consumers, the result being our injury and embarrassment and the putting of us in the light of extortioners to our consumers, seriously impairing our self-respect and demoralizing our business; and

Whereas, The system, or rather lack of system, for protecting us from these wrongs and from others of a similar kind with which you are familiar fails utterly of its purpose, it is absolutely necessary by united action to perfect such a system as will remove from us these evils from which we have suffered for years; therefore, be it

Resolved, That we will withdraw our patronage from any firm or company manufacturing or dealing in the above-mentioned supplies who persist in selling to outsiders or selling retail at other than retail prices after a reasonable time shall have elapsed for this action to take effect.

The following form was also sent out for signatures among the trade:

I am in favor of joining the organization of Retail Protective Dealers in Hardware, House Furnishing Goods and Stove Dealers, and agree that I will live up to the agreement as endorsed at their meeting of March 26, 1891.

Signature _____
Address _____
Business _____
Date _____

After getting the organization in good looking order, it is hoped to get branches started in other cities. Mr. Vanderbilt reports that on the evening of April 2 he attended a meeting of Master Roofers and Sheet Metal Workers, and that their support has been promised to the movement among the retailers.—Hardware (N. Y.)

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price - lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.

THE A. G. PEUCHEN CO.,

ARE NOW MAKING

100 TONS
OF

Pure Paris Green

ALSO MAKING

300 bbls. of PAINT OIL.

See our New Catalogue containing 32
pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

THE A. G. PEUCHEN CO., Ltd.,
Manufacturers Paints and Varnishes,
TORONTO.

-STORAGE-

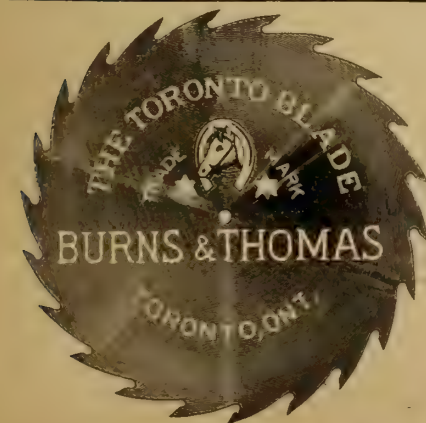
(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO.



Write for Prices or Telephone 5120.

SAWS CIRCULAR, Shingle, Re-sawing,
Drag, Gang, Cross-cut, etc.



Milk Can Trimmings, Ironclad and Broad
Hoop Patterns, Delivery and Creamery Can
Trimmings. All sizes of Body Stock for Cans.

Our New Creamer Gauge, and Corrugated
bottoms are the latest pattern. Sample order
solicited.



Milk, Creamery and Delivery Cans made up. Refrig-
erators, Oil Stoves, Brass Bird Cages.

We make and supply everything used by the Stove and Tin-
ware Trade.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the



**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

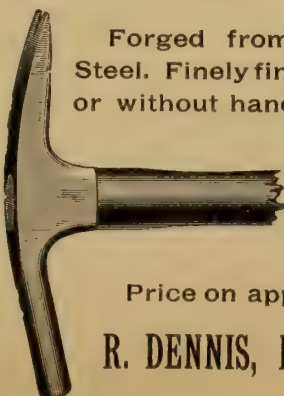
WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

UPHOLSTERERS HAMMERS

Forged from best Cast
Steel. Finely finished. With
or without handle.



The popu-
lar favorite
with the
trade.

Price on application.

R. DENNIS, London, Ont.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest im-
provements without any of the discovered
defects of Lanterns hitherto on the mar-
ket. The following are a few of its most
important points, viz.:-

Burner connected with oil Cup by a
screw.

Inch wick. Hinged Cap to Burner.

Seamless bottom to oil cup, which con-
tains an imperial pint.

Convenient and cool method for re-
moving Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

ECLECTIC

TUBULAR

THE GROOVED RAIL VS. THE GUTTER RAIL.

The effect upon the carriage trade by the general use of street railways, particularly in the smaller cities of the country, has lately been receiving considerable attention from parties interested. There is no complaint, because sales of carriages have been materially diminished where long lines of street railways have been established; that is accepted as a result of modern progress. But the obstruction of travel and the damage to vehicles by the manner in which the tracks are laid or by the kind of rails used, is the question that is now prominently before the trade.

At best, these railways materially reduce the pleasure or convenience of driving along the streets which they occupy; horses are annoyed or scared by them, and one has to be ever on the lookout for danger. Hence, while these necessary inconveniences must be borne by the users of vehicles, they should not be subject to any danger or bother that can possibly be avoided, such as may result from an imperfect or poorly laid track, or from a badly shaped rail. As a rule, these are so constructed that the driver of a vehicle, unless he exercises the utmost care, is liable to twist a wheel or snap an axle, to avoid which he must cross at right angles or turn squarely off the track, thus blocking the travel more or less. The movement at present is to force the street railway companies to replace the old "gutter" form of rails with what is termed the European flat rail that has half-round groove for the flange of the car wheels, which, it is claimed, not only gives support to the pavement inside and outside the track, but offers no obstruction to carriage travel. To this end legislation is sought. In their occupation of the streets these railway companies should be compelled to construct their lines so as to do the least possible damage to general travel.—Farm Implement News.

THE BEST KIND OF SHARES TO INVEST IN.

"They tell me a man can make money in Wall street," said a farmer to a broker recently. "What shares would you advise me to invest in?"

"Do you own farm property?" replied the broker, who had been pinched in the money panic.

"Yes. I own, free and clear, 20,000 acres of the best farm land in Iowa," answered the agriculturist.

"Well, then, take a friend's advice," said the Wall street man. "Invest in plowshares." —New York Herald.

The tinnerns in Minneapolis have been locked out. They refused to accept an agreement presented by the bosses.

Seaweed is now made into a tough paper, which takes the place of window glass. When colored the effect is similar to stained or painted glass.

MINING SECTION.

At the meeting on Thursday evening of the mining section of the Canadian Institute, Toronto, Mr. George Mickle read a most interesting and instructive paper on the methods of conducting an assay for the purpose of determining the quantity of nickel found in ore. He demonstrated the manner in which iron and cobalt were purged from the ore, illustrating the process in three methods, the volumetric, electrosus and precipitate. In one of the tests where the known quantity of nickel was 3.86 per cent., in less than 10 minutes by the volumetric system, he succeeded in showing a percentage of 3.91, as near a test as is usually necessary. The electric system, while more accurate, is said to be too expensive, the instruments used costing at least fifteen times as much as those used in either of the other processes. At the next meeting, two weeks hence, Mr. Mickle will demonstrate the correct process for the manufacture of nickel.

The old telephone wires in London which were galvanised, and weighed 224 pounds to the mile, are now replaced by silicon bronze, weighing 36 pounds to the mile. It will, however, be interesting to note the results of wet clinging snow, which usually play such havoc with overhead wires of all kinds.—Invention.

One day, in 1830, says Invention, when a working jeweller, Joseph Gillott, now the famous steel pen maker, accidentally split one of his fine steel tools, and being suddenly required to sign a receipt, not finding his quill pen at hand, he used the split tool as a ready substitute. This happy accident led to the idea of making pens of steel.

The automatic car coupler must be considered as now practically adopted. The Engineering News shows that companies with 72,000 miles of track and 700,000 cars, or nearly half the track and seven-tenths of the cars of the United States, are putting the coupler on all new cars. Practically half the railroads by mileage, and over two-thirds measured by cars, are committed to this great reform.—Iron Age.

In connection with the equipment, for fire protection, of wood-working establishments, Fire and Water recommends placing a gallon pail filled with fine sand within convenient reach of each workman employed where oiling and finishing. This practice might well be followed wherever there is a possibility of fire starting in oil or oil-soaked material. There is nothing which will squelch an oil-fed fire in its incipency more quickly and effectually than sand; and there are no afterclaps in the way of water damage either.

There is quite a general movement among the skilled mechanics in Boston hostile to the education of convicts in the various trades. It was initiated by the plumbers' union. A few days ago Governor Russell

was waited on by a committee composed of the most influential tradesmen in the city and an address presented protesting against convict trade schools and the Massachusetts reformatory prison at Concord, the principal allegation being that the tendency is to train expert criminals, and they insisted that the "nefarious" system should be abolished.

The origin of the word "dun" as applied to our well-known system of collecting debts is said to be as follows: During the reign of King Henry VIII, of England there was a baliff by the name of Joe Dunn who attained quite a reputation as a collector of bad debts. When every other resort had failed, creditors would threaten to send Dunn after their delinquents. His reputation for hanging around and making debtors tired of life was such that a threat to send him usually had the desired effect.

The profit-sharing idea is making progress, but very slowly. It is surprising to us that a plan which has worked so well and given so much satisfaction to employers of labor and to the workmen themselves, should be so little discussed and so infrequently put into practice by the heads of industrial enterprises who are no strangers to the strike spectre and the evils which it brings. In England, where the system has taken even better root than here, there are only forty-eight business concerns conducted upon the profit-sharing basis, we are told by the London Times. The number is probably less in this country. We believe the spread of the idea would prove to be the best possible antidote to the strike disease, and should therefore rejoice to see the subject receive more attention from the molders of public opinion, the press.—Ex.

An arrangement for preventing the overturning of omnibuses and other road vehicles in case of the breakage of a wheel or an axle, or of the drawing of an axle box, was recently put successfully through its trials. The invention consists of four supports attached to the axle, one being placed just inside each of the four wheels. Each support has at the bottom a small solid wheel or roller, which normally is about an inch above the road surface. Upon either of the wheels coming off, the support next to it comes into play, and the vehicle runs upon the three remaining wheels and one of the small wheels. In the recent trials, an omnibus fitted with the safety appliances and having all four wheels loose on the axles was filled with passengers inside and out; it was then driven about at good speed on rough places in the roadway and over tram rails in zigzag fashion or more until one of the wheels came off, when it was driven back to the starting point without the pace being slackened. A number of runs were made, all the wheels in one instance coming off, and the omnibus returning on the rollers only. No violent shock was experienced on a wheel coming off, nor was there in any case serious lurching, even when on a side-long slope. It is stated that the experiments were in every way successful, and so far show that the appliance fulfills its intended purpose.—N. Y. Commercial Advertiser.



SALES MADE OR PENDING.

The general stock of A. W. Moffatt, Amherst, N.S., is sold.

F. R. Cole, lamp dealer, Montreal, offers his stock for sale by tender.

The stock of J. J. Smith & Co., general merchants, Emerson, Man., is sold.

L. Gaetz, general merchant, Red Deer, Man., has been succeeded by Gaetz Bros.

Arthur Proudfoot, general merchant, Lorne, N.S., advertises his business for sale.

S. S. Kimball, manufacturer of safes, Montreal, advertises his stock for sale by tender.

Charles Beck, dealer in stoves and tinware, Kincardine, Ont., has sold out to Welsh & Shields.

Thos. D. Detler, general merchant, Lucknow, Ont., is closing up business and removing to British Columbia.

The general stock in the estate of H. McQuarrie, Baysville, Ont., is advertised for sale by auction on the 21st.

PARTNERSHIPS FORMED AND DISSOLVED.

Price & Nopper, general merchants, Canterbury, N.B., have dissolved.

Leflar & McDonald, general merchants, Rapid City, Man., have dissolved.

Desmond & Collins, general merchants, North Sidney, N.S., have dissolved.

Thompson & Sutherland, stoves and tinware dealers, New Glasgow, N. S., have dissolved.

J. A. Cline & Co., hardware dealers, Wingham, Ont., have dissolved, J. A. Cline continuing under unchanged style.

FIRES.

F. Clementson & Co., wholesale and retail crockery dealers, St. John, N.B., are partially burnt out.

REMOVALS AND DEATHS.

R. Ratcliffe, of Ratcliffe & Parnell, stove and tinware dealers, St. Catharines, is dead.

DIFFICULTIES, ASSIGNMENTS, AND COMPROMISES.

John Blamiers, merchant, Montreal, has assigned.

Justin Yandon, general merchant, Canaan, Ont., has assigned.

Richard Keeler, general merchant, Esquimaux, B. C., has assigned.

Lindsay & Co., general merchants, Griswold, Man., have assigned.

Wm. H. Teed, general merchant, Wentworth, N. S., has assigned.

Elisha Tingley, general merchant, Upper Sackville, N. B., has assigned.

Amedee Gagnon, general merchant, Riviere Quelle, Que., has assigned.

Duncan H. McKay, general merchant, Lake Ainslie, N. S. has assigned.

E. J. Keeping, general merchant, Austin, Man., has been granted an extension.

Wm. Nesbitt, general merchant, Roland, Man., has been granted an extension.

David Jacobs, general merchant, Cartier, Ont., has assigned to Hugh Kerr, Cartier.

David Ellis, general merchant, Elmvale, Ont., has assigned to Robt. I. Fraser, Barrie.

David Ballantyne, general merchant, Bruce Mines, Ont., has assigned to J. B. Laing, Toronto.

HOW IRON BREAKS.

Hundreds of existing railway bridges which carry twenty trains a day with perfect safety would break down quickly under twenty trains per hour, writes a British civil engineer. This fact was forced on my attention nearly twenty years ago by the fracture of a number of iron girders of ordinary strength under the five-minute train service. Similarly, when in New York last year, I noticed, in the case of some hundred girders on the elevated railway, that the alternate thrust and pull on the central diagonals from trains passing every two or three minutes had developed a weakness which necessitated the bars being replaced by stronger ones after very short service. Somewhat the same thing had to be done recently with a bridge over the river Trent, but the train service being small the life of the bars was measured by years instead of months. If ships were always among great waves the number going to the bottom would be largely increased.

It appears natural enough to every one that a piece even of the toughest wire should be quickly broken if bent backward and forward to a sharp angle; but, perhaps, only to locomotive and marine engineers does it appear equally natural that the same result would follow in time if the bending were so small as to be quite imperceptible to the eye. A locomotive crank axle bends but 1-84 of an inch, and the straight driving-axle a still smaller amount, under the heaviest bending stresses to which they are subject, and yet their life is limited. During the year 1883 one iron axle in fifty broke in running, and one in fifteen was renewed in consequence of defects. Taking iron and steel axles together, the number then in use on the railways of the United Kingdom was 14,848, and of these 911 required renewal during the year. Similarly, during the past three years, no less than 228 ocean steamers were disabled by broken shafts, the average safe life of which is said to be about three or four years. Experience has proved that a

very moderate stress, alternating from tension to compression, if repeated about 100,000,000 times, will cause a fracture as surely as a bending to an angle repeated only ten miles.—National car and Locomotive Builder.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of

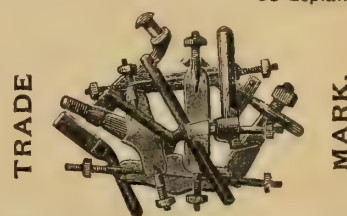
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c

PETROLIA, - ONTARIO.

TORONTO ROLLING MILL AND FORGING CO., LTD.

(Successors to the Toronto Drop Forge Co.)

68 Esplanade St.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.



Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere.

R. CARRIE,
27 Front St. E. Toronto.

AOW

STORAGE

The Gem Freezer
The Best in the World

DO NOT BE
IMPOSED UPON
BY THOSE WHO
MAY TRY TO
SELL YOU
OTHER FREE-
ZERS BY TELL-
ING YOU THEY

The Gem Freezer
The Best in the World.

ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM" INSIST ON HAVING THE
GEM, AND IF YOU CAN'T GET IT FROM YOUR REGULAR JOBBER WRITE TO US AND WE'LL
TELL YOU WHERE YOU CAN GET IT OR QUOTE YOU PRICES AND DISCOUNTS.

AMERICAN MACHINE CO.
LEHIGH AVE. & AMERICAN ST. PHILADELPHIA

"OR" JOHN H. GRAHAM & CO. MFG'RS AGTS. 113 CHAMBERS ST. NEW YORK.

"IMITATION IS THE SINCEREST FORM OF FLATTERY"—THAT THE GEM
FREEZER IS RECOGNIZED AS THE BEST IS PROVEN BY THE WAY OUR
COMPETITORS ARE IMITATING ITS GOOD QUALITIES AND USE IT AS A
STANDARD OF COMPARISON WHEN TRYING TO SELL THEIR OWN GOODS.
WE CLAIM FOR THE GEM NOTHING THAT CANNOT BE FULLY PROVEN.

WE
LEAD,
OTHERS
FOLLOW.

The Gem Freezer
The Best in the World

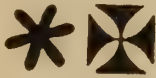
CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the
MARK.

TRADE



GRANTED

1764.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,

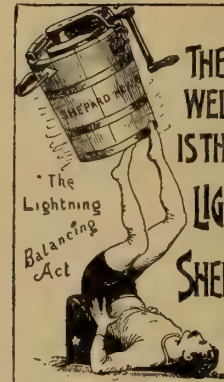
Ottawa and Toronto.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.



THE BEST PROOF OF A
WELL BALANCED MIND
IS THE PURCHASE OF A

LIGHTNING FREEZER.

SHEPARD HARDWARE CO.
BUFFALO - N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Straits 100 lb ingots..... " .. 23, 24
Strip 26, 28

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. \$6 50 \$6 75
I.X., " .. 7 75 8 00
I.X.X., " .. 9 00 9 25

Raven & P.D. Grades—
I.C., usual sizes .. 5 50 5 75
I.X., " .. 6 50 6 75
I.X.X., " .. 7 50 7 75
I.X.X.X., " .. 8 50 8 75
D.C., 12 1/2 x 17 .. 5 00 ..
D.X., usual sizes .. 6 00 ..
D.X.X., " .. 6 35 6 80

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes .. 4 75 5 00
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual
sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 75 9 00
I.X. Terne Tin .. 10 75 11 00

Charcoal Tin Boiler Plates.
Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs .. 6 1/2c, 7c
" 14x60, " ..
" 14x65, " ..

Iron and Steel.

	Base Price.
Common Iron, per 100 lb ..	\$2 20 2 25
Refined ..	2 55 2 65
Horse Shoe ..	2 60 2 65
Band ..	2 60 2 75
Hoop ..	2 65 2 80
Swedish ..	4 00 4 25
Sleigh Shoe Steel ..	2 50 2 75
Tire Steel ..	3 00 3 25
Machinery ..	3 00 3 25
Best Cast Steel, per lb ..	0 13 1/2 0 14
Russian Sheet ..	0 10 1/2 0 12
Tank Plates ..	2 25 2 50
Boiler Rivets ..	4 50 5 00

Boiler Tubes.

2-inch ..	13c
1-inch ..	17

Boiler Plate.

1/4 inch.....	\$2 50
5-16 " ..	2 40
3/8 " and thicker ..	2 30

Sheet Iron.

1 to 20 gauge ..	2 1/2, 3
22 to 24 ..	2 1/2, 3
26 ..	3, 3 1/2
28 ..	3 1/2, 3 3/4

Canada Plates.

Blaina.....	1/2 bright 3 20 3 25
Boars Head ..	None
Maple Leaf ..	None
All Bright.....	None

Iron Pipe.

Wrought 57 1/2 to 60 p.c. dis.
Galvanized, 27 1/2 to 30 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb ..	5 1/2, 5 3/4
26 gauge, " ..	5 1/2, 5 3/4
28 " ..	5 1/2, 5 3/4
Gordon Crown—	
16 to 24 gauge, per lb ..	5 1/2, 5 3/4
26 gauge, " ..	5 1/2, 5 3/4
28 " ..	5 1/2, 5 3/4

Note.—Cheaper grades about 1/2 cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb ..	7 1/2, 7 3/4
" 1/2 " ..	6 1/2, 6 3/4
" 5-16 " ..	5 1/2, 5 3/4
" 3/8 " ..	5 1/2, 5 3/4
" 7-16 " ..	5 1/2, 5 3/4
" 1/2 " ..	4 1/2, 4 3/4
" 3/4 " ..	3 1/2, 3 3/4
Trace, per doz. pairs ..	\$3 60 5 90
German coil, per 100 ft ..	1 65 2 70
Jack chain, iron, single, per doz yards ..	0 13 0 50
Jack chain, double, per doz yards ..	0 15 ..
Jack chain, brass, single, per doz yards ..	0 20 1 10

Copper—Ingot.

Lake Superior, per lb ..	0 00 0 00
Baltimore ..	0 00 0 00
English B.S. ..	0 14 0 15 1/2

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in. \$0 25 \$0 28
round & square
1 to 2 in .. 0 23 0 26
Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60 ..	\$0 1 0 19
Untinned, 14 oz, and light, 16 oz, irregular sizes ..	0 19 0 20

Note.—Extra for tinning, 2 cents per
pound, and tinning and half planishing
5 cents per pound.
Planished and tinned, 14x
48 and 14x60 .. 0 29 0 30
Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb .. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T.K. Pits.

Plain Tinned, per lb ..	0 25
Spun ..	0 29

Wire.

Pure, in coils—	
From 1 to 20 gauge ..	0 25 0 27
From 20 gauge, up ..	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge ..	0 21 0 25
" 27 to 30 " ..	0 23 0 29
" 30 and up ..	0 26 0 29
Sheets, hand-rolled 2x4 ft.	0 25

Zinc Spelter.

Foreign, per lb ..	0 05 1/2 0 06
Domestic ..	0 05 1/2 0 06 1/2

Zinc Sheet.

5 cwt casks ..	0 06 1/2 0 07
Part casks ..	0 07 0 07 1/2

Lead.

Imported Pig, per lb ..	0 08 1/2 0 04
Domestic ..	0 08 1/2 0 04
Bar, 1 pound ..	0 04 1/2 0 05
Sheets, 24 lbs, per square ft, by roll ..	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll ..	4 75 5 00

Note.—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.
Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb 0 18 0 20
Note.—Prices of this graded according to
quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb ..	\$0 18 1/2 0 19 1/2
Other makes " ..	0 17 1/2 0 18 1/2

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb ..	5 1/2 ..
No. 1 Do.	0 5 1/2
No. 2 Do.	0 4 1/2
No. 3 Do.	0 4 1/2

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)	
Pure, per gallon ..	\$1 05 \$1 10
2nd qualities " ..	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb ..	0 05
Chrome Yellow ..	0 09
Golden Ochre ..	0 06
French ..	0 05
Marine Black ..	0 09
" Green ..	0 09
Chrome ..	0 08
French Imperial Green ..	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per cwt 1 40	
(J.F.L.S.) " ..	1 75
Venetian Red (R.C.2) " ..	1 50
Ven. Red, Cookson's " ..	2 00
English Oxides " ..	3 25
American " ..	2 25
Paris Green, per lb ..	0 16 0 17
Burnt Sienna " ..	0 08 1/2
Burnt Umber " ..	0 05
do pure ..	0 07
Drop Black ..	0 09
Chrome Yellows " ..	0 12
" Greens " ..	0 12
Golden Ochre ..	0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal ..	0 70
Extra ..	1 00
Brown Japan ..	0 70
No. 1 Carriage ..	1 50
Gold Size Japan ..	1 40
Pure Orange Shellac ..	2 20
Hard Oil Finish ..	1 50

Linseed Oil (in bbls).

Raw, per gal ..	0 64
Boiled ..	0 67

Turpentine (in bbls)

Selected Packages, per gal.	0 64 0 65
----------------------------------	-----------

Castor Oil.

Best, per lb ..	0 11 0 11 1/2
-----------------	---------------

Gtue (in bbls)

Common, broken ..	0 10 0 11
French medal ..	0 12 0 15
Cabinet makers ..	0 17 0 18
White ..	0 16 0 17

HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting,
 Amer. net list. B.B. Caps, discount
 45 p.c. Amer.

Wads.
 Ee 's, per 1,000. \$0 25 \$1 60

Anvils.
 Per lb. 0 10 0 12½
 Anvil and Vice combined
 each. 4 50

Augers.
 Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz. 13 00 20 00
 Adjustable " each 5 50 6 50
 Post Hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per
 cent.

Awls.
 Sewing per gross 5 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled " 3 60 7 30
 Saddlers', " 0 45 1 60

Awl Hafts.
 Patent Peg, per gross 7 25 8 00
 " Sewing, " 7 25 8 00

Awl and Tool Sets.
 Millar's Falls, per doz. 2 80 8 30

Axes.
 Per box 6 00 12 00

Axle Grease.
 Per gross 7 50 14 00

Bath Tubs.
 Zinc discount 25 per cent.
 Copper, discount, 30 p.c. dis. off Re-
 vised list.

Bells—Hand.
 Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.
 Gongs, Sargent's 5 50 8 00
 " Peterboro, dis. 50 per cent.

Cow.
 American make, discount 60, 60 and
 10 per cent.
 Canadian, dis 45 and 50 p.c.

Farm.
 American, each 2 00 5 00

House.
 American, per lb. 0 35 0 40

Bellows.
 Hand, per doz 3 35 4 75
 Moulders " 7 50 10 00
 Blacksmiths' discount 35, 40 pe cent.

Belting.
 No. 1, leather, discount 40 to 40 and 5
 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.
 Per doz. 5 00 6 00

Bits—Auger.
 Gilmour's dis 55 to 60 per cent.
 Excelsior—Jennings, discount 60 per
 cent.

Jennings' Imitation, list 45, 47½ per
 cent.

Jennings' Gen, net list to 5 p. cent dis.
 Car.

Gilmour's, 47½ to 50 per cent.
 Expansive.

Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.
 Clark's, per doz 0 65 0 90
 Diamond, Shell " 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.
 Annex 1 25 1 75
 Mascot 1 35 1 85

Blind and Bed Staples.
 All sizes, per lb. 0 11 0 15

Bolts.
 Carriage, dis. 65 and 10 to 70 and 5 per
 cent. dis.
 Tire, dis. 50 and 10 per cent to 60 p.c.
 Stove, dis. 45 to 50 p.c.
 Elevator, dis. 35 to 40 p.c.
 Machine, dis. 65 to 70 per cent.

Boring Machines.
 Complete, with Augers, ea. 4 40 7 50

Braces.
 Barber's 6 00 7 75
 Barber's Ratchet 10 00 11 00
 Farmers' 2 00 2 75
 Millar's Falls 15 50 29 00

Brackets—Shelf.
 Japanned Canadian, per
 doz. pairs 0 50 3 40
 Berlin Bronze Cana'n 0 85 3 20

Broilers.
 Light, dis. 65 to 70 per cent.
 Reversible, dis., 65 to 70 per cent.
 Vegetable, per doz. 1 12 2 35
 Henis, No. 8 " 6 00
 " No. 9 " 7 00
 Queen City 7 50 10 00

Butchers' Cleavers.
 From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.
 Wrought Brass dis. 60 and 10 to 70 per
 cent.

Cast Iron.
 Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.
 Fast Joint, dis. 60 & 5 to 65 pc., dis.
 Loose Pins, " 80 & 5 to 65 pc., dis.
 Berlin Bronzed, dis. 70, 70 and 5 per
 cent.

Gen Bronzed, per pair 0 40 0 65
Can Openers.
 Acme, per gross 9 00 10 00
 Sardine Scissors, per doz. 3 75 4 50

Card.
 Horse, per doz 0 70 0 95

Carpet Stretchers.
 American, per doz. 1 00 1 50
 Bullards " 6 50

Carpet Sweepers.
 Bissell, per doz. 22 50
 World " 21 75
 Daisy, " 24 00
 Star, " 18 00
 Crown Jewel, per doz 29 00
 Grand Rapids, " 32 40

Cartridges—See Ammunition.

Castors.
 Bed, new list, dis. 50pc. } to 50 and 5
 Plate " dis. 50pc. } per cent.

Cattle Leaders.
 No 31 and 32, per gross 8 50 11 25

Cement.
 Portland, car load lots 2 70
 Thorold " 1 10
 Queenston " 1 10
 Napanee " 1 10

Chalk.
 Carpenters' Colored, per
 gross 0 90 1 10
 White, lump, per lb. 0 01½ 0 01½
 Red " 0 05 0 06
 Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer.
 American, dis 70 per cent.
 Canadian, dis 35 per cent.

Best Firmer per doz. 0 85 4 00

Churns.
 Boss or Daisy, dis. 50 and 10 to 60 p.c
 from factory 60 and 10 per cent

Clamps.
 Judd's, dis. 20 p.c.
 Stearns, per doz. 3 00 10 00

Clips.
 Axle, dis. 65 p.c.

Coffee Mills.
 Box 3 60 13 00
 Side 3 60 4 00
 Enterprise, No. 0 1 35
 " No. 2 2 70

Compasses, Dividers, etc.
 American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.
 Canadian, discount 25 p.c.

Door Springs.
 Torrey's Rod, per doz 2 00
 Coil, per doz. 0 88 1 60
 English, " 2 00 4 00

Draw Knives.
 American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.
 Millar Falls, per doz. 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.
 Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.
 Dis 20 to 33½ p.c.

Fawcets.
 Cork Lined, per doz. 0 30 0 60
 Wine, per doz. 1 30 2 25
 Star, " 2 80 3 90
 Fenns Corkstops, No 2 p.doz 1 70
 Petroleum, per doz 4 50 6 50

Files.
 Kearney & Foot's discount Am. List,
 50 & 5 to 50 & 10
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5
 per cent.

Canadian, dis., Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25pc.

Horse Rasps, Kearney & Foot's dis
 Am list, 50 pc. 50 p.c. to 50 and 5 p.c.
 Horse Rasps, dis. 45 p.c. Amer. } Hellers
 50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list,
 33½ p.c.

Fluting Machines.
 Each 0 60 2 00

Forks.
 Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.
 Gem, dis. 50 and 5 to 50 and 10 p.c.
 Shepard's Lightning, dis., 50 to 50
 and 10 p.c.

Fruit Presses.
 Henis' per doz 4 00
 Enterprise, discount 10 p.c.
 Shepare's Queen City, dis. 15 p.c.

Fry Pans.
 Acme, discount 55 to 60 per cent
Gauges—Marking, Mortise, etc.
 Stanley's, dis. 50, 55 p.c.

Wire Gauges.
 Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.
 Window.

United Inches—Box Price.

Size	Star.		Double Diamond	
	Per	Per	Per	Per
up to 26	50 ft.	100 ft.	50 ft.	100 ft.
inches	1.40-1.45	2.15	2.15	2.35
26 to 40 in	1.50-1.55	2.35		
41 to 50		3.40-3.50	5.45	
51 to 60		3.70-3.80	6.25	
61 to 70		4.00-4.10	7.20	
71 to 80			7.60	
81 to 85			8.75	
86 to 90			10.95	
91 to 95			13.75	
96 to 100			16.25	
101 to 105			22.00	

Pickington.
 Ordinary
 1st break 3 85
 2nd " 3 90
 3rd " 4 60
 4th " 4 95
 5th " 5 40
 6th " 5 90
 7th " 6 50

Picture Glass.
 Pickington's ordinary.
 1st break 4 30
 2nd " 4 70
 3rd " 5 40
 4th " 5 90
 5th " 6 50
 6th " 6 90
 7th " 7 75

Glue Pots.
 Tinned, each 0 30 0 90
 Enamelled " 0 55 1 20

Grindstone Fixtures.
 P. S. & W., per doz 4 25 4 65

Hammers—Nail.
 Maydole's net list to 5 per cent. dis.
 Can. discount 25 to 27½ p.c.

Tack.
 Magnetic, per doz 1 10 1 50

Sledge.
 Canadian, per lb. 0 12½ 0 15

Ball Peen.
 English and Can., per lb. 0 25 0 37½

Handles.
 Axe per doz 1 00 3 50
 Store door " 1 00 1 80
 Chest, per doz pairs 0 40 2 50

Chisel.
 Firmer per gross 3 00 4 50
 Socket Firmer " 3 25 8 00
 Socket Framing per gross 3 75 5 00

Fork.
 C. & B., discount 30 per cent.

Hoe.
 C. & B., discount 30 per cent.

Saw.
 American, per doz 1 00 1 25

Plane.
 American, per gross 3 15 3 75

Hammer and Hatchet.
 American, per doz 0 50 0 80

Cross Cut Saw.
 Canadian per pair 0 18 0 25

Hangers.
 Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.
 Can., dis. 37½, 40 p.c.

Hinges.
 Blind, Parker's, dis. 60 to 60 and 10 p.c.
 " Shepard's Noiseless, dis. 60 p.c.
 " " Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per
 Heavy, per lb. 0 4½ 0 05
 Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets.
 Screw, Eureka 1 13 1 80
 Gate, Clark's 1 50 2 20
 " Shepard's, dis 50 to 60 p.c.

Per doz. pairs
 Spring 1 50 3 50
 " Shepard's Niagara 1 75 1 90

Hoes.
 Garden, Mortar, etc., discount 40 per
 cent.
 Planter's per doz 4 00 5 00

Hooks—Cast Iron
 Bird Cage, per doz 0 50 1 10
 Clothes Line, " 0 27 0 65
 Harness, " 0 72 0 88
 Hat and Coat, per gross 1 00 3 00
 Chandelier, per doz 0 50 1 13

Wrought Iron.
 Wrought Hooks and Staples, Can
 dis. 17½, 20 p.c.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.
Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 40, 5, 45 per
cent.

Horse Nails.
Canadian, dis. 50 and 10 to 60 per cent

Horse Shoes,
Per keg 3 60 3 75

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun per lb .. 0 28 0 30
Copper, " " " " 0 40 0 45
Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.
Lock, Can. dis. 50 p.c.
Cabinet, Trunk, and Pad-
lock, Am. per gross..... 1 60 4 75

Knobs.
Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " " " " 6 00 9 00
Lava, " " " " 8 75 10 00

Shutter, porcelain, F. &
L. screw, per gross..... \$1 30 4 00

Ladies.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60

Galvanized, " " " " 1 87 3 85
King, wood, " " " " 2 75 2 90
glass, " " " " 4 00 4 50

All glass, " " " " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " " " " 1 90 7 40

Locks—Door.
Canadian, dis. per cent. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.
Eagle, dis. per cent, 30 per cent.

Padlock.
English and Am. per doz 50 6 00
Scandinavian, " " " " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.
Tinmiths', per doz 1 25 1 50
Carp'trs', hickory " 1 25 3 75

Lignum Vita, " " " " 3 85 5 00
Caulking, each " " " " 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter.
Enterprise, dis. per cent 20 25
Canadian, 37½ to 40 per cent.

Dixon's, each 1 60 2 00
Woodruff's " " " " 1 10 1 70
Hale's, " " " " 1 05 1 50

Hume, " " " " 13 00 16 00

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.
Cut, 3 in. and upwards, 2 50
per keg base, price

Brads & Moulding Nails, 70 to 70 and
5 per cent.

Wire Nails, 70 to 70 and 5 per cent.

Nail Pullers.
German & American..... 1 85 3 50

Nail Sets.
Square, round and octa-
gon 3 38 4 00

Diamond, " " " " 12 00 15 00

Oil.
Canada Refined Oil (Toronto) 15½ 16
Carbon Safety " " " " 0 18 0 18

Canada W.W. " " " " 0 20
American W.W. " " " " 0 25

S. R. Seal per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50

Brass, " " " " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz..... 2 25 3 25

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks.
per doz 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, " " " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. Canadian, American dis. 45

to 50 per cent. American.
Wood, fancy Canadian, or American

dis. 35.
Bailey's (Stan R. & L. Co.) 35 to 37½

per cent.
Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis

37½, 40 p.c.
Button's Imitation, per

doz..... 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 65 p.c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys.
Hothouse, per doz..... 55 1 00

Axle, " " " " 22 33
Screw 27 1 00

Awning, " " " " 35 2 50

Pumps.
Rumsey or Canadian Cistern &
Pitcher Spout, 60 and 65 p.c.

Punches.
Saddler's, per doz..... 1 00 1 85

Conductors' " " " " 9 00 15 00
Tinner's solid, per set..... 72

" hollow, per inch 1 00

Putty.
Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½

Sliding Door, " " " " 3½ 3½

Rakes.
Cast Steel and Malleable, Canadian

list dis. 40 per cent.

Razors.
Boker's, per doz 7 50 11 00

Wade & Butcher's " " " " 3 60 10 00

Currier's, per doz 1 25 3 60

Rivets and Burrs.
Copper Rivets, dis. 45 per cent; dis

Iron " " " " 40 to 45 per cent.
Burrs, Iron, 30, 33½ p.c.

Rivet Sets.
Canadian, dis. 30, 35 p.c.

Rope.
Sisal, per lb 10½ 11½ smaller than

Manilla, " " " " 14½ 15½ 7-16, ¼c. extra.

Cotton, " " " " 22 25
Russia Deep Sea, per lb. 15 16

Jute 09½ 10

Rules.
Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis. 40, 40 & 5 per cent.

Sad Irons.
Mrs. Potts, per set 0 85 0 90

N. P. " " " " 1 15 1 20

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 30 p.c. 55 90

Emery, per quire..... 55 90

Sash Cord.
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis. 37½, 40 per

cent.
Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.
Sectional, per lb..... 24 3 00

Sausage Stuffers.
Each 1 00 3 00

Saws.
Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75

" frames only 75

Saw Sets.
Per doz..... 1 65 9 00

Scales.
Canadian List, dis. 40 p.c.

Scale Beams.
Canadian, B. S. & M. dis. 40 per cent.

Scrapers.
Box, per doz 2 10 4 50

Foot, " " " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.
Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. " 72½ " " "

" F. H. Brass 75 " " "

" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.
Canadian, dis. 37½ to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P. dis. 65 p.c.
Seymour's dis. 60 p.c.

Aetna, dis. 75 to 75 and 10 per cent.
Heinrich 60 per cent.

Sheaves

Sliding Door, per set 77 1 40

Steel Shingles.

The Metallic Roofing Co. of Canada,
per square.

Heavy Eastlake Galvanized 5 75
Light " " " " 5 25

Heavy Eastlake Painted 4 00
Light " " " " 3 75

Tower or Mansard Galvanized 6 25
Tower or Mansard Painted..... 4 50

Terra Cotta Painted Tile..... 7 00
Eastlake Painted Siding..... 3 50

Manitoba Galvanized Siding..... 4 75
Heavy Man. Painted Siding..... 3 50

Light Manitoba Painted Siding..... 3 25
Heavy Sheet Pressed Brick..... 3 50

Light Sheet Pressed Brick..... 3 25
Painted Crimped, Siding or Ceil. 3 50

Shot.

Canadian, dis. 7½ per cent.

Shovels and Spades.

Canadian, dis. 37½ per cent

Sieves.

Wood Rim, black, p. doz 1 15 1 35

" " " " 1 35 1 60
" " " " 2 30 2 45

" " " " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " " " " 3 00 5 00
Lock, Andrew's " " " " 4 50 11 50

Soap.

Sapolia ½ gross boxes..... 3 25

" ¼ and ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes.

Discount, 15 to 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons, per gross 7 50 12 00

Dessert " " " " 21 00

Table " " " " 30 00 30 00

Dessert Forks..... 24 00

Medium " " " " 27 00

Table " " " " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 5 5½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 15 50

Hindostan, per lb..... 0 06

" Slips, per lb 9

Labrador, per lb..... 0 13

" Axe, " " " " 0 15

Turkey " " " " 0 50

Arkansas " " " " 1 50

Water-of-Ayr " " " " 0 10

Scythe, per gross..... 2 50 5 00

Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 30 p.c.

Cut, Carpet, gimble, dis. 35 p.c.

" " " " " " " " dis. 45 p.c.

Swedes' Iron, blued, dis. 42½ p.c.

Upholsterers' dis. 42½ p.c.

Copper Tacks and Nails, dis. 35 p.c.

Trunk and Clout Nails, " 40 p.c.

Patent Brads, dis. 40 p.c.

Finishing Nails, dis. 35 p.c.

Cigar Box Nails, dis. 35 p.c.

Shoe Finders' Tacks & Nails, dis. 25 p.c.

Tape Lines.

English, ass skin per doz. \$2 75 \$5 50

English Pat. Leather 5 50 9 75

Chesterman's, each 0 90 2 85

" steel, each 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c.

Thimbles.

Asbestos, filled, per doz., dis 25 off

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P. S. & W., 10 p.c. advance on American
list.

Tinware.

Stamped, dis. Assnlist, 70, and 12½ per
cent. to 70 and 25 p.c. on special

lines.
Japanned, Prices on application.

Pieced, " " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent

Game, H. & N., or P. S. & W., discount 57½
to 62½ p.c.

Mouse, per doz 0 35 1 50

Rat " " " " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.

German, per doz 4 75 9 00

Brade's " " " " 00 10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20

Wrapp'g, mott'd, pr. pack. 0 50 0 60

" cotton, per lb 0 18 0 20

Mattress, per lb 0 33 0 45

Staging " " " " 0 27 0 35

Broom " " " " 0

HARDWARE.



No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,

DEAR SIR,—I am pleased to say that after nearly three years constant use, day and night, on our largest engine your Copperine has stood its work well. I have not had to renew any of the heavy bearings yet, so I consider that speaks for itself. I am pleased to recommend it to any one in need of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,

Chief Engineer Toronto Waterworks.

ENGRAVING
• FOR ALL •
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8½, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

ASK FOR and see that you get

"Tiger" Brand chemically pure White Lead

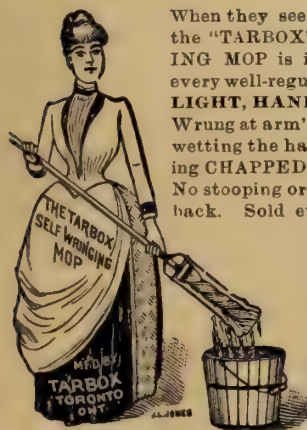
The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, LIGHT, HANDY, DURABLE. Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask

your dealer for it and take no other. The name of "TARBOX" cast on every mop.

Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

TARBOX BROS.,

73 Adelaide Street West, Toronto,

Sole Manufacturers.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
BUILDERS' & CONTRACTORS'
SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers' experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.



Improved patent asbestos floor and partition thimble. Patentee and Sole Manufacturers, Canada and United States, Fairgreave & Craig, 128 Richmond St., W. Toronto

HARDWARE.



(PATENTED.)

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

No More Broken Handles.
All Heavy Nickel Plated.
ATTRACTIVE,
DURABLE,
Easy to the Hand.
-NO EXTRA COST-



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS.
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-("TRAP")
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

DOMINION WIRE

MANUFACTURING CO'Y,
LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.

"LYMAN" 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

} **FENCING.**

Staples and Fencing Tools.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

APRIL 25, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



THE DETROIT PATENT SURE-GRIP STEEL TACKLE BLOCK.

This block will hold load at any point without fastening the rope. The wedge-shaped brake has a double grip, and is absolutely automatic and reliable. The heavier the load the better the grip. They are universally admitted to be the greatest improvement ever made in tackle blocks. In many instances fully half the cost of handling can be saved.

The body of the Block is made of steel plate. The pins are cold rolled steel. The essential castings are malleable iron, making the strongest and safest possible combination of materials, thus affording immunity from accidents in the highest degree.

Tested by Standard Weights.

No. 3	Block, tested without breaking.....	2800 lbs.	Capacity claimed.....	600 lbs.
" 4	" " " " " " " " " " " "	3800 "	" " " " " " " " " "	1000 "
" 5	" " " " " " " " " " " "	4500 "	" " " " " " " " " "	1800 "
" 6	" " " " " " " " " " " "	5800 "	" " " " " " " " " "	2500 "
" 6 1/2	" " " " " " " " " " " "	9000 "	" " " " " " " " " "	4000 "

The Brake always holds under the severest strain. Hundreds of testimonials.

List of Sizes and Prices.

No. 3	to be used with 3/8 inch rope, one man can lift 300 lbs., capacity 600.....	each	\$3 00
" 4	" " " " " " " " " " " "	350 "	1000..... " 5 50
" 5	" " " " " " " " " " " "	400 "	1800..... " 7 00
" 6	" " " " " " " " " " " "	450 "	2500..... " 8 50
" 6 1/2	" " " " " " " " " " " "	850 "	4000..... " 14 00

Blocks No. 3 to 6 require rope 5 times, and No. 6 1/2 7 times the height to be lifted. The above prices include upper and lower block—ROPE EXTRA.

For sale by the LEADING HARDWARE MERCHANTS in every town.
Write for Discounts to

RICE, LEWIS & SON; LIMITED, - TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, APRIL 25, 1891

No. 17

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

THE NAIL ASSOCIATION'S DEATH.

The Nail Association, of which so much was hoped, has had a short existence and an abrupt ending. The fact that it had collapsed was kept very quiet, but it leaked out at last when it was found that the same old trouble was at the bottom of it all. It was not exactly cutting this time, however, that was the cause of the trouble, but simply that one of the parties to the agreement claimed that he was not getting a fair proportion of the business. Enquiry induced by this complaint led to the discovery of something that rather startled the different members of the association. It was found that one of the contracting parties had taken what they considered an unfair advantage of his confreres, and cutely, too. Before the association was formed, but when everything was practically arranged, this firm went quietly to work and booked orders abroad for a large quantity of stock, some 3,000 packages, at the reduced prices, and when the association came into existence it was found, for the time being, that some of the members were left severely out in the cold. Naturally there was a kick at once; a loud and persistent kick, especially by one particular member who had been bitten worst of all. In brief he complained that he was completely frozen out, and was getting no business at all, and would show the other party that two could play at the same game. Everybody knew what that meant, consequently the association had a sudden, but under the circumstances quite natural death.

It seems a pity that the makers could not agree, but they have only themselves to blame. Their intentions, that is, with the

exception above referred to, were all right, but their system was altogether wrong. Instead of the system of proportions, which anyone could see was bound to lead to bickering sooner or later, the pooling system should have been adopted. Then no one would have had the slightest chance of getting ahead of his neighbor. As it was, one firm, by a little shop work, which, although perfectly legitimate, was hardly fair, did so, and the association foundered upon the rock which everyone feared it would. What the consequences will be is hard say, but one thing is certain, sellers may depend that they will hear something of claims for rebates shortly, with the different makers actively competing against one another with every prospect of a reduction in prices.

DISCOUNTS FOR CASH.

Lack of space obliged us to hold over our comments upon "Merchant's" letter, which we published the week before last, upon the subject of Discount. Our correspondent's objection to discounts is, that they are not real deductions from the price, that the customer is misled into the belief that they are, and supposes he has got a special bargain when in reality he has paid current prices. "Merchant" holds that the net price should always be the one quoted and sold at; then if the customer pays cash he obtains no concession, while if he takes credit he will have to pay interest equal to the discount now involved in the quotations. Preference for doing business in a very above board manner no doubt leads "Merchant" to choose interest rather than discount.

But discount has manifest advantages. It has been more persuasive with customers to pay cash than interest has been. One reason is, that discount puts the benefits of cash—buying in vivid relation to the present, while interest puts the drawbacks of credit—buying

in relation to the future. The more remote the effect, either in time or space the weaker is its action as a motive. A man will yield more to the argument of what is an advantage now than he will to the argument of what will be his disadvantage three months hence. If a man buys a quantity of tea on which at the net price the interest will be \$12 at the end of three months, he will not do so much to escape the paying of this interest, as he will do to get hold of a \$12 discount off the amount at prices quoted. There is no essential difference between discount and interest, but one is nearer than the other, and so is more telling in its appeal to a man's ready money. It encourages the customer to pay cash, while interest forbids him to accept credit. If buyers are deluded into the idea that they are getting special bargains when they are getting only what is open to everybody with the cash, the delusion is a useful one if it avails to induce more cash buying.

Then, again, a credit price is always a more agreeable one to quote than is a cash price. If only net prices are quoted, the merchant has the disagreeable correction to make that this is a subject to interest in the case of time men. It is more gracious thing to quote a credit price, and then hand back a discount for cash, than it is to quote a cash price and have to tell a customer afterwards who has not the money, "But to you it is 3 per cent. dearer." All exceptions and reservations ought to be as far as possible made agreeable to the customer, not offensive to his self-esteem. To make price advantages please, they ought not to be quoted net.

In a country where there is so large a credit business done as there is in Canada, all prices ought as far as possible to be quoted on the supposition that credit will have to be allowed for, so that where credit is not given, the cash man may be gratified by the concession of discount.

Discount does not tend to drive out small dealers when it is calculated on a purely time basis, but it undoubtedly does discrimi-

nate against the small dealer when it increases with the amount. To give a trader a bigger discount because he buys twice the amount of goods that his competitor does, is certainly to handicap the competitor. It ought to be enough that the former trader sells twice the quantity of the goods in question, so that the volume of his profit may be twice as large upon this line as is his competitor's. He should not need the added advantage of a larger rate of discount. But if discount, which varies with the amount has this ill effect upon small traders, so would have interest which varies with the amount. It is not on account of its nature as discount, therefore, that a reduction according to amount is mischievous. It is undoubted that if there were no discounts scaling according to the amount of the order, there would be less speculative buying. The less of that the better.

As for flour and other like goods, there is no discount upon the quotations for them, because such stock is not sold on credit, hence no addition is made to the net price to provide for expected loss of interest. Its future worth is not quoted because it is sold only for strictly present payment.

CREDITORS' MEETINGS.

In the investigation of a dealer's affairs to determine whether he shall be closed up or allowed to resume business, his creditors are the judge, jury, witnesses and plaintiffs. The matter is entirely in their hands. They may exact the pound of flesh or they may overtemper justice with mercy. Sometimes they err one way, sometimes they err the other, but the number of cases in which they take the middle course and do the right thing is probably larger than ought to be expected from bodies of men upon whose voluntary course of action there is no check. Every group of creditors who are made a court-commercial by the failure of a single trader, have more absolute power to make or mar his future than has any court-martial to exonerate or disgrace a soldier. They ought not therefore to take action upon hasty, narrow or shallow views. There are many things to be thought of besides their own immediate advantage. Although they are a board brought together by exclusively private individual interests, yet they are acting in a public capacity when weighing a dealer's affairs in the balance. The winding up of the insolvent's business may be a public benefit, his continuance in business may be a public grievance.

Even with the best intentions, and the most unbiassed minds on all hands, the problem of what is best to do is not always satisfactorily solved by the creditors. Much less is it satisfactorily solved when sinister influences are allowed to be thrown into the scale for or against the debtor. The cases are numerous where the verdict, for or against giving the dealer another chance,

is not strictly judicial. Does it not now and then happen that one creditor will be forward to propose lower terms than the insolvent would propose himself? Also, is it exceptional for the debtor to be able to submit letters from individual creditors, in which the greatest confidence in his uprightness and ability is expressed? Those who propose the lower terms, those who write such letters, are very ostentatious with their good will, and cannot but make the insolvent grateful, and therefore prepared to trade with such generous and sympathetic creditors. Their attention is not confined to the question of the rightfulness of closing up or compromising with the debtor, but is on the lookout for future trade. Other creditors see into the motive of this desire on the part of their colleagues to make themselves solid with the debtor, and, determined not to be outdone in liberality, they too make a bid for his trade by acquiescing in easy terms. Thus a man's restoration to his status as a trader is often due to mutual jealousy as to which creditor shall most befriend him. This, no doubt, is the chief reason why so many compromises are made that never should be made.

In the same way a very deserving man may be voted out of business because the greater proportion of his indebtedness is to the smaller number of his creditors. The larger number, having in such a case the less to lose, may out of pique at his not having dealt more with them, decree that he shall stop.

In the instances where creditors are met by the wariness of an unscrupulous rogue, they do not always display the firmness and courage that they should. He can dictate the terms of his surrender too often, and one of these terms is the conceding of his discharge. It is a pity that it is so. Every board of creditors ought to feel that it is a reforming agency, and should have a solicitous regard for the health of trade.

THE FURNITURE OF THE SHOP WINDOW.

For the hardware dealer there are a good many seasons in the year, some of them very brief, but the shortest of them long enough for the turnover of more or less stock. The approach of one of these seasons, whether its leading interest to the trade be a sport, a special industry, a domestic custom, a social usage, a condition of the weather, or whatsoever, ought to be heralded by the appearance of stock appropriate to the occasion in the shop window. There is no special demand too insignificant to be on the lookout for. To develop a trade intercourse between the dealer and his customer, the dealer should always act upon the principle that he is expected to make the advances. His best way of doing it is to put stock in the window a fortnight or thereabout before it is needed. After the trader has been in business a few years and has observed that every article has its sea-

son, he ought to be able to anticipate periodical demands of the most trifling sort. He ought to have the year cut up into divisions corresponding to special wants, and indicate in this trader's calendar the lines that come in for sale. A good idea at the outset is to keep a diary, in which is entered in its proper date the first demand for every specialty that should be carried by a hardware man. This would be of great advantage in a few years, as the comparison of two or three of these volumes would enable the trader to make the rough draft of the trade calendar we have recommended.

Just now there are several seasonable activities that ought to be anticipated and reflected in the shop-window. House-cleaning, gardening, the opening of navigation, the shearing of sheep, the pruning of trees, the refreshing of painted buildings, the beginning of building operations, the starting of gas stoves are the chief of these. House-cleaning goods ought to be in the windows at once, as scrubbing brushes, whitewash brushes, kalsomining brushes, paint brushes, brooms, carpet sweepers, carpet stretchers, curtain rods, hooks, etc., will soon be in demand. Ready mixed paints ought to be conspicuously in the front now, these being the attendant of spring house-cleaning goods. Gardening tools ought to be in every shop-front now, as soon people will want hoes, rakes, spades, shovels, garden wheelbarrows, etc., as well as lawn mowers, lawn rollers, hose, pruning hooks and shears. Sheep shears are now timely stock for the window. There is a large number of port towns in Canada, and the hardware dealers at any point where a vessel touches should be well supplied with ship chandlery. There is a good trade to be done at our lake ports, but the dealer who is ready for the first demand is pretty sure to catch the subsequent demand, and if he is not early enough with his display of stock he may miss the trade altogether.

All the articles named in the foregoing, and any others included in the activities upon which these are dependent, ought to be on view now. The window is the place for types of them to be seen these days, and every unseasonable thing ought to be taken out to make room for them. It is not any plea for an unseasonable thing that it is an object of beauty. Take it out of the window if it is not a present or immediately future object of interest to buyers. It is an advantage instead of a drawback to hardware dealers that they have to follow, or rather precede so many seasons of demand, for the study of window dressing is thus made a matter of perennial interest to them, and their shop front is less likely to acquire a stereotyped appearance, as in the case of traders in lines that are the same from New Year's day to Hogmanay.

Master the whole business and the way to fortune has been mapped out.



OUR ENGLISH LETTER.

LONDON, April 11, 1891.

JAMAICA.

My advices from Jamaica tell me that Canadian manufacturers of hardware goods are well represented at the Exhibition, and that they have made a very judicious selection in the class of goods on view. On the other hand, British manufacturers of ironware are but poorly represented, and in several instances have practically ignored the real wants of the Island. Great Britain is represented by 160 enterprises; and Canada by 250. There is an excellent opening for machinery of almost every kind, as a decided impetus is being given to native industry, the feeling in the Island being that now is the time to push ahead or never. As an instance of the laxity of enterprise shown by English firms, I may say that quite three Canadian houses, if not more, are exhibiting ploughs and other agricultural implements, against only one English firm. This is Messrs. Ransomes, Sims & Jefferies, of Ipswich. Canadians should see what can be done in the way of a light steam plough, as there is a want of such an article in Jamaica. If any of the readers of *HARDWARE* make sugar machinery they should be able to open up a remunerative business in the island. A good machine for dealing with ramie would be largely welcomed by the government, who, indeed, have offered a prize of a thousand dollars to the inventor of the best appliance for performing this work satisfactorily.

FARMING TOOLS WANTED IN FRANCE.

The French government is doing everything in its power to promote agriculture in France. The result is that an increasing demand for farming tools and machinery is springing up. American exporters of these goods have, I know, taken time by the forelock in this market, but there is no reason why Canadian manufacturers should not do a good business with French agriculturists. Such things as horseshoes, every kind of hand-tool, scythes, garden implements, barbed wire, fencings, mowers, reapers, binders, threshers, drills, ploughs, and in fact all descriptions of farmers' requisites find a ready sale. It is well known in trade circles that French agricultural tool makers cannot turn out these goods cheap enough, nor so good as foreigners. Perhaps the best way for firms catering for this market would be to exhibit at some of the local exhibitions of agricultural engineers. On these occasions the exhibits are tested in competition and prizes awarded. Firms

thinking of exhibiting should write to the Minister of Agriculture, Rue Varenne, Paris. He will give full information which cannot be inserted here for want of space.

MISCELLANEOUS EXHIBITIONS.

While dealing with exhibitions, I may say that several of these undertakings are coming on likely to be useful to hardware firms anxious to cultivate a foreign trade. For instance, an exhibition of machines and implements connected with the various clay, stone, cement, and asphalt industries will be held at Buda-Pesth, Hungary, from May 15 to June 30, while the government are open to buy machines and implements of practical service in connection with the above industry. In 1892 Bilbao, Spain, is to have a mining exhibition and asks for exhibits from machinery makers. There is to be an agricultural machinery exhibition at Bucharest, from August 10 to Sept. 15 next. Competitions in threshing machinery and sowing machines will be held under the authority of the Ministry of Agriculture, who will give all particulars respecting conditions, etc.

SPAIN.

Spain is another good field for the Canadian exporter of machinery. The Spanish farmer is awakening to the benefits of modern implements and methods. Just the same class of goods as are demanded in France are in request in Spain. A good fanning-mill would meet with ready sale.

ITALY.

The progress made in the import of implements and hardware into Italy of late years is astonishing. In 1860 the imports of machinery were valued at \$2,400,000, while they amounted to over \$8,000,000 in 1880, and have since been increasing. There is certainly a coming demand for all sorts of implements, tools and machinery. The government fosters the farming industry, which of course creates this demand, but curiously enough, it does not provide for their market in tools and machinery.

INVENTOR'S
NATIONAL ASSOCIATION.

Mr. Edward T. Fenwick, Patent Lawyer, Washington, D.C., sends us the following report:—

The principal benefit resulting from the Patent Centennial Celebration just held at Washington, D.C., was the formation of a National Association of Inventors and Manufacturers. This will, without doubt, prove one of the most important events of the nineteenth century, and of vital interest to the inventors and manufacturers of this country. The most perfect harmony and good feeling pervaded all the business sessions, and the National Association was formed without class or sectional jealousy.

The election of officers and directors for the ensuing year followed as follows: For president, Dr. R. J. Gatling, of Hartford, Conn., the inventor of the celebrated gun

which bears his name, and which has brought him large remuneration and great fame, as well as distinction to our country as the producer of the most powerful projecting gun in the world. The four vice-presidents are Dr. Gardrer, G. Hubbard, of Washington, D. C., an inventor, and the father-in-law of Hon. Alexander Graham Bell, inventor of the telephone; Prof. William A. Anthony, President of the American Institute of Electrical Engineers; Thomas Shaw, Esq., Philadelphia, inventor and extensive manufacturer, and patentee of 110 inventions, and Hon. Benjamin Butterworth, Ohio, former Commissioner of Patents, ex-Chairman of the House Committee on Patents, and now Secretary of the Columbian Exposition. The selection of Prof. J. Elfreth Watkins, Curator at the National Museum, as Secretary, met with unanimous approval, and was a most excellent choice, as is attested by the success of his untiring efforts during the last four months as Secretary of the Patent Centennial. Mr. M. C. Stone, of Washington, an inventor and enterprising manufacturer, was elected treasurer. The Board of Directors is composed of the following gentlemen:—John Wise Smith, Esq., engineer, Pennsylvania; David G. Weems, Esq., electrical railway engineer, Maryland; Prof. R. H. Thurston, of Cornell University, New York; Chas. F. Brush, Esq., inventor and manufacturer of electric lighting apparatus, Ohio; Prof. Otis T. Mason, curator, National Museum, Washington, D.C.; Hon. David M. Smith, manufacturer of sewing machines, New Hampshire; F. E. Sickels, inventor of the first steam steering machinery, Kansas City, Missouri; Oberlin Smith, Esq., manufacturer, New Jersey, and R. S. Munger, Esq., manufacturer of cotton machinery, Alabama. In addition to the regular officers and board of directors, there will be representatives in every State, some of whom have already been appointed. At an informal meeting it was suggested that there be a committee of seven on legislation to advance the interests of the patent system before Congress and guard against any encroachment upon the rights of inventors and manufacturers.

The constitution and by-laws, with particulars as to eligibility to membership, will be ready for distribution in a very short time. The annual dues for active membership will probably be fixed at \$5, and life membership \$100. Provision is also made for associate and honorary members. There will be an annual meeting of all the members, at such place as may be determined upon. It is believed that the results secured by the formation of this National Association for the mutual benefit and protection of inventors and manufacturers and the perfecting of the American patent system will be far-reaching. Every inventor and manufacturer of this country ought to be a member of the association.

Lack of space prevents an account of the eloquent and magnificent addresses, but, as they are to be printed and bound in book form, those who could not attend the Centennial celebration will have the privilege of reading them. The highest tribute was paid to the inventor as the greatest and noblest benefactor of mankind. He needs no monument, for his works are a living monument of his toil and ingenuity.

COMPLETE PROTECTION IN THE COLLECTION OF STREET CAR FARES.

In bringing before the public, and street railway companies in particular, the Lee Registering Fare box, invented by Thomas B. Lee, of Toronto, the inventor brings to notice a system by which companies using same receive all fares paid whether same have been registered or not.

Most registers now in use give to the companies employing or using them a record only of the number of passengers that the conductor registers, and all that said company can ask that official for on the completion of his trip or run is the amount equal to said number of fares. Consequently if said conductor can or does by any means, whether intentionally or not, avoid or not

motion of the thumb being all that is required to accomplish and obtain complete protection. The other hand is left free to make change, etc., etc.

The principle may be explained more fully as follows: When the fare is put into the mouth of the box it falls on a platform or leaf of a revolving disc, so that when the conductor presses the button it causes the disc to turn and drop the fare into the inner receptacle or bottom portion of the box, at the same time it rings a bell inside to signify that the button has been pressed and also causes a paper ribbon inside to be marked or punctured, making the record of the transaction complete in every way.

It has put the fare out of the reach of the conductor.

It has registered it for his employer.



register or record a fare, that fare is the conductor's, and his employers have no means of claiming same.

Companies using those registers rarely find an employee hand in more than his clock or register calls for.

Lee's fare box is similar to cut here shown, but can be made to any pattern, size or shape, or as a fixture for bob-tail cars, the principle being the same in all cases. It consists of a box to be held in the hand of the conductor into which the fare is dropped by the passenger. Simultaneously with the depositing of the fare the conductor presses with his thumb a button or knob conveniently arranged for the purpose, this one

It has advised or informed the passenger that this has been done.

If ten cents is paid for two fares the conductor presses the button twice, which consequently rings and registers twice.

Now, when the box is handed in by the conductor the amount in same must correspond with the number of fares registered, unless the conductor has failed to do his duty in not pressing the button for every fare he took. But here the company get the benefit, as they have the money, while with other registers the money remains in the conductor's pocket.

That this is a quick and expeditious way of collecting and registering, all will admit

that you can press a button with your thumb ten times quicker than you can reach and grab a bell rope; and further, the fact that the bell being rung right in front of the person simultaneously with the paying of the fare, the passenger is more likely to note that it has been registered than if the bell is a car's length away.

Then again, if the conductor should fail to press the button on receipt of a fare, the next time he does the two fares will go down into the lower half of the box together, and as only one is registered he will be over in his fares when he hands in the box.

One of the greatest advantages, however, with this system is that it is also an absolute check for or on the office or receiving department.

The slip or paper ribbon is not more than quarter of an inch wide, and is marked in such a way that there is a clear space at both the beginning and end of each when the same is taken out of the box, which prevents the possibility of cutting off of any of the fares, supposing the receiver wished to be dishonest; and the marking being at regular distances, can be counted instantly by a rule or scale.

These slips can, as the boxes are opened, be easily pasted into a book arranged for the purpose, the number and amount opposite each extended together with any particulars such as conductor's number, car, route, time, etc., etc., and the total amount of the extensions for the day must be the amount received by the company for that day, and an auditor can take them, say six months afterwards, and check and audit them with the amount placed to the credit in the books for said day's receipts.

By this system the conductor must be careful to register every fare or he is detected or found out. The receiver of the boxes must report any shortage or excess, or his return will be wrong; because, if there is an excess in a box, he may not know but that it is put in there for the purpose of catching him, and he must hand in all he receives from the boxes, or when his returns are audited, as they can be, the discrepancy will be detected at once.

The mechanism of the boxes is so simple that they cannot possibly get out of order, they are very light but strongly constructed, and are well worthy of the inspection of interested parties.

One of the vexations of the retail trade is the delay they are occasioned by the releasing of their freight. Railway companies are apparently indifferent to the urgent wants of the retailer, their slowness has become chronic, and the trade have come to take it as a necessary evil. If a dealer's shipment gets stowed into a car containing goods for a man in some other town, the chances are that the receipt of the dealer's goods will be delayed a day or two till the other man can get his stuff out of the way. The delays are not always to be accounted for, and some of them are very exasperating.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

BINDER CORD:

Crown, Red Cap, Blue Ribbon, Silver Composite.

Manila and Sisal Rope,
Lath Yarn, Packing, &c.



Mr. A. C. Leslie, Montreal, was in Toronto for several days this week.

Mr. John I. Davidson, president of the Toronto Board of Trade, left on Thursday, with President Vanhorn, by special train for the Pacific coast.

A few evenings ago the employees of the R. Greening Wire Co., Hamilton, presented John Marshall with an address, an easy chair, six plugs of tobacco and a Turkish pipe. Mr. Marshall has been in the employ of the company for the last twenty years.

Gardner's Steel Sash Ribbon is an invention that is not a bit in advance of the time. The need for it existed and was felt long before the Ribbon was forthcoming, and now that it is here it ought to sell readily. It is for pulleys and sash-hanging attachments, and is manufactured by the Gardner Sash Balance Co., Chicago.

On Saturday, March 28th, representatives from the London, Hamilton, and Toronto Travelers' Circles met in Hamilton and discussed the constitution brought down from a former meeting. Some slight changes were made and the general outline adopted. The provisional officers for the central circle were confirmed. It is now hoped the various local circles will be largely increased in numbers by such travelers as are prepared to adopt the principles of the circle—to abstain from the use of alcoholic liquor as a beverage and everything profane or immoral in speech or action.

A contemporary has the following to say of the class of publications commonly termed "house organs": "These papers are edited by men whom we esteem for their courtesy and fair-mindedness,

Against none of them have we an iota of personal feeling; but none the less are these papers a delusion. They ought not to be admitted to the mails at newspaper postage rates. They are published, primarily, in the interest of a house—carry its price list and derive their support from its patronage. The house organ is a continual menace to the retailers' best interests." To all of which this paper says amen.

"The rapidly increasing business of the Chicago branch house of the B. F. Sturtevant Co., of Boston, has necessitated its removal to new and much larger quarters at 16 South Canal street, Chicago, where an entire new building furnishes ample accommodations for the large stock of blowers, exhausters, heating and ventilating apparatus, portable forges, and steam engines. This branch will remain under the energetic control of Foss & Noble, and will form the headquarters for the trade of the Middle and Western States. The stock will be greatly increased in order to provide for immediate shipment in all cases, and a corps of experienced engineers will be maintained to estimate upon and install plants for heating, drying, ventilating, etc."

An official review of the mines of New Caledonia, published in the *Moniteur Officiel du Commerce* of the 2nd instant, states that nickel ore was first found in the colony in 1867, and at the end of 1873 its presence was made known to Mont d'Or. Since this time the working of nickel mines, as well as of cobalt and chrome, have considerably developed. Although certain parts of the interior of the colony as regards mineral riches are still relatively little known, the quantity of nickel already proved to exist may perhaps be considered as "industrially inexhaustible," notwithstanding the impulsion given recently to the consumption of this metal. On the 1st January, 1890, the number of nickel mines instituted was 115, repre-

senting an area of about 11,114 hectares, while 427 properties were under demand for concessions. In 1889, twenty-two of the worked properties, covering 2,600 hectares and occupying 1,158 hands, exported 19,741 tons of nickel ore containing from seven to ten per cent of pure nickel. "Those at the head of the various nickel mining works in New Caledonia have the greatest confidence in the future, and they hope to be able to increase the production of the ore in a notable manner."

THE VALUE OF AN ATTRACTIVE WINDOW DISPLAY.

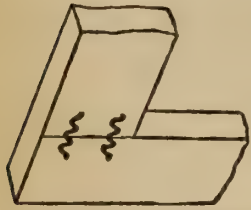
It is surprising to find what little things impress the outside public, and a circumstance that was brought under our notice not very long ago, is calculated to illustrate our meaning. It was a store that was very prominently situated the window of which for many years had simply displayed in it the name of the firm. It was certainly kept clean, but that was all the attraction. The new blood that had been introduced into the firm, decided that they would take this sign down and have what they termed a respectably dressed window. The result was that the first prominent display of an article that was made in the window was surprising. Encouraged by the success which the first experiment resulted in, made the firm think the matter over very carefully. It was ultimately decided that they should have a series of displays of certain articles every week, and the influence was to be noted down carefully upon the sale of these various articles. One of them was an article that had been in stock for a considerable time, and it was decided to make a price on this particular one, filling the window and displaying attractive show cards, calling the attention of passers by to the bargain that awaited them. The result was that the entire stock of this particular article was cleared out inside of a week, to the great gratification of the firm. —Ex.

CORRUGATED STEEL FASTENERS.

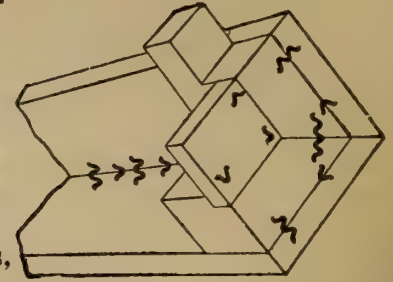
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.

All Manufacturers of Wood-work are interested in this Invention.



Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.



HOW CAN WE BETTER OUR CONDITION?

The following was read at a meeting of the Master Plumbers' Association, Kansas City, Mo., March 10, 1891, by David M. Quay:—"How can we better our condition?" is the question we are to consider to-night, and there is no question of more practical importance to us, as plumbing contractors. What condition do we need to better? No one will deny that our moral condition could be improved without doing us any harm, and might be of great benefit to our customers, and probably our sanitary condition might be bettered by more frequent use of the plumbing fixtures—viz., the bath tub and basin.

But the principal condition that we want improved is our financial condition, but if our customers knew that we had met to-night to consider especially this subject, they no doubt would think their financial condition had a very poor outlook, but we know from experience of the last two or three years, especially, that something ought to be done that we may get better prices on contract work. Plans have been suggested and adopted to this end, but none have been considered a success in our experience, and this complaint of low prices is common with the craft to-day. There are some methods that might be adopted that would tend to help us out of this dilemma, if they could be carried through, and almost any plan that might be adopted would be violated by some, but let us not be discouraged, for by agitation and discussion the end will be accomplished.

There is no reason why a plumbing contractor should not have a living profit on his business as well as the merchant who gets from 35 per cent. to 100 per cent on his goods, and we should be paid for our time

and talent as well as they. Our business, if properly managed, requires the closest thought and attention, and we should be compensated for this. Good business men are willing to pay a living price to have their work done properly, knowing that it is cheaper for them in the end than cheap work.

One thing that would lead to better prices, as well as better class of work, would be to do less figuring with general contractors. While we find a number of these contractors worthy, reliable men, we find others that get our bids on the jobs they are figuring, and give them to the man they want to favor in order to cut him down in price, and they care not how the work is done. In this and other ways that might be mentioned, the business is degraded and prices ruined. Under the late decision of the Supreme Court in this state relating to Mechanic's lien law we see the importance of making our contracts with the architect or owner. In this way we will be more likely to get our pay when the work is done, as well as better prices and better work.

Another thing that would benefit men that want to do good work, would be a standard rate for labor on contract work. One man will keep good mechanics, pay good wages and figure on doing his work with this kind of labor, while another will hire cheap men and boys and figure on doing work with this kind of labor in competition with the other man. What chance has the first man in figuring with the second? So if we had a standard price on some practical plan, good might be accomplished. Good work, done by good workmen, at a good living price, is what we need. How can we accomplish it? I wish to say right here that, while the journeyman's union may have some objectionable features, I think it deserves some recognition. We find the best workmen are in it, and our experience is that they have a great many members who are good, reliable men, and by treating them as men should be treated, great good will be the result, both to them and ourselves. If we are men of honor, we want men of honor to work for us, but if we are not, we cannot expect our men

to be better than ourselves, and one way to make a man better is to treat him right and set him a good example.

There are a great many methods that might be adopted in order to better our condition, but after all a man must stand on his own merits, if he has any, and if not stand on some other body's.

We are just entitled to at least 25 per cent. gross profit, on the average contract and should not figure less than that, if we expect to pay our bills, and make anything out of our business. The man who is not willing to pay the plumber a fair price for his services, is likely to pay the doctor a fair price for his at least, especially if he occupies the house where cheap plumbing is done, so the money will circulate any way, and the plumber's bill is the cheapest after all who does good work at good prices.

Another thing is protection. I claim that when our supply houses comply with the Baltimore resolution, viz., that they sell to the trade only, they are not injuring our business so much as our own members, who are taking contracts below living prices, if not below cost, and instead of our harping at these supply houses we had better use more effort to get our members to use more good business judgment in this part of the business.

Another matter that would be of benefit to us would be to have a commercial rating of our bad customers, viz., "dead beats," and we call them ours, not because we like to, but because we have a cash interest in them that we would like to sell. As a sample, I might mention Jackson, the barber, who in the last two years has taken the advantage of four of our members in about the same manner. Now, if we had a rating for such customers, we could have saved three of these four from having this cash interest in the barber business with this Mr. Jackson. As I do not think these gentlemen care to have an interest in this business, it would not have been doing them any injustice. The Scot Commercial Agency has a credit guide that is good and well worth its price. Also there are others said to be equally as good by those who have used them. And as it is important to be able to collect our bills as well as to get better prices, it will pay to have these ratings and examine them closely.

These are a few scattered thoughts I found by the way, and as Mr. Yates is expected to have the essay of the evening, I will not occupy your time further at present.—The Plumbers' Journal.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price - lists,
circulars, etc., as soon as they are ready.
No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.

FIRE BRICK FIRE CLAY

SEWER PIPE

All grades of Fire Brick kept in stock for
lime kilns, furnace linings, smelting furnaces,
cupolas, and general foundry and steam
fitting purposes. Write for prices and men-
tion **HARDWARE**.

The Colman Hamilton Co., Ltd.

Livingston's Building,
34 Yonge Street.

Globe File Manufacturing Co.,

PORT HOPE, ONT.

Superior quality Files and Rasps.

All goods warranted.

For the convenience of the trade, a full stock
of staple sizes, kept at 74 York St. Toronto.

H. D. SIMMONS,

Toronto Agent.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
A. J. Phillips.

TORONTO, ONT.

OUR NEW CATALOGUE

Of Paints, Varnishes, Artist's Materials and
Painters Supplies, will be sent to any address
on application. It will be found useful to
Hardware and Paint dealers. It is profusely
illustrated and contains eighty-two pages.

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL.



Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

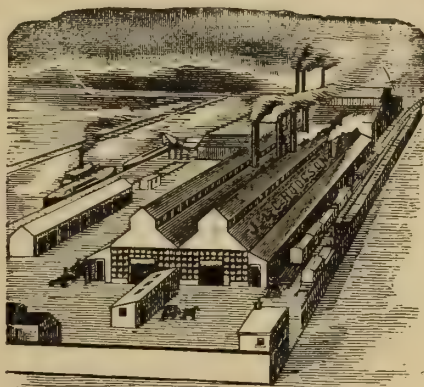
BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,

Our name is stamped on every pipe.

74 York St., Toronto.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
Hydraulic and
ELECTRIC

for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

STEEL WIRE CHAIN.

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel
wire. Actual tests show three times the strength of ordinary welded chain.

We are now making four sizes, viz., 0000, 000, 00, 0. Send for samples and prices.

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

"NOBODY WILL EVER SEE IT."

The advantages of thoroughly advertising whatever one has to sell, have been set forth by the newspapers in the strongest light, so that most people acknowledge the evidence to be overwhelming. The Vallejo (Cal.) Chronicle contains the following, which illustrates this subject, and proves that a man may be a doubting Thomas, yet have considerable faith when it becomes aroused by some extraordinary circumstance.

A short time ago we called upon a certain party in business in Vallejo, and asked him why he did not advertise in the Chronicle.

"Oh! because," he answered, "what's the use? Nobody will ever see it."

"You're mistaken," said we; "every page in our paper is read."

"Nonsense," he replied; even if they did read my advertisement, people would never think of it again. I don't want to advertise."

"But——"

"No buts at all. I don't want to advertise and don't bother me any more; I'm busy." And he walked back into his store and strangled a poor little fly that was helping itself from a barrel of sugar.

Time passed, and we never again intimated "advertisement" to him, although meeting him daily. Yesterday the gentleman called at our sanctum, looking a little uncertain as to how he would be received. We cherished no hard feelings and motioned him to a chair.

"I suppose you heard of that little affair of mine below."

"Oh! yes," said we; "that little escapade on Kearney street, night before last?"

"Yes, we've got all the particulars——"

"Hush! not so loud please," said he; "of course, you are going to say nothing in the paper about it."

"And why not? It's a matter of interest to your friends and the people generally."

"Heavens! Why it would ruin me!"

"Oh no, I guess not. Nobody will ever see it!"

"Yes, they will! And it will ruin me as sure as I am sitting here. I'll be the laughing stock of the town. They will see it!"

We rose and touched him impressively on the shoulder.

"Well, we will admit that the people will see it; but then, you know, they will never think of it again!"

His words came back to him like a flash, and he trembled so violently that his eyeballs fairly jingled; and he was such an object of commiseration that we promised to keep mum. This little moral, as drawn from the above, is applicable the world over. Ask a man to advertise and he will immediately say in the majority of cases, that "Nobody will ever see it," but advertise gratis some little indiscretion he may commit, and he immediately grows indignant over the certainty that the whole world will know it. —Ex.

HOW DO YOU STAND?

All traders do not fail on account of slow collections as one might be led to believe if he accepted the majority of excuses for failure that are reported in the newspapers. This being the most respectable excuse it is readily adopted by the man in financial straits. In many cases he does not know the exact reason for his failure because he has not taken the pains to properly figure his profits. There are traders who have been handling certain staples for years who would be surprised to find upon carefully figuring up every item of expense connected with them, that they had been losing money on every package they handled. Traders are not as a rule good bookkeepers. Their time and attention is occupied with the petty details of the business, and it is difficult to get settled down at a desk and figure out cost. Some of them find that keeping track of the accounts is one of the most tedious tasks about the business, and they are inclined to put it off until the last or neglect it. Competition very often leads traders to secure cheap help, and they frequently trust their books to incompetent or inexperienced bookkeepers, making cursory examinations from time to time themselves, and so long as a fair profit is shown on their books they are satisfied. The balance at the end of the month does not always mean a profit by which the financial status of the concern may be determined. No merchant can tell whether he is making or losing money until he has figured in all the charges in connection with the purchase and transportation, and selling and proceeds have been taken into account as well as the interest on capital invested and the salaries of the partners engaged in the management of the business. If the sum realized from the sale of the merchandise is not sufficient to pay rent and taxes, clerks' salaries, cartage, discount, interest, depreciation in value of goods on hand and bad debts, then the result of the business has been a loss to the proprietor instead of a profit.—Ex.

A MINISTER ON TREATING.

Rev. James Awde, of the Brant Avenue Methodist Church, Brantford, Ont., preached a sermon on the treating question on Sunday, March 22nd, in the course of which he said: "More than one-half the commercial travelers resort to this method to increase their sales. This is true mainly of the ordinary class of 'drummers.' The men of superior ability and character, the men most trusted by employers and customers, disdain to resort to such a dangerous artifice. Many young men of fine parts are put 'upon the road,' which, alas, proves for them the road to disgrace and ruin." This is a strong assertion to make, and we would like to have the views of some of the fraternity on the subject.

STICK TO YOUR LOCATION.

Young business men will find it to their advantage to select a good location and then stick to it. People will become accustomed to the place, the sign will be familiar and business will grow.

The lady who goes shopping generally knows what counter to visit for the purchases she desires to make. She learns in frequent shopping excursions the location of the various store departments, and it facilitates her work that the department locations are seldom changed. If she visits a familiar counter and does not find what she expected she is at once lost and either inquires for its location or leaves the store and goes to another with which she is familiar. The young merchant should select a good site and then stay there until people know it and become accustomed to it. It takes time to build up a business in any location.

The same applies to the young man who selects a city for a home. He should settle down and stay there until he has secured an acquaintance that will be of assistance to him in securing what he desires or of hastening his advancement in what he is engaged. A young man is apt to become discouraged when he first sets foot in a new town because opportunities do not open to him readily. He forgets that as a rule some foothold is required for nearly every position. If he remembers that, he is very apt to stick until he gets what he desires. It is "sticktoitiveness" that wins everywhere. Stick to your location; stick to your principles; stick to your work.—Minneapolis Commercial Bulletin

THE KIND OF MAN.

An exchange remarks "that the sharpest test of a man's character is in his treatment of what is in his power and wholly below him. Motives of self-interest are sufficiently strong and numerous to produce irreproachable conduct towards superiors or equals in strength or knowledge or station or wealth or intelligence. They have it in their power to defend themselves from our attacks, to bring us to account for our misdoings, to resist injuries, to reward benefits. Much of what renders our lives valuable is in their hands to bestow or to withhold. When, therefore, we so order our conduct as to conciliate and please those who can thus control our happiness and welfare, it may be a token of intelligence, but not necessarily of noble character. When, however, we come into relation with those who have no such power, who must accept without appeal what we choose to give them, who have no more substantial reward to bestow than gratitude or affection, and no severer penalty than secret and impotent wrath, we show something of our true selves by the way in which we treat them."



THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

COMPETITION IN BUSINESS.

Without "the competition spirit" in the hardware trade much of the buoyant spirit would be wanting. That competition is the spice of trade is apparent; if however, sales are made with no margins, competition must be regretted; also, if profits are very small, undue strife is to be deplored, but provided there is honesty attached to business, competition is wholesome. The assumption by the buyer that wares can be bought cheaper from certain sources should not in anyway embarrass the holder of substantial articles, for he who is in possession of honest and well made goods, which have a marketable demand, need hardly fear that they can readily be disposed of at margins permitting of fair profits. Competition carried to the extent of injustice to the trader, then, is always to be regretted. If there are standard quotations, to lower them by unnatural methods is not business. The doctrine "to get there" at whatever cost, when carried to extremes, is the source of much disturbance to the business world, especially to the moral tone of the trade. If anyone sits down and thinks the matter over carefully, he will see plainly that the competition which in many cases is annoying and seemingly needless, is at the foundation of prosperity and the development of the various

interests of the trade. The Bellamy school, which believes that competition should be entirely done away with and everything be administered by one vast organization, is socialistic and we believe impracticable. We do believe in giving every person a chance to develop himself and an equal opportunity to all to go to work earning a living with the least possible restriction. A person thus starting will succeed according to his merits and ability, and competition for him will be a wholesome and an effective stimulant.—Northwest Trade.

THE BEST MAN WILL WIN.

A young man asked me the other day if I thought there were as many opportunities for the bright young man of the present day as existed when his father and grandfather were young men. His mind was evidently dwelling upon the conspicuous example of success which the generation just passing off the stage has presented. I asked him in turn, if he knew of any real bright fellow that was out of a job just now—if he knew of any one who had real merit that was not in demand in half a dozen different directions. I asked him further if he had reflected upon the daring and enterprise, hard work and unremitting industry in the face of discouragements that built up the establishments that are now his admiration. I asked him also if he realized that in

the days of their founders these concerns which are now household words were new departures, enterprises in which the community could see no real good—neither success nor usefulness. Then I asked him, as a final question, if he for a moment could persuade himself that the same keen insight as to the future wants of the people, the same heroic devotion to a principle or line of conduct, and the same persistent energy and industry would not accomplish quite as much at the present time as ever before. He said I had given him some new ideas. For this I was thankful. The trouble is, when we look back we only see the giants of the forest that have weathered all the gales. We do not realize that they are the few out of the many who were standing when the first storm came. When we look at the present, we see the multitudes of commonplace persons, who, from lack of natural endowment or from disinclination to work, will never amount to anything. We are not bright enough to single out the few who are slowly, but surely, forging ahead in the race, and who a few years hence will stand pre-eminent in the business world, just as a few names of men of a preceding generation now stand for about all that that generation accomplished. For my part, I think the present time and the present condition of business in general afford quite as many opportunities to the young man of brains and energy as any other period in our history. There is no reason for holding back. If you have got a good business idea jump into the fray and strike boldly. The best man will win every time.—Vannant, in The Office.

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

MARKETS

EUROPEAN MARKETS.

This week's cables report a large improvement in the iron markets. Scotch warrants have gone up to 1s. 7d. in Glasgow, and No. 3 Middleton 1s. 3d. as compared with a week ago. Other metals, however, are lower, tin quotations exhibit a decline of £1 5s.; lead of 5s.; copper 2s., and spelter 5s. Tin plates are firm and unchanged. Tin was still lower but latest advices indicate a slight improvement.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£89 7s. 6d.	£90. 12s. 6d.
Future—	89 10s. od.	91. 00s. od.
Copper, B.E.S.—	57 10s. od.	58. 00s. od.
Lead, S.E.	12 10s. od.	12. 15s. od.
Spelter,	22 15s. od.	23. 00s. od.
Tin Plates—Cokes	17s. 6d.	17s. 6d.
Pig Iron—Scotch } Warrants.	44s. 6d.	42s. 11d.
No. 3 Middlesboro,	39s. 3d.	38s. od.

MONTREAL MARKETS.

MONTREAL, April 24, 1891.

There has been no change to the position of any line of heavy materials since our last review, and with buyers and sellers in their present temper there is little chance of any. The former are awaiting the arrival of fresh supplies, expecting more favorable terms then, but the difficulty is that the latter are pursuing exactly the same course and awaiting some disposition for business on the part of buyers. This is fully evidenced by the fact that the quantity of material nearby for several of our leading firms is exceptionally small in all leading lines, as compared with the average in former years. Briefly, everyone is resting on their oars and doing a small business in actual orders only. No particular change as affecting the position of any leading article is shown, except in the

case of pig iron, advices on which from the other side show an advance in Scotch warrants and a strong upward tendency to the speculative branch during the past few days.

IRON.

There is precisely the same condition of affairs to note, and the near approach of the open season has not created any material change. Briefly both buyers and sellers are acting very cautiously, the former holding off in the expectation of favorable terms when the first arrivals are at hand, while the latter are equally as cautious for the quantity of new material near by is very small. In fact, as buyers hold off so do importers and trade is quiet. Consequently there are few features to note of importance. In pig there has been a little more doing as the season opens, but business is as yet comparatively small and the position unchanged locally. Advices, however, have been firm and warrants show an advance of a shilling as compared with a week ago, while the tendency displayed by the market within the past few days has been decidedly upward, and recent quotations for warrants in Glasgow were 3d. higher at £2 4s. 6d. Very little business has been done on spot, in fact we have no important sale to cite, but some further small quantities for future delivery have been placed in the West. Bar iron remains as before, with only a jobbing movement, while other lines show no particular feature. Tin andterne plates show no change, and quotations for near by delivery will not permit of any material alteration in values. I. C. charcoal tin 14 x 20 has become almost as scarce as coke. In fact houses here who are filling orders for prompt delivery send along Bradley plates when the above mentioned grade are specified, for they have nothing else.

NAILS.

Now that the nail association has gone to pieces the old state of affairs to a certain extent prevails and there is no doubt but that concessions have been made recently on the regular list price. When this becomes generally known buyers who have paid the standard figure will be on deck with a kick for a rebate. Oh yes there is quite a pleasant time ahead for somebody. As to trade makers appear to be receiving fair orders on the whole, but still the movement is smaller

than the average. The best price is nominally \$2.40, but it is claimed that \$2.35 has been accepted.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 40
8 dy to 9 dy, " " "	....	2 65
6 dy to 7 dy, " " "	....	2 90
4 dy to 5 hot cut, Am. pat	....	3 15
3 dy, hot cut, per keg, Am. pat	....	3 90
3 dy fine hot cut, " "	....	5 40
2 dy, fine hot cut, Am. pat.	....	5 60
4 dy to 5 dy, cold cut, per keg,	....	2 90
3 dy, cold cut, per keg,	....	3 40

STEEL CUT NAILS.

10 dy to 60 dy, per keg	.....	\$2 50
8 dy to 9 dy, " " "	.....	2 75
6 dy to 7 dy, " " "	.....	3 00
4 dy to 5 dy, " " "	.....	3 25
3 dy, " " "	.....	4 00
5 dy fine, " " "	.....	5 50

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 40
4 dy @ 5 dy, per keg	.....	2 97
6 dy @ 7 dy, " " "	.....	3 47
8 dy @ 9 dy, " " "	.....	3 15
10 dy @ 30 dy, " " "	.....	2 90
Cut spikes, " " "	.....	2 45

COMMON FLOUR BARREL NAILS.

7/8 inch, per keg	.....	\$4 70
1 " " "	.....	4 10
1 1/8 " " "	.....	4 40

STEEL WIRE NAILS.

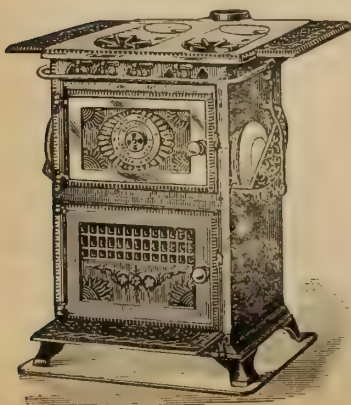
10 dy to 60 dy per keg	.....	\$3.15
9 dy to 60 dy " " "	.....	3.45
8 dy to 60 dy " " "	.....	3.70
7 dy to 60 dy " " "	.....	4.00
6 dy to 60 dy " " "	.....	4.30
5 dy to 60 dy " " "	.....	4.30
4 dy to 60 dy " " "	.....	4.60
3 dy to 60 dy " " "	.....	5.50
3 dy fine,	.....	6.60

Finishing nails 65c. per keg over same size hot cut, viz., from \$6.35 for inch to \$3.40 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.35 for 1-inch to \$3.15 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.85 for 1-inch to \$3.65 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—"M R M," "P B," and "C" brands in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days.

CHEMICALS.

There is practically nothing doing in heavy chemicals, as buyers are holding off waiting the arrival of the first direct steam-

Cast and Sheet Enamelled Ware.



We have made an immense purchase of these goods and now offer them at prices that will close them out quickly.

Goods and prices cannot be repeated.

It will pay to defer buying till you see our samples and get quotations.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

MONTREAL MARKETS.—Continued

ers. Business passing, therefore, is of a small jobbing character, and there are no particular changes in value to note.

OILS.

The oil market shows little change locally and there is practically nothing doing except a quiet jobbing trade. Values generally are the same. Cod oil remains at 40 to 45c. for both Newfoundland and Gaspé, with no sales to note, while linseed is unchanged. Some business in new seal oil to arrive has transpired, but it is hard to move on actual figure as yet. As already stated by us several weeks ago the catch this season is of poor scrubby animals, and the yield is likely to be limited.

LEADS.

There is nothing to say in connection with this branch of trade, and business is small and unimportant. We quote prices unchanged as before:—White, \$6.25@6.75; No. 1, \$5.25@5.50; No. 2, \$4.50; No. 3, \$4.25; dry white, 6 @ 6½c; do. red, 4½@5c.

GLASS.

This article occupies precisely the same position and with only a quiet jobbing trade passing there are few features to note. We quote \$1.45 @ \$1.55 for first and second breaks.

NAVAL STORES.

The movement in naval stores is not large, but there has been a better feeling recently owing to a brisker enquiry consequent on the opening of navigation. A fair trade is doing in turpentine, which is somewhat easier in sympathy with advices from the sources of supply. We quote: Turpentine, 61@62c.; rosins, \$2@4.25, as to brand; coal tar, \$4.00 to \$4.25; cotton waste, 5½c. for colored, and 7 @ 10c. for white; oakum, 5½ @ 7½c.; and cotton oakum, 10@12½.

PETROLEUM.

The war between refiners continues, and of course the consumer is benefitted and prices show an easy tendency, sales at Petrolia 12c. and Montreal 14c. being reported. The demand for both domestic and American oil is small, but fair for the season. We quote as follows:—Canadian, 12 to 12½c. at Petrolia, 14 to 14½c. in car lots at Montreal, and 16c. for single casks; American, 23c. in car lots and 23½ to 24½c. in smaller quantities; American benzine, 23 to 25c., and Canadian 14½ to 15c.

CEMENT AND FIREBRICKS.

With the finer weather there has been a better demand locally for cement, but in a general sense there is little change to the position. For delivery ahead some good

orders for round lots have been placed at buyers figures. Stock quotations remain at \$2.45 to \$2.75 with a reduction of 15c. on lots to arrive. Fire bricks continue in good demand for moderate sized lots at \$24@30 per 1000, with fair stocks in dealers hands.

BINDER TWINE.

Business is moving along in a steady way, and prices generally are steady at the following: Crown brand 11c, redcap brand 12c., blue ribbon brand 14c., and silver composite brand 9c. These prices are net cash quotations for round lots of not less than 1,000 pounds.

TORONTO MARKETS.

TORONTO, April 24, 1891.

Trade has been fairly active this week. Rather more business has been done in metals for spring importation, quite a number of small orders were placed. Jobbing houses are kept busy in shipping garden and other spring tools, orders for which were booked some time ago. Metals show but little variation in values from those prevailing a week ago. Common bar iron has dropped 10c. Nails are rather easier. In general hardware no important alterations were reported. Payments are fairly satisfactory.

IRON AND STEEL.

The feature of the week has been a 10c. drop in domestic iron; common bar can now be bought at \$2.10 to \$2.15; refined at \$2.45 to \$2.55; horseshoe at \$2.50 to \$2.55, and band at \$2.50 to \$2.65.

Pig iron has been steady with a moderate demand from the foundries. The competition between the sellers is very keen and prices are being cut very close. For immediate delivery the majority of the sales have been of Siemen's at \$23 to \$24; good brands of American at \$23 and ordinary Southern at \$20.50 to \$21. Business in future delivery has been more active. Sales to arrive in May and June, delivered at Ontario points, have been made of Summerlea at \$23, No. 3 Calder at \$22; No. 1 Carnbroe at \$20.75, and No. 1 Middleboro at \$21. Some business must have been done at less than these prices for an offer of Carnbroe at \$20.75 was not accepted, the buyer having done better.

COPPER.

The market is somewhat unsettled, owing to the recent cutting in prices. Holders ask 14c. for large lots and 14½ to 15c. for smaller quantities, but buyers would have difficulty in getting their wants supplied at less than these figures.

TIN.

Is quiet and easier. Ingots can be bought in lots at 22¼ to 22½c., and in smaller quantities at 23 to 23½c. Strip tin is worth 25 to 27c.

ZINC AND SPELTER.

The market is quiet and unchanged. Demand is light, and local stocks remain small.

LEAD.

Is in fairly active demand, with prices steady, at 3½ to 4c. for pig and 4½ to 5c. for bars.

ANTIMONY.

Dull but firm. Cookson's are held at 18½ to 19½c. and other brands at 17½ to 18½c.

GALVANIZED SHEET IRON

Is quiet but steady at previous quotations.

TIN PLATES

The market presents the same strong features that have characterized it for some time past. It is getting increasingly hard to obtain popular brands and the few that are obtainable are held at extreme prices. While there has been no quotable advance most dealers are getting their full prices.

CANADA PLATES

Are quiet but firm at \$3.20 to \$3.25.

CEMENT AND FIRE BRICK.

Cement has been in active demand this week. Car lots have been selling steadily at \$2.70. A fine car lot of Johnsons sold for May delivery at \$2.60.

Firebrick is in fairly good demand, and prices are steady at \$22.50 for T car and equal brands.

NAILS.

For nails there appears to be no established price. It is every man for himself. Business generally appears to be done at \$2.45. The payment of freight to certain points, as was noted a couple of weeks ago, is of course not regularly done. Wire nails are unchanged at 70c. and 5c. off the list.

OLD MATERIAL.

More stock is coming in than was received last week, but still the supply is not up to its usual spring level. The demand from the foundries has not got any better, being unusually slack since the opening of the season. There is a very good outlook for improvement, as there are indications that the foundries will be busy this spring and summer. Prices are steady at last week's quotations. They are: No. 1 heavy scrap, 65 to 70c. per 100lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 65 to 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 9 to 9½c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PAINTS AND OILS.

White lead and prepared paints are without any change. Demand is fair and prices are steady. Linseed oil remains at 64c for raw and 67c for boiled. Turpentine is firm at 64 to 65c.

THE BRITISH LINSEED OIL MARKET.
(From Tullioch & Co.)

LONDON, April 9, 1891.—The market continues all round fairly steady, more activity being apparent throughout the trade, and for prompt delivery values are firmer.

The large demand for cotton cake, at advancing prices serves to turn crushers off linseed, on present relative values, it paying them far better to crush cotton seed.

This coming at a time when the spring demand is opening out, will tend to stiffen up values of "ready" linseed oil, should it continue.

Whilst this market continues to experience no increase in demand from Canadian buyers, other foreign markets are opening up well, and on the whole there is enough business visible to maintain present steady tone.

To-day's quotations are as follows:

April, 22s. 7½d.; April and May, 22s. 10½d.; May and Aug. 23s. 1½d. f. o. b. export steamer, London.

GLASS.

Demand continue actives. Supplies are now amply sufficient for all immediate requirements. Prices remain steady at the recent decline.

PETROLEUM.

The market here is steady, and the quotations given a week ago are unchanged.

The Petrolia Advertiser says: "Petrolia crude is \$1.37 per bbl., Oil Springs crude \$1.39 per bbl. The crude oil market still keeps firm and the stock is daily becoming less in the tanking companies' hands, notwithstanding the small quantity of refined oil consumed at this season of the year. Such a state of things has never been known to exist in the Canada oil region before, and the long-headed refiners are laying in their stocks of crude now in anticipation of a brisk demand and higher prices in the fall. We quote refined at 12½ to 13c. f. o. b. here, at 60 days or 2 per cent. off for cash. There are no new strikes to report in the oil region, and every producer is doing his best to get all the oil he can while the prices are high."

HIDES, ETC.

HIDES—Are dull at 5 to 5½c. for No. 1 green, the demand for cured being quiet.

SKINS—Sheepskins are steady at \$1 to \$1.45, and calfskins are 6 to 8c.

TALLOW—Is 2c. for rough and 5½ to 6c. for refined.

WOOL—Is in fair supply and dull demand at 18 to 19c.

RAW FURS.

The supply is now pretty small. The trade is drawing to a close. Prices are still:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

AMERICAN MARKETS.

NEW YORK, April 23, 1891.

The local market for iron and steel is without new feature. Operations in both crude materials and finished productions are conducted on conservative lines, and evidence is wanting of change in the tendencies of either buyers or sellers. From other centres there is likewise an absence of any change, drawing the line at low prices said to have been accepted in Pittsburg for steel billets and rods and of reports of low grade warrant pig iron selling very cheaply in the South. While doubtless better than it was a month or six weeks ago, the demand for heavy finished iron and steel is hardly up to expectations, and the movement of the minor productions of mills and foundries is yet rather backward. This naturally, has a bearing upon the operations in crude materials, but present moderate output prevents burdensome accumulation of supplies and serves to keep values steady.

IRON.

First-class foundry pig iron is kept closely sold up and still brings \$17.50 to 18.00 per ton, while brands that enjoy merely fair reputation are difficult to obtain at under \$17. No. 2 iron is in comparatively liberal supply at \$15.50 to 16.50, and mill iron at \$14 to 15.00, according to brand. Bessemer pig has had freer movement latterly in Western Pennsylvania centres, and the market for that class of material is firmer at \$15 to \$16.50 at furnace for good brands. Some improvement is also noted in the demand for other steel-making materials, but no important transactions appear to have resulted thus far. On 20 per cent spiegelstein \$28 to \$29 is still quoted, and 80 per cent ferro-manganese is steady at \$63 to \$64 landed here. Operations in old iron are still on a moderate scale, and \$22 to \$22.50 for tee rails, and \$21 to \$21.50 for No. 1 wrought scrap, f.o.b. cars, is still quoted.

STEEL RAILS.

In the steel rail department nothing new has developed. Some few orders previously under negotiation have been closed, but new inquiries are few and unimportant. Manufacturers, however, seem to be comfortably well off, and in the absence of any friction hold firmly to former prices. The general quotation is \$30 f. o. b. at mill for heavy sections.

PIG TIN.

Pig tin has since our last review been sold at as low as \$19.40 net cash for current month delivery at sellers' option, and spot parcels went nearly as low. There are some signs, however, that liquidation of the late "bull" movement fizzle is practically completed, and the market is now showing a tendency to fall in line with London movement. At that centre prices have been down as low as £88 17s. 6d., but latest advices record a reaction to £89 5s. for prompt and £89 7s. 6d. for future deliveries. This turn has served to stiffen prices in the local market to about 19½c. net cash for ten ton lots, 19¾ to 19¾c. regular for smaller quantities.

COPPER.

Copper has been in limited demand and the tone of the market is without visible change. The mining companies seem to be following a very conservative policy, despite the extreme indifference manifested by consumers, and outside offering is unimportant. Lake Superior product is quoted at 13¾c., Arizona ingot at 12¾ to 13c. and common casting copper at 11¼ to 11½c., according to brand. In the London market, as per

latest cable advices, merchant bars are steady at £51 5s. for prompt and £51 15s. for future delivery.

PIG LEAD.

The pig lead market remains in a dull and depressed condition. Fifty tons were sold at 4.10c. to make the official price for bullion and that rate is as high as buyers will go at the moment, except possibly for single carloads. There were fairly free offerings of round lots at 4.15c. for delivery thirty days ahead.

SPELTER.

Spelter is also dull and weak. Prime Western is freely offered at 4.95c. for early shipment, while requests for bids of 4.90c. have met with anything but gratifying response. The demand is without sign of animation.

TIN PLATES.

Tin plate prices have been lowered to a point that seems more attractive to buyers, and business has shown slightly more spirit. Purchases have, however, been confined almost wholly to parcels at rates below general market values. We quote the following prices: Charcoal, ½ cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.85 to \$5.95; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.25 to ..; M. F., 20x28, \$15.00; Worcester, 14x20, \$5.62½ to Worcester, 20x28, \$10.50; Dean grade, 14x20, \$5.15 to; Dean grade, 20x28, \$10.25 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$9.80 to; I. C. Coke—Penlan grade (iron), \$5.20 to; J. B. grade, 14x20, \$5.27½ to; I. C. Bessemer steel, 14x20, coke finish, \$5.25 to; I. C. Siemens steel, coke finish, \$5.35; I. C. Bessemer steel, squares, \$5.75 to basis; I. C. Siemens steel, squares, \$5.85 to \$6.00 basis.

NEVER BE OUT OF STAPLES.

The dealer who finds that he is out of any staple after a customer has inquired for it and must therefore go away disappointed, makes a grievous mistake that is bound to militate against his business to a degree commensurate with the number of times that he finds himself in that predicament. Man is not perfect, and mistakes and oversights are liable to occur occasionally, but where lack of attention to the condition of stock is responsible for the shortcoming, the dealer cannot blame anybody but himself if his business dwindles away instead of increasing. Careful attention to the condition of the stock carried will prevent the occurrence of these mortifying and damaging incidents, or at least reduce their frequency. Besides, there is every reason why the stock should be regularly inspected in addition to the prime one of knowing just what there is on the shelves, and that is to see that what there is on hand is kept in good condition. Merchants always prefer to order generally rather than to send in for a small amount of goods, but it is better to be over than understocked, especially on staples, and when an article is found to be running low is the time to replenish it rather than to wait till someone else finds out that the stock is exhausted. This is also another strong argument in favor of ordering goods in original packages—better have a few extra than none at all.—Ex.

DISSATISFACTION WITH THE MINING ACT.

A large deputation representative of the mining interests of the province waited upon the Government and protested against the proposed mining legislation which was introduced by Hon. A. S. Hardy, Commissioner of Crown Lands, on Friday, April 8, and which comprises the Mining Claims Act and amendments to the General Mining Act and the Public Lands Act. The mining men were piloted into the presence of the Attorney-General, Hon. Messrs. Hardy, Harcourt, Bronson and Dryden by Mr. James Conmee. Besides Mr. Conmee there were in the delegation Col. Shaw, John McKellar, of Fort William; Arthur Harvie, W. H. Hunter, Dr. A. S. Thompson, Thomas Hocper, jr., F. A. Fenton, W. H. Lockhart-Gordon, W. Hamilton Merritt, Richard Cad-dick, T. D. Ledyard and J. A. McIntosh, Toronto; Dr. Hammond, Sudbury; Robert Maitland and G. T. Ware, Port Arthur.

The following resolution, which was prepared by a committee appointed for that purpose at the meeting of those interested in mining, held in the Rossin house on April 14, was handed to the Attorney-General:

That it was the unanimous opinion of the public meeting held at the Rossin house, April 14, to consider the mining bills now before the Legislature, that:

1. It was inexpedient and would injure the country and the mining industries of the province in their preset condition to subject the products of any of the mines, whether located on sold or unsold lands, within the province, to any royalty or special tax.

2. The patent should carry to the grantee, subject to such conditions for development as may be imposed, the absolute unlimited fee without reservation, except as to merchantable pine.

3. The price of mining locations in surveyed territory within five miles of any constructed line of railway or gravelled road should not exceed \$4 per acre, and outside of such belt should not exceed \$3 per acre, and in unsurveyed territory within five miles of such railway or road as aforesaid the price should not exceed \$3 per acre, and outside of such belt should not exceed \$2 per acre.

4. That the laws applicable to mining should, as far as possible, be general, and that the laws of the province relating to mines and mining should, as soon as possible, be simplified and consolidated.

Mr. Conmee discussed the proposed legislation at considerable length, pointing out the many objectionable features, principal among which was the provision for the imposition of a royalty on the product of the mines.

Mr. W. H. Lockhart-Gordon followed.

Dr. Thompson said that the raising of a revenue by means of a royalty on the produce of the mines had been tried by a great many governments in different countries and at different times, and the result of their experience had been to show that it failed to realize the object in view. It was found that

when a royalty was imposed enterprise languished, capital was frightened away, and the meagre revenue obtained from such mines as were worked did not begin to compensate for the losses sustained in other directions. The evil effects of a royalty were as pronounced to-day as ever. The proposal was highly favorable to the speculator who had secured large tracts of mining lands, but to no other. A much larger revenue would be realized by selling all mineral lands without restriction at a low price per acre, say \$2; give every facility to the prospector, the miner and capitalist to discover, secure and develop, and in every way assist and encourage the active enterprise of those classes, without whose labors the richest mineral land in the world was worthless.

The Ministers were also addressed by Dr. Hammond, Messrs. McKellar, Fenton, Ledyard and Harvie.

In response to all of which Mr. Mowat said that the important subject would receive the attention of the Government.

SHOULD HAVE YOUR SUPPORT.

Henry Taylor, importer of hardware, etc., writes:—Enclosed find two dollars, renewal subscription for your valuable trade journal. It compares favorably with others of a like nature, and contains many suggestions of interest to the trade and should have the support of all dealers.

MECHANICAL LUBRICANTS.

The question of mechanical lubricants is one of increasing importance, in this age of machinery. In the economies of production they play an important part, not only in the restriction of wear and tear, but in the cost of continuous maintenance.

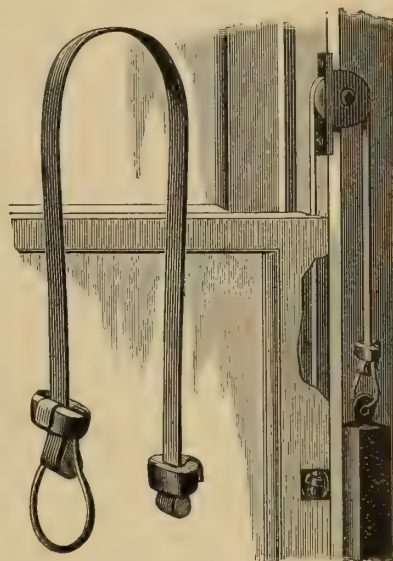
It has been accepted in American practice that the higher degree of viscosity is necessary where the friction of bearings is the greatest, and that oleaginous substances of the lighter degree of density are preferable where the abrasion of smooth surfaces is less obtrusive. This is an accepted doctrine in railway practice where a thick compound is supplied to the bearings of fast trains, whilst a light fluidity is the choice for freight and slower trains.

This discrimination has been made a matter of investigation by so eminent an authority as Prof. James E. Denton. He has made a series of thorough and conclusive tests in an apparatus specially constructed for that purpose, and he has discovered that, so far as mere pressure is concerned between smooth surfaces, the basis of discrimination between current lubricants is largely imaginary, assuming always that the application is made in fair quantity to rubbing surfaces. Extreme fluidity for simple lubrication, even of the lighter, paraffines can be utilized for hours by feeding the same through pads or wicks, giving a minimum amount of friction at axle loads as high as 10,000 pounds, with an area of only two square inches of bearings, so long as no accidental abrasion of the rubbing surfaces occurs. He also decides that

bearings are exempt from any danger of heating when such a light fluid as paraffine is used. As the costs of lubricants is a considerable item, these investigations are worthy of close attention and are on a line of practical value to all concerned.—Age of Steel.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
 Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c
PETROLIA, - ONTARIO.

GARDNER SASH RIBBON AND PULLEYS.



This cut shows Gardner's Steel Sash Ribbon and pulleys attached to sash and weights as cord or chain.

It is the best balance on the market for light or heavy windows or doors. No friction or wear. Windows run smoothly and noiselessly.

Sample or any information from

Gardner Sash Balance Co.,
 No. 8 Yonge St. Arcade, Toronto.

TORONTO CO.
ENGRAVING
 53 KING STREET W.
 ENTRANCE ON BAY ST.
 CUTS FOR ALL
 ILLUSTRATIVE
 PURPOSES.
 FIRST CLASS WORK - MODERATE PRICES.
 ONE PROCESSES
 WOOD ENGRAVING
 PHOTO ENGRAVING
 ZINC ENGRAVING
 HALF TONE
 WAX ENGRAVING
 DESIGNING
 F. BRIDGEN MGR.



THE GAS STOVE TRADE.

New York Hardware, commenting upon the present standing in trade of the gas stove says :—

"Wherever gas is supplied cheaply the many advantages of the gas cooking stove render its introduction a comparative easy matter. The original methods of introducing gas stoves was through the agency of the gas companies, it being supposed that the latter would have exceptional advantages in coming into contact with consumers of gas. This system has not always proved satisfactory, however. The idea has not wholly disappeared from the public mind that the man who reads the gas-meter is not always to be trusted, and there have been purchasers of gas stoves who reasoned that the sale of stoves by gas companies would in some way give the latter's agents additional reason for 'doctoring' gas bills at the expense of the consumer. In New York City this prejudice seems not to have affected the sale of stoves, but from other cities it is reported to have influenced the trade. In some places specially low rates have been made for gas for stoves, and it is usual for the connections to be made free of charge.

"In villages or farms in the West, where gas is not used and where other fuel is inaccessible or expensive, the vapor stove is rapidly becoming popular, and this is also finding an increasing sale in hardware stores. In the matter of repairs and the supplying of stove utensils the hardware man has an additional opportunity for profit and especially has an advantage over the gas companies in the sale of gas stoves."

THE TIN-PLATE QUESTION.

A very promising incident in the progress of the new tin-plate industry is the announcement made in our columns last week that an important establishment had resolved to abandon the erection of a contemplated galvanized sheet works and to devote whatever capital and energy might have been required in that direction to the manufacture of tin-plate. We are informed that this step was not taken in a spirit of blind enthusiasm over an industrial idea, but that the question of cost and comparative profits was carefully and very thoroughly considered, and the weight of argument seemed clearly to be with tin-plate rather than galvanized sheets. The manager of the works had previously built up a high reputation as the head of another concern for the quality of the galvanized sheets which he turned out, so that he is well fitted to understand the claims for profitable returns of the galvanized sheet busi-

ness. Under existing circumstances, with the price of galvanized sheets lower perhaps than ever before known, and with the capacity of production steadily expanding, the outlook is regarded by him as vastly more cheerful in the direction of tin-plate, in whose manufacture so few domestic works are now engaged.

It must be confessed by the most ardent friends of the new industry that the progress thus far made in the domestic manufacture of tin plate has been disappointing. Tin plate and terne plate are being made at several works, it is true, and preparations are going on looking to the erection of other plants, but there is a conservatism, a deliberation, about the whole proceeding which is decidedly at variance with the activity promised by the advocates of tin plate industry. It had been supposed that a large number, if not a majority, of the sheet mills would add cold rolls and tinning stacks as soon as adequate tariff protection was assured. This has been done in very few cases, and so far as we can learn there are not many sheet manufacturers to be added to the list of tin plate makers. The business appears to be remanded by quite general consent to those who will make a specialty of it. The sheet mills are evidently not inclined to make the tin plate manufacture an appendage of their business. This is not because they are very actively employed in turning out black sheets for the trade. Many of them are quite hungry for orders, and are naming such exceedingly low prices that they are apparently in need of fresh outlets for their product. If there is ever to be a time when the manufacture of tin plate will be taken up by the sheet men generally they could hardly find the conditions more favorable than they are at present. A tinning stack costs but little, and we have all along been assured that the manufacture of tin plates is a simple process.

The friends and advocates of a domestic tin plate industry could do no better thing at this time than to engage in missionary work in their own ranks, and induce owners of sheet mills to go into the tin plate business. The public expected this to be done, and the makers of sheet iron and steel are standing in their own light when they refuse to take up the new industry and thoroughly domesticate it. At the present rate of progress it is beyond the power of man to calculate when this country will be able to supply its own tin plate requirements. The erection of special works is a matter of exceeding indefiniteness. We may be wrong in our diagnosis of the situation, but it seems quite clear that the duty of establishing the tin plate industry as a potentiality really rests on the sheet manufacturers and not on the country at large. The few of them who have recognised their responsibility in the case and have gone to work to produce tin plates deserve credit, but their number should have been multiplied at least ten times before

this. The fear of hostile legislation is hardly a valid excuse, as there would always be more or less danger of that. The present condition is what the trade and the public have to deal with, and present conditions are certainly favorable. Tin plate can now be made profitably in this country, and experienced galvanizers say with a better margin than galvanized sheets. The sheet mills are neglecting a golden opportunity if they let this summer pass without greatly increasing the output of American tin plates. —Iron Age.

REGULATING A COAL FIRE IN WARM WEATHER.

Upon the above subject a correspondent writes as follows in the American Artizan :

The season of year has arrived when the large coal fire in furnace or base burner is a trial to the flesh, no matter how carefully we regulate it. To let the fire go out would be the height of imprudence at this season of the year, and especially so during the prevalence of la grippe. The best advice is to bear the ills we have than to fly to others we know not of—or rather, such as we could calculate with reasonable certainty would follow letting the fires go out now. But what is to be done when we are much too warm? Shall we open doors and windows and produce drafts more deadly than the condition of going without a fire? Is there no way out of the dilemma?

There is a way to run a low fire and consume but little coal in warm weather, and yet not have the fire go out. It is not a theory, but has been proved practically successful by a neighbor of mine, and for the benefit of readers of the American Artisan I will give the method of proceeding, which, I believe, was given also in the Orange Judd Farmer some months ago.

It is well known that to keep a coal fire steadily going in furnaces and stoves as ordinarily managed requires a large body of coal to be kept alive. This is why it is impossible to run a fire so low that the heat shall not be too great for comfort during the mild weather of spring and fall. How now can a fire be managed so that only a small body of coal need be kept alive in a large furnace or stove, and yet insure a continuous fire? This is how to do it in a furnace, and the principle is the same for a stove : Cover the grate all over with cinders, then on top of that place ashes so that the grate is covered to a depth of five or six inches. Now near the door on the side of the fire-pot dig out a hole down to the grate, making this opening three or four inches in size at the grate. To start the fire put some paper or shavings on the grate in the hole through the ashes ; place some very short bits of wood on the paper, enough to make a nice little bed of coals. When the wood is well afire put on a small shovel of nut coal. When this coal is ignited add more. Only nut coal should be used for this small fire, and I do

not recommend so large coal for use at any time as some use. Smaller coal is easier regulated.

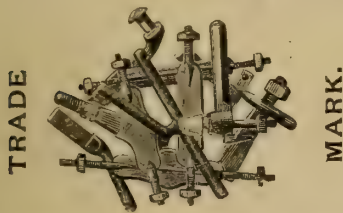
The philosophy of this method lies in the fact that by this means a small fire chamber, practically only three or four inches in diameter, is secured, the draft is confined to one small spot, and a very small body of coal is ignited. By the manipulation of draft slides, dampers, etc., even this small fire may be regulated and yet kept alive continuously. Of course the grate is never shaken, and ashes are removed from the bottom of the small fire by poking or slicing with a straight or hooked poker. I don't want a furnace or stove in which I cannot at any time reach all portions of the grate with a poker. But in most furnaces this small fire in the front of the fire-pot can be reached for cleaning.

A small fire like this can be run for weeks upon a trifling amount of coal, and if at any time a larger fire is wanted it may be readily obtained by enlarging the fire space by removing ashes and cinders. The siftings from the winter's burning may be utilized for this small spring fire. But the comfort of having just a little fire to take off the chill and dampness from the rooms without making them uncomfortably hot is a great blessing. It is also a benefit to the health and a saving to the pocket.

TORONTO ROLLING MILL AND FORGING CO., LTD.

(Successors to the Toronto Drop Forge Co.,)

68 Esplanade St.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

THE ONLY PERFECT FENCE.



Twisted Wire Rope Selvage. All widths and sizes. Sold by all dealers in this line. Freight prepaid. Information free. Write

The ONTARIO WIRE FENCING CO.,
Picton, Ontario, or to our Wholesale Agents,

The B. Greening Wire Co., Jas. Cooper,
Hamilton, Montreal.

Carvell Bros., Charlottetown, P.E.I.

No rigid twists. Wire galvanised before weaving. Perfectly adjusted for extremes of cold and heat. A complete barrier against all animals. No trouble to erect.

SPOONS, FORKS ETC.-STAMPED

1847. ROGERS BROS. A1

ARE GENUINE "ROGERS" GOODS.

The Manufacturers' Life Insurance Company

—AND THE—

MANUFACTURERS' ACCIDENT INSURANCE COMPANY.

HEAD OFFICE: Traders' Bank Building, Yonge St., Toronto.

Capital, \$2,000,000 and \$1,000,000 respectively.

PRESIDENT :---Rt. Hon. Sir John A. Macdonald, G.C.B., P.C.

VICE-PRESIDENTS : { GEO. GOODERHAM, President Bank of Toronto.
WM. BELL, Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

These Companies having two separate and distinct charters, Stock Capital, Government Deposits, etc., can issue a combination of Life and Accident Insurance, never before presented to the insuring public, and which can be issued by no other company in this or any other country unless so constituted. To professional men and all others who are likely to incur serious pecuniary inconvenience when laid aside by any casualty, such policies are calculated to prove a great boon. They afford more complete protection than life policies alone, at a very small additional cost, and may be applied to all plans of life insurance.

JOHN. F. ELLIS, Managing Director.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

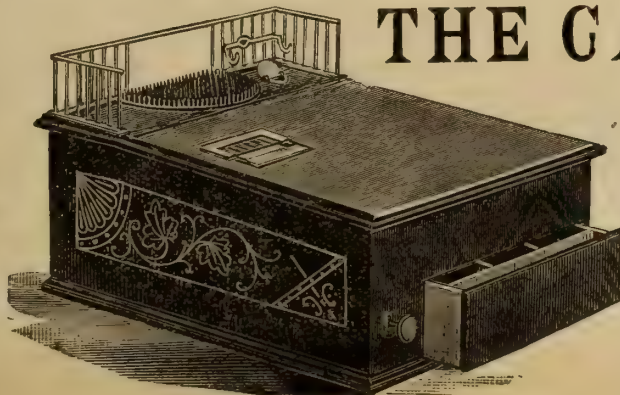
For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.

THE CASHIER



Is the cheapest and best Cash Register ever offered for Storekeepers' use. Price, \$45.00. It gives about the same results as the high-priced machines, detects dishonesty and carelessness, and is adapted to any business. Send for Circular or call and examine at 24 Front St. West, Toronto.

GEO. F. BOSTWICK.



SALES MADE OR PENDING.

A. Y. Seeley, general merchant, Port Medway, N. S., is sold out.

F. Parent & Co., general merchants, St. Leonard's, N. B., have sold out.

W. Burgess, general merchant, Balsam, Ont., has sold out to S. & H. Disney.

G. F. Spackman, general merchant, Windsor, Ont., has sold out to Wm. Lamb.

J. & J. Belfry, general merchants, Newmarket, Ont., have sold out to W. W. Playter.

W. H. Maulson & Co., general merchants, Moosomin, Man., advertise their business for sale.

D. R. Neving, stoves and tinware dealer, Ottawa, advertises his stock for sale by auction.

McMillan & McLean's general stock in Glencoe, Ont., is advertised for sale by auction on the 27th inst.

F. X. Letourneau Co., hardware dealers Quebec, advertise to sell their stock by auction on the 25th. inst.

Nicholas Killer & Son, hardware and coal dealers, Waterloo, Ont., have sold out their coal business to Hogg & Habbick.

PARTNERSHIPS FORMED AND DISSOLVED.

C. A. Phillips & Son, general merchants, Bristol, N. B., have dissolved.

Thomson & Sutherland, stove and tinware dealers, New Glasgow, N. S., have dissolved.

A. Sweet & Co., general merchants, Winchester, Ont., have dissolved, Aaron Sweet continuing under unchanged style.

FIRES.

Thos. Dearing, general merchant, Exeter, Ont., is burnt out.

J. W. McAfee, general merchant, Millstream, N. B., is burnt out. No insurance.

REMOVALS AND DEATHS.

Wm. Baker, general merchant, Ayr, Ont., is dead.

John McMillan, oil refiner, Petroléa, Ont., and Montreal, is dead.

John A. McDonald, general merchant and liquor dealer, St. Peters, N. S., is dead.

Jas. A. Mahar, general merchant, Campobello, N. B., has removed to St. Stephen.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Napoleon Dechene tinsmith, Montreal, has assigned.

E. A. Manny, founder, Beauharnois, Que., is offering to compromise.

Henry Dakin, brass founder, Galt, Ont., has assigned to A. C. Fraser.

Remi Fortin, general merchant, Lake Weedon, Que., has assigned.

B. Toombs & Co., commission merchants, Moncton, N. B., have assigned.

E. S. White & Co., general merchants, Carberry, Man., have assigned.

E. S. White & Co., general merchants, Carberry, Man., have assigned.

Thos. Malhiot, general merchant, Gentilly, Que., is offering to compromise.

G. W. Dies, tinware dealer, Toronto, has assigned to Thos. L. P. Laine, Toronto.

Leopold Larue, general merchant, St. Joseph de Soulanges, Que., has assigned.

McInnis Bros., general merchants, St. Peters, P.E.I., are offering to compromise.

John G. Morrison, general merchant, Springfield, N.S., is offering to compromise.

A meeting of the creditors of J. L. Lamarche, general merchant, St. Johns, Que., has been called.

Fitzpatrick & Co., general merchants, Wallaceburg, Ont., have assigned to C. B. Armstrong, London.

THE GROWTH OF TRADE PAPERS.

There are at least 200 trade journals published in this city. In the last twenty years their increase has been enormous. There is not only not an industry nor a business left unrepresented, but for many of them half a dozen separate journals are found necessary.

The importance of the trade journal, however, is not seen only in this increase in number, but in their growth, development, the ability with which they are conducted, and the luxuries of type, paper and illustration in which they indulge. In these respects they rival the magazines, and the magazines require the services of some of the most artistic presses of the town.

In their relation to that vast commercial structure on which the prosperity of the city rests, trade journals serve as vital points of intersection and connection between the different parts. It is interesting to observe the threads of continuity that ramify and bring into touch the diverse and farthest outlying commercial interests—chemical dyes and Alaska fisheries, bonnets and Bessemer steel, through fancy goods, hardware and ostrich farms. To glance at their summaries to keep abreast with progress, movements and tendencies of the age. They are not confined to commerce, but include the entire body politic.

A real estate paper does not concern alone the man who wishes to sell and him who wants to buy; it interests the lawyer who will make the transfers, the banker who will furnish the money, the architect who will plan the house the builder, the plumber, the decorator, the electrician, and the insurance agent, who will be called upon to take its risk against fire. To interest further all these readers the publication takes on a large scope. Land, finance, woods, stones, new household inventions, exterior decorations, the grading of streets, assessments, taxes, municipal affairs, politics, each properly has its place.

This new view of trade journalism marks an era in its development and its prosperity. In its beginning it was merely an endeavor

of the manufacturer, the wholesale man, to find his consumer in a more direct manner than he could find in the maze of advertisements of a daily paper, and it took the simplest form of putting his wares under the consumer's eye in the form of a prominent advertisement with a thread of reading matter concerning the particular matter in which they were interested. This is the manufacturer's idea to-day, but its manifestation has far outgrown the idea of a score of years ago.

The Iron Age, for example, in its earlier files, was a three-sheet paper. It now not infrequently numbers 70 pages. The Record and Guide was a slender folio. It is now almost a volume, sometimes numbering 110 pages. The same increase in size and scope can be paralleled in other of the first-class and long-established trade journals.

This enlarged demand has inevitably required a much larger investment of money, with the result that most of the trade journals are in the hands of incorporated companies. These devote themselves to publications touching the different sides of large interests. In matters relating to insurance, for example, there is the Spectator Co., which issues 20 different publications.

The editors of trade journals, with the modesty peculiar to the conductors of those papers, aver that the standard of ethics is higher and that the standard of editorial ability is higher in their publications than in the daily papers. They argue that the daily journals, by virtue of their necessity, treat of myriad subjects and events concerning different parts of the world of which it is impossible that they should know with full understanding. On the other hand, the trade journal addresses itself to those fully acquainted with the subject of which it treats; consequently those who write for it must be persons who can speak authoritatively as well as knowingly. This brings to their service only those of acknowledged ability. While subjects outside of their special lines are touched upon, they feel that the trade paper has weight that the daily paper cannot claim.

The new illustrative processes have been called in for the adornment of the trade journals. The cuts which are lavished through the advertising departments require paper of special fineness. This in the editorial and reading matter is freely adorned with head-pieces, tail-pieces, initial letters, reproduction of pictures, and pictorial stories after the manner of the comic papers.

That all trade journals are not equally reputable, and that some are born of bad motives, is doubtless true; but the proportion is small, and carry the seeds of their own destruction. For the most part there are very few trade journals that even by an outsider may not be read with entertainment as well as with profit.—New York Evening Post.

Work can always be found in a store without double-million microscope.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakemen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET
LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.

Refrigerators



—OF—
ALL
KINDS.

Manufactured by
Knowles & Nott,
Brantford, Ont.

Send for
Catalogue.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner. Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

UPHOLSTERERS HAMMERS



Forged from best Cast Steel. Finely finished. With or without handle.

The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

—: Superior Quality Rubber Goods. —:

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

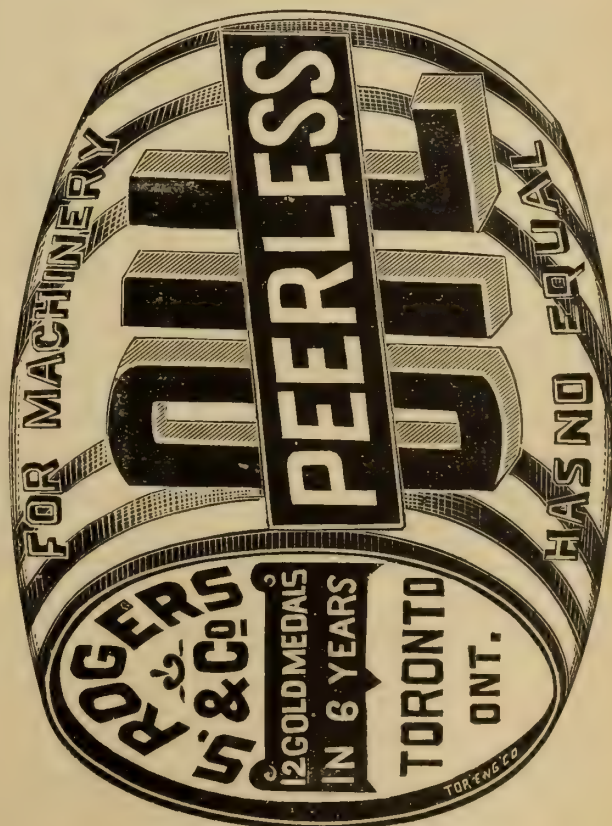
Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.



HARDWARE.

Ammunition—Cartridges.
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.

Wads.
E e 's, per 1,000. \$0 25 \$1 60

Anvils.
Per lb. 0 10 0 12½
Anvil and Vice combined
each 4 50

Augers.
Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.
Sewing per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.
Patent Peg, per gross 7 25 8 00
" Sewing, " }

Awl and Tool Sets.
Millar's Falls, per doz. 2 80 8 30

Axes.
Per box 6 00 12 00

Axle Grease.
Per gross 7 50 14 00

Bath Tubs.
Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.
Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.
Gongs, Sargent's, 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.
American make, discount 60, 60 and
10 per cent.
Canadian, dis. 45 and 50 p.c.

Farm.
American, each 2 00 5 00

House.
American, per lb. 0 35 0 40

Bellows.
Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 p.c.

Belting.
No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.
Per doz. 5 00 6 00

Bits—Auger.
Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings, discount 60 per
cent.
Jennings' Imitation, list 45, 47½ per
cent.
Jenning's Gen, net list to 5 p.c. dis.

Car.
Gilmour's, 47½ to 50 per cent.

Expansive.
Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.
Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.
Annex 1 25 1 75
Masco 1 35 1 85

Blind and Bed Staples.
All sizes, per lb. 0 11 0 15

Bolts.
Carriage, dis. 65 and 10 to 70 and 5 per
cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent.

Boring Machines.
Complete, with Augers, ea. 4 40 7 50

Braces.
Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.
Japanned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.
Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz. 1 12 2 35
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.
From 8 to 12 inch, per doz. 500 4 23

Batts—Brass.
Wrought Brass dis. 60 and 10 to 70 per
cent.

Cast Iron.
Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.
Fast Joint, dis. 60 & 5 to 65 p.c., dis.
Loose Pins, " 60 & 5 to 65 p.c., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair. 0 40 0 65

Can Openers.
Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.
Horse, per doz. 0 70 0 95

Carpet Stretchers.
American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.
Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 32 40

Cartridges—See Ammunition.

Castors.
Bed, new list, dis. 50p.c. } to 50 and 5
Plate " dis. 50p.c. } per cent.

Cattle Leaders.
No 31 and 32, per gross 8 50 11 25

Cement.
Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanea " 1 10

Chalk.
Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red " 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.
Boss or Daisy, dis. 60 and 10 to 60 p.c
from factory 60 and 10 per cent

Clamps.
Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.
Axle, dis. 65 p.c.

Coffee Mills.
Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0. 1 35
No. 2. 2 70

Compasses, Dividers, etc.
American, dis. 60 to 62 and ½ p.c.

Cradles, Grain.
Canadian, discount 25 p.c.

Door Springs.
Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.
American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.
Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.
Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.
Dis 20 to 33½ p.c.

Fawcets.
Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz. 1 70
Petroleum, per doz. 4 50 6 50

Files.
Kearney & Footes discount Am. List,
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25p.c.
Horse Rasps, Kearney & Footes dis
Am list, 50 p.c. 50 p.c. to 50 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. } Hellers
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list,
33½ p.c.

Fluting Machines.
Each 0 60 2 00

Forks.
Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.
Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis., 50 to 50
and 10 p.c.

Fruit Presses.
Henis' per doz. 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.
Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
Stanley's dis. 50, 55 p.c.

Wire Gauges.
Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.
Window.

United Inches—Box Price.

Star.
Size Per Per
up to 26 50 ft. 100 ft.
inches 1.40-1.45
26 to 40 in 1.50-1.55
41 to 50 3.40-3.50
51 to 60 3.70-3.80
61 to 70 4.00-4.10
71 to 80 7.80
81 to 85 8.75
86 to 90 10.95
91 to 95 13.75
96 to 100 16.25
101 to 105 22.00

Double Diamond.
Per Per
50 ft. 100 ft.
2.15
2.35

Ordinary.
1st break 33 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Picture Glass.
Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.
Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.
P. S. & W., per doz. 4 25 4 65

Hammers—Nail.
Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.
Magnetic, per doz. 1 10 1 50

Sledge.
Canadian, per lb. 0 12½ 0 15

Ball Pean.
English and Can., per lb. 0 25 0 37½

Handles.
Axe per doz. 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.
Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.
C. & B., discount 30 per cent.

Hoe.
C. & B., discount 30 per cent.

Saw.
American, per doz. 1 06 1 25

Plane.
American, per gross 3 15 3 75

Hammer and Hatchet.
American, per doz. 0 50 0 80

Cross Cut Saw.
Canadian per pair. 0 18 0 25

Hangers.
Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.
Can., dis. 37½, 40 p.c.

Hinges.
Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis. 60 to 70 p.c.
Light T and strap, dis. 62½ to 65 per
Heavy, per lb. 0 42 0 05
Screw and Strap, per lb. 0 08½ 0 04½

Per doz. sets.
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs.
Spring 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hoes.
Garden, Mortar, etc., discount 40 per
cent.
Planter's per doz. 4 00 5 00

Hooks—Cast Iron.
Bird Cage, per doz. 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross. 1 00 3 00
Chandelier, per doz. 0 50 1 13

Wrought Iron.
Wrought Hooks and Staples, Can
dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

HARDWARE.



CINCINNATI BELL FOUNDRY CO.
SUCCESSORS IN BLYMYER BELLS TO THE
BLYMYER MANUFACTURING CO.
CATALOGUE WITH 2200 TESTIMONIALS.
BELLS, CHURCH, SCHOOL, FIRE ALARM

No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in
Canada. Experienced glaziers sent to set same
when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,
DEAR SIR,—I am pleased to say that
after nearly three years constant use, day
and night, on our largest engine your Cop-
perine has stood its work well. I have not
had to renew any of the heavy bearings yet,
so I consider that speaks for itself. I am
pleased to recommend it to any one in need
of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,
Chief Engineer Toronto Waterworks.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8½, 10 & 12, KING ST EAST,
TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.



TRADE MARK FOR



KNIVES, FORKS, SPOONS.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUB-
LISHING CO.** for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

I WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.



Improved patent asbestos floor and partition
tiles. Patentee and Sole Manufacturer,
Messrs. Canada and United States Fairgrieve
& Craig, 138 Richmond St., W. Toronto

ASK FOR and see that you get "Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian
firms interested in any of the above
lines

CONSIGNMENTS OF PRODUCE SOLICITED.

60W

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER

BUILDERS' & CONTRACTORS'
SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

HARDWARE.



(PATENTED.)

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

No More Broken Handles.
All Heavy Nickel Plated.
**ATTRACTIVE,
DURABLE,
Easy to the Hand.
-NO EXTRA COST-**



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS.
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-("TRAP")
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

**DOMINION CARTRIDGE CO., LTD.,
MONTREAL.**

DOMINION WIRE

MANUFACTURING CO'Y,
LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

**BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.**

"LYMAN" 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

FENCING.

Staples and Fencing Tools.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

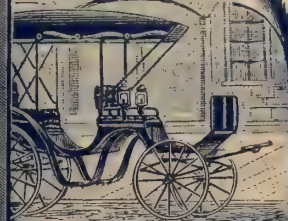
OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

MAY 2, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

THE DETROIT PATENT SURE-GRIP STEEL TACKLE BLOCK.

This block will hold load at any point without fastening the rope. The wedge-shaped brake has a double grip, and is absolutely automatic and reliable. The heavier the load the better the grip. They are universally admitted to be the greatest improvement ever made in tackle blocks. In many instances fully half the cost of handling can be saved.

The body of the Block is made of steel plate. The pins are cold rolled steel. The essential castings are malleable iron, making the strongest and safest possible combination of materials, thus affording immunity from accidents in the highest degree.

Tested by Standard Weights.

No. 3	Block, tested without breaking.....	2800 lbs.	Capacity claimed.....	600 lbs.
" 4	" " " " " " " " " " " "	3800 "	" " " " " " " " " "	1000 "
" 5	" " " " " " " " " " " "	4500 "	" " " " " " " " " "	1800 "
" 6	" " " " " " " " " " " "	5800 "	" " " " " " " " " "	2500 "
" 6 1/2	" " " " " " " " " " " "	9000 "	" " " " " " " " " "	4000 "

The Brake always holds under the severest strain. Hundreds of testimonials.

List of Sizes and Prices.

No. 3	to be used with 3/8 inch rope, one man can lift 300 lbs., capacity 600.....	each	\$3 00
" 4	" " " " " " " " " " " "	"	5 50
" 5	" " " " " " " " " " " "	"	7 00
" 6	" " " " " " " " " " " "	"	8 50
" 6 1/2	" " " " " " " " " " " "	"	14 00

Blocks No. 3 to 6 require rope 5 times, and No. 6 1/2 7 times the height to be lifted. The above prices include upper and lower block—ROPE EXTRA.

For sale by the LEADING HARDWARE MERCHANTS in every town.
Write for Discounts to

RICE, LEWIS & SON; LIMITED, - TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. François Xavier Street

Vol. 3.

TORONTO, MAY 2, 1891

No. 18

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. François Xavier St. Our representative, Mr. G. Hector Clèmes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

IT WILL NOW BE EVERY CREDITOR FOR HIMSELF.

Chief Justice Sir Thomas Galt gave a judgment on Wednesday last which practically knocks the bottom out of the Ontario Act respecting assignments and preferences by insolvent persons. He decided that clause 9 of that Act, which provides that assignments shall take precedence of judgments and executions, was ultra vires. As the British North America Act says that the Dominion Government only shall have the power to deal with bankruptcy and insolvency, the Provincial Governments must not make laws taking away the priority of an execution creditor, as such would be legislation relating to bankruptcy and insolvency. In the case in which His Lordship gave decision one Neville, an Ottawa merchant, was in business difficulties. The Union Bank got an execution against him and seized his stock. Shortly afterwards he made an assignment to John Moran. Under the authority of this assignment Moran demanded possession of the stock. Under the Ontario Act he was entitled to it, but Mr. Meredith, who represented the Union Bank, took the case into court. In Chambers decision was given against him. He then took it before the Chief Justice, who decided as above. Mr. H. T. Beck, who represented the trustee Moran, as well as the Attorney-General of Ontario, will carry the case to the Court of appeal. In the meantime Sir Thomas Galt's decision stands. If a creditor now gets his execution in he retains the right to realize on the goods seized entirely for his

own benefit. It will be a race between creditors as to which shall get in the first execution.

IMPORTERS' GRIEVANCES.

It would be impossible fully to illustrate them, but our attention has been directed, within the past few days, to the fact that merchants in the hardware line have been compelled to amend some of their customs entries, in accordance with instructions received from Ottawa through the collector here. While we maintain that vigilance is essential and that the policy of the Government should be carried out, yet the causes that operate to engender constant friction between the importer and Customs Department ought certainly to be reduced to a minimum. The Department has recently issued an order that knives such as oyster, palate, glaziers, hacking, should be classified as mechanics' tools and pay duty accordingly, likewise table and butcher steels. The tariff distinctly provides for cutlery, and the trade cannot regard the above lines as anything else; and decisions before judges in cases of this nature have always been based upon trade usages. This, we understand, is simply a sample of what frequently occurs; instances are constantly cropping up where mechanics' tools are regarded as machinery and vice versa. While possessing every confidence in the experience and ability of the commissioner and his assistant, the opinion is freely expressed, however, that decisions should not be permitted to be, to so great an extent, under their control.

We are aware that there are a number of abuses under the American Customs regulations, yet their decisions are based upon evidence of a far more practical nature than what the authorities on this side of the line take the trouble to have submitted to them in dealing with differences of opinion between the merchant and the appraisers. In

New York the deputy collector's office is among his appraisers, and all important questions coming up are frequently dealt with there and then; the merchants', manufacturers', and appraisers' views are heard, a decision given, and this very rarely reversed by the Secretary of the Treasury, except any fresh vital point is submitted. This might not be quite practical in any Canadian port of entry, but a Board of Appraisers, we are aware, has been established for some time in Canada, with its president and secretary, the former the commissioner, with headquarters at Ottawa. Yet the members of the Board, who are but few in number and who are more in touch with the trade than these officers, are never summoned to meet and discuss matters; therefore the utility of such a board is virtually nil. The question might naturally be asked why they are not summoned, as every member of the Board has his assistant or assistants, and could readily leave his post for a day or two; the question is still to be answered, and we can only attribute it to a desire on the part of the department to save expense of railway fares and hotel bills, which, if the case, can certainly be regarded as false economy. The appraisers, if summoned, might also discuss the subject of valuations of various commodities that are daily passing through their hands. It is doubtlessly a very common occurrence for Canadian manufacturers to represent to the Department that wares which come in competition with their own are imported from Europe and the United States at figures that can be regarded as export prices, and that duty should be demanded upon such wares on the market value for home consumption. These manufacturers are perfectly justified, in their own interests, in calling the attention of the department to such cases, as our enquiries lead us to believe that instances of this nature are not uncommon; but the authorities should fully

convince themselves of the fact before harassing the importer, because any infraction renders him liable to a heavy fine, should he be fortunate enough to buy the goods at 15 per cent. or more under a combination price existing at the point of production. Often after amending his entry, he discovers that his opponent residing a few miles away is entering his goods at an entirely different rate of duty practically, as he is paying on a valuation that the local appraiser feels satisfied that he has discovered to be the true value at the port of shipment, no matter what any other appraiser may state to the contrary, or probably, such appraiser is not sufficiently posted to question within 5 per cent. or even 15 per cent., the actual value of the invoice as presented by the importer, who is known to him as an honorable and legitimate merchant.

We are not now questioning the fact that a considerable amount of clerical supervision must necessarily be exercised by the department in endeavoring to arrive at a regularity of values, etc., but their efforts to harmonize are frequently misdirected, and the verdict can safely be rendered that there is room for improvement under many headings, which, if carried out, would certainly tend to create more unity among themselves, and further remove a degree of antagonism known to exist in many quarters, and not confined by any means to the hardware trade.

A MERRY WAR IN NAILS.

As everyone expected, the merry war in nails has commenced, with cutting right and left now the order of the day. Naturally this causes claims for rebates from buyers who placed their orders some time ago, so that, taken all in all, the nail market is about as mixed up as it well can be. No one knows whether a price will be maintained or not, for the makers plainly state that they have no fixed figure, and the matter resolves itself into a simple matter of dickering between buyer and seller, in which the smartest comes out on top. At present \$2.20 is supposed to be the nominal basis for business, but the representative of one of the leading mills said outright the other day that the figure had been cut under, although he would not say how low it had gone. It is claimed, however, that \$2.15 has been accepted, and it is not unlikely, for common report says that the traveller for one firm received *carte blanche* to do anything he liked to cut under the figures of another firm. He has probably done so, for brokers here are all talking about the claims for rebates, while another of these gentlemen who is about leaving on a trip west was asked to handle a line of nails the inside basis for which would astonish someone. The question naturally arises, when will the limit be reached? It certainly ought to be near it now, for a drop of 20 or 25c inside of a fortnight is a caution. Perhaps it will make the

firm who stole the march at the time of the defunct association's formation realize that a thing can be made to work both ways. This firm placed their orders at a figure considerably above \$2.15, and it is but natural that the buyers who ordered on the higher basis will demand a rebate. They cannot be ignorant of the cutting that is being done, for travelers from all the makers are out all over the country working on the reduced basis, and perhaps even lower, for, as it happens, several of the firms of makers manufacture other lines, which will come in handy when the matter of a cut is to be figured out at a profit. Such firms have a distinct advantage which they will be sure to use. In the meantime the buyer ought to be happy, and he probably is.

SHOPKEEPERS AND SALESMEN.

The saw, "Cleanliness is next to godliness," seems to be most apposite in its shopkeeping application in the hot part of the year. The burden of a depressing temperature is enough to bear without the added distress of sensations that a musty, stuffy shop can oppress one with. You keep store because you want to sell goods, but selling goods is not keeping store. It is a result of keeping store, and the storekeeping, as the cause, is a thing to keep you working every hour in order that the effect may be as full as possible. The keeping of a hardware store in summer is not therefore the attending to trade when it comes or the waiting for trade; it is the keeping the store in such a state of efficiency as will best further business. A store, after all, is like a delicate implement whose efficiency can be impaired by very trivial things, and mere passiveness is one of the things to be most dreaded. The stockkeeper who has worked to keep his store at its highest point of effectiveness, knows what is lost by merely aiming to keep it in a state of average respectability.

The shopkeeper ought to be a very Nemesis in the track of dust, flies, cobwebs and soiling agencies. When he is not selling he ought to be dusting. He can enhance wonderfully the appearance of his stock by so doing. He can enhance wonderfully the general effect of his store by letting fresh air into it and by having the floor well sprinkled with water at due intervals. In summer a nice flowering-plant or two will please the eye with its foliage or bloom, and please the sense of smell with its perfume. Freshness, cleanliness, taste, are powerful adjuncts of salesmanship.

But there has to be work done in any shop that is going to be a pleasant place to drop into in summer. Shop-assistants ought to be taught that their first duty is to keep the store in a faultless condition, and that a duty incidental to this one was the selling of goods. They will thus be taught to recognize that their hours of most active service are those when there is no

business doing. Their much handling of the stock to keep it clean and attractive will ultimately make them adepts in shop keeping. Their training ought to be with a view to such an end. They will be made workers thereby, and will acquire a pride in a tidy shop. Their personal appearance will be looked after too, because no young fellow will care to be in contrast with a shop he takes any pride in. They will become good salesmen because they are good shopkeepers, and that statement will not be taken exception to as much as this one, that they will become good shopkeepers because they are good salesmen. The last statement is not probably very generally true. Make the learner a shopkeeper first. He will become a salesmen all the earlier. The considerate politeness of manner will develop along with personal neatness, and the character of the salesman will round itself up, if the shopkeeping art be first taught.

CATALOGUES RECEIVED.

Messrs. Auld & Woodyatt's Illustrated Catalogue of Lawn Mowers and general hardware made by that firm in their manufactory at Guelph, Ont., has reached our table. It abounds in excellent illustrations, whose speaking picturesqueness is not impaired by badly arranged reading matter or in fact letterpress of any kind. The effectiveness of the cuts is thus fully preserved. In some catalogues the error is made of overshadowing, belittling or enveloping the illustration by reading matter, which, itself not artistically or proportionately disposed, gets little attention, and detracts from that which ought to go to the illustration. Here the illustrations are bold, the label in good-sized letters, and details are put tersely in unobtrusive type. The paper is beautiful and the mechanical work is creditable to the publishers. The trade should get this edition, which is just out, as it differs in important respects from the firm's last year catalogue.

The British Columbia Trade Journal is a new venture that is evidently in good hands, if we may judge from its form and matter, as well as from the numerous and weighty credentials which British Columbia business men have given in their advertising patronage. The paper is published in Victoria. Mr. D. M. Carley is the editor and Mr. L. G. Henderson is the business manager.

In a book whose very form is suggestive of art, the Toronto Lithographing Co. issues a collection of beautiful specimens of its work. The illustrations do not need to be accompanied by a single word of letterpress, as they speak for themselves and for the high-class talent that is employed in the concern from which they come. The covers are ornamented with two very fine cuts. The selections which make up the contents of the book are taken from very difficult and detailed objects. The work of the Toronto Lithographing Co. is as good as the best European or United States engravings.



THE TAX ON IRON.

THE EDITOR, *HARDWARE*.

DEAR SIR,—Your remarks regarding the manufacture of bar iron in Canada were timely and pertinent. Every manufacturer and merchant in the country has been crying out against the tax on iron, and the farmer, who has to pay the piper in the end, is now joining in the cry. No doubt our legislators increased the duty in the full expectation that it would lead to the manufacture of iron—pig as well as bar—from our native ores. We heard for a time of proposed works at Kingston and other points, and away down in Nova Scotia it was claimed by Mr. Jas H. Bartlett, the author of the pamphlet on the "Manufacture, Consumption, and Production of Iron, Steel and Coal in the Dominion of Canada," issued in 1885 for the purpose of booming this particular interest, that syndicates were then awaiting the action of the Dominion Parliament to commence operations on a large scale in Pictou county, where coal, iron and limestone are to be found contiguous to each other in enormous quantities.

We all know that the Finance Minister's prophetic utterances have as yet come to nought. The two years in which furnaces were to be established have passed by and two more have been added, and still our mill men are grinding out their bar iron, made from old scrap gathered chiefly from Belgium and other foreign countries, and brought out here as ballast. The duty on scrap iron has in some inscrutable way been kept so low that the Canadian manufacturer has never received a fair price for his waste. He is therefore shorn at both ends.

It is well established that for very many purposes the iron manufactured in Canada is not the best. Without vastly better and more skilful treatment the old scrap used can not be worked to advantage. Scrap iron is not puddled but simply reheated and welded together either by hammering or squeezing. Surely after all these years of high protection the Canadian mills ought to manufacture from our native ores. It is to be hoped that the duty on iron will be lowered gradually. It is this which handicaps our manufacturers and places them in the anomalous and dangerous position they now occupy. Let the process of lowering be a gradual one, or the intimidation be made a year or two in advance, and then give a bounty to such makers as will produce pig and bar iron from native ore and that only. If none be made, the country will be none the poorer, and if by this means furnaces can be established, so

much the better. But in any case we don't want the country burdened by a forty per cent. duty on bar iron, which has only been successful in making a few men wealthy at the expense of the whole country. I speak as one who is engaged in an industry which requires to use very large quantities of bar iron, and my experience is not flattering. FERRUM.

NOTES TAKEN ON THE ROAD.

Our representative met J. H. Lyons, traveling salesman for M. & L. Samuel, Benjamin & Co., at Preston last week, and it caused a look of surprise on the face of "Hustler" Lyons to find a man that was in any way connected with the metal trade that did not know him, and especially so when connected with such "fine" "mettle" as the *HARDWARE* journal. Mr. Lyons has been connected with the above firm for about fifteen years, and, if the writer understood correctly, he has three brothers with the same firm. The writer also had the pleasure of meeting the father of these young men, who daily clutches the gripsack and holds his own quite successfully with the "boys."

Messrs. Kingan & Co., hardware merchants, Peterboro', is another firm which has flatly refused to deal with Patrons of Industry on the unreasonable and unbusiness-like terms offered by that organization. Mr. Kingan said he had always dealt on favorable terms with farmers, but when he wanted them to run his business he would send for them. He said he believed there was not one man in a hundred of them, if any, even the organizers themselves, could take his foreign invoices and figure out the actual cost of goods laid down in his store. The hardware men of Peterboro' are business men. All carry large stocks and do a large business, and will be found united on that deal, if no other.

CARRYING HOME A STOVEPIPE.

"Well I never expected to see that," said a Buffalo gentleman, walking up the avenue on a recent pleasant sunny day, as he called attention to a man on a bicycle. The man was at once recognized as a young married man who lived out some two miles or more. He had tied across his back a length of stovepipe and was thus enabled to carry his stovepipe and handle his bicycle freely at the same time. "There was not money enough in the business to have hired that man to ride the length of Delaware avenue five years ago with a length of stove pipe strapped on his back. Now he is a bicyclist, and I believe he would carry market supplies on his head if the bicycle customs favored it. Anything that he can do to prove to himself and his friends how mighty useful such a machine is, even for well-to-do householders like himself, he is ready for. Surely 'the tyrant customer' is a powerful leveler of superficial distinctions, especially in bicycling."—Buffalo Commercial.

ALUMINUM DEVELOPMENTS.

Aluminum has a prominent place in recent metallurgical discussion. Its specific qualities and possible appropriations in all industries where this metallic factor is indispensable, gives a modern interest to the history of its discovery, and the prolonged series of experiments resulting in the present product. It was known to the Romans as "alumen," and was used for dyeing salts, and in the eighth century of the Christian era was made in Egypt and Asia Minor into "rock alum." In 1758 Macquer stated: "The earth of alum is white, infusible, and since it changes color on being heated, I suspect it has some sort of relation with the metallic earths." The first attempt to isolate aluminum was made in 1760; it was a failure. In 1782 a success was made in fusing aluminum in a charcoal fire fed by oxygen. In 1790 metallic particles were produced, and an analysis obtained without determining the metallurization of the clay used. In 1807 Sir Humphrey Davies made experiments to reduce alumina, but failed to secure a pure deposit. In 1802 a success was made by Dr. Hare, of Philadelphia, in fusing the evasive metal into a milk-white enamel. In 1827 a German chemist reached the first solution of the aluminum problem, and obtained a gray metallic powder, but failed to concentrate it in order to obtain its metallic proportions. In 1854 success was made in concentrating the metal, and separating it from platinum and sodium, and producing the metal approximately pure. Since then it has been in the formula of progress and discovery, and bids fair to be of an unanticipated importance in metallurgical development. In certain departments it has its special uses, and its utility in the manufacture of steel makes its use as important to the engineer as to the steel maker. Scientific experiment and painstaking research have resulted in adding a new factor in the metallurgical constituency, and outside its practical results is a forecast of other possible discoveries, when the chemistry of mechanical physics and objects will be more than ever a part of the technical study of engineers, chemists and metallurgists. Science has not yet fenced in the universe, nor are all the secrets of the planet yet revealed, and the brooding intelligence of advancing ages may out of the cruder forms of metal educe a variety of products as yet unsuspected and unknown.

A column in the New York morning World costs (if all display type) \$180 on week days, and about \$210 on Sundays. The Times, Tribune, Herald and Sun are about as expensive. The evening papers charge from \$40 to \$100 per column, according to position. No discounts are allowed by the larger papers for time contracts or large spaces. The man with the ten line advertisement pays no more in proportion than the man with a page.

GARDEN TOOLS AND LAWN MOWERS.

At this season the Hardware Merchant should be, and most all, are interested in the sale of Garden Tools, principally among which are Lawn Mowers.

The trade with this particular implement is a very important one, not only in Canada, but throughout the whole world, and the same standard in purchasing should be ap-

buy the same make of machine as his neighbor. There is no questioning the fact that there are several really first class machines now on the market, so that there are plenty of different good varieties for all. How much better would it then be for each to confine himself to a particular pattern on which he can make his fairly good margin of profit, than as is often the case when all sell the same style to cut and cut in prices until there is little or no profit at all.

Another machine is the Pennsylvania Lawn Mower.

The great and unprecedented success of the Pennsylvania Lawn Mower has induced manufacturers of nearly every lawn mower to imitate, and each year since it has been upon the market makers have tried to improve upon their machines, but without securing the desired results. This machine is made in two patterns, one for low and the other for high grass cutting.

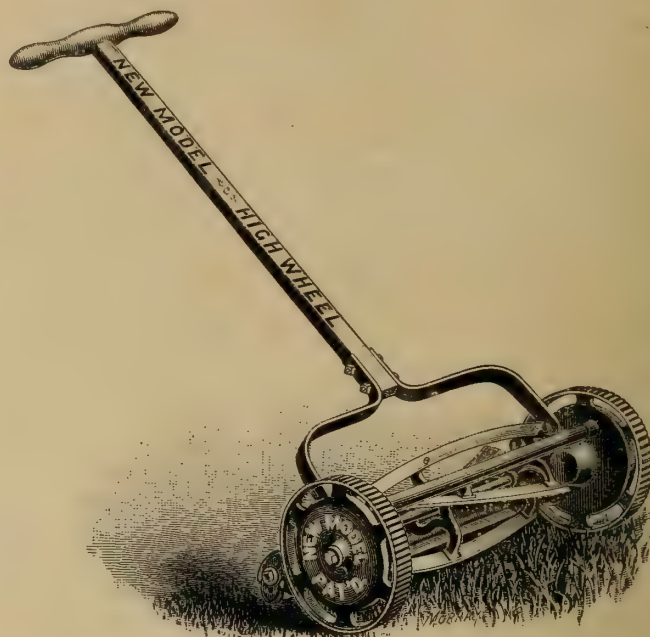


PHILADELPHIA LAWN MOWER.

plicable to to all, viz., (the best is the cheapest), not only for the user, but for the retailer as well as the larger wholesale or jobbing merchants.

What the merchant wants to avoid are the low priced machines, which have literally been thrown together by cheap labor for the purpose of being put on the market at a lower figure than any other make. These goods can be of no benefit to any one, for as

If the Canadian merchants would only see this the lawn mower trade would be much more lucrative than what it now is.

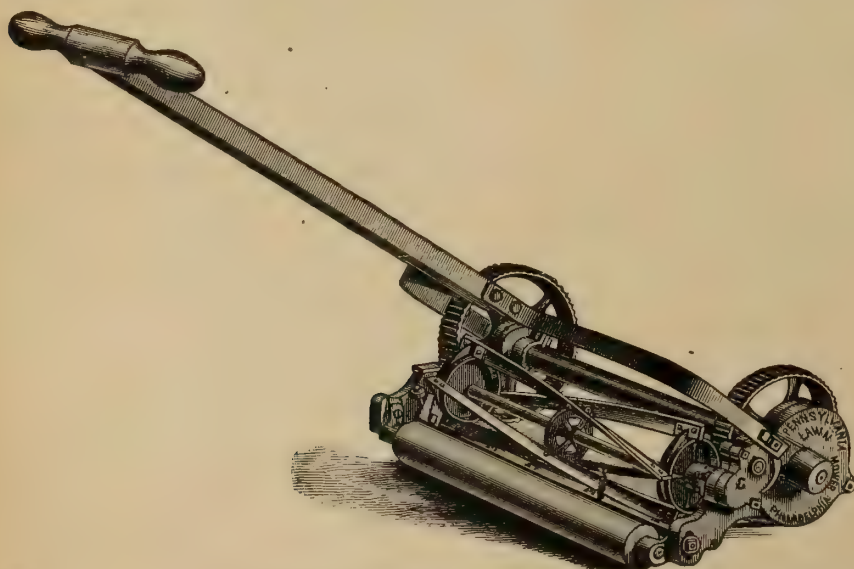


NEW MODEL LAWN MOWER.

A word about high grass lawn mowers. It must be quite surprising to some of those using lawn mowers to learn from circulars and advertisements of some makers (which shows how little they know about a lawn mower and its use,) that one can be made to cut grass 6 to 12 inches high and at the same time cut it down to 1 inch, all at the same cutting. They evidently consider this an impossibility, and therefore advertise machines constructed to make two cuttings of grass from 6 to 2½ inches, and from 1 to 1¼ inches. If such a thing were necessary it would make just double the work, but it is not necessary to do the work in this bungling manner. Further comments are unnecessary.

Another machine which has within the last year come into popularity with great strides is the New Model Lawn Mower.

Its friends claim that for simplicity, durability and quality of work this mower is superior to any in the market, while for lightness and draft it excels any other lawn mower now manufactured. All that mechanical skill can devise or the experience of a score of years could suggest are embraced in the New Model Mower, and it promises to be the very greatest success. It was only put on the market late last season, and one house in the city of New York alone sold over 2,500 machines before the season closed. It has recently been put on the Canadian market, and no doubt the Canadian merchants will very shortly become familiar with it also.



PENNSYLVANIA LAWN MOWER.

Among some of the principal patterns might be mentioned the Philadelphia pattern Lawn Mower.

About which all merchants are thoroughly familiar, but unfortunately this machine is made by so many manufacturers that great care should be taken in the selection of the particular maker.

soon as one is put to use, the person who has bought it finds the unsatisfactory work it does and is dissatisfied with it. As a consequence it causes annoyance to all through whose hands it has passed going from the manufacturer to the user.

Another thing the merchant should avoid particularly where there are only two or three in a town is that he should if possible not

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.

SHEPARD HARDWARE COMPANY, BUFFALO.

We suppose there is not a dealer in hardware that reads this paper that has not handled some of the articles manufactured by Shepard Hardware Co., of Buffalo. The excellence of their castings in gate and blind hinges, and the general good workmanship shown in all the goods they make, are so well recognised that when the firm placed on the market the "Lightning" Ice Cream Freezer it was no surprise to the trade that

merits of the wheel dasher, the fact that the "Lightning" not only freezes quick and makes more ice cream from a given quantity of material than any other freezers, but by its construction the cream is of uniform solidity, and (what is of even greater moment to the operator) the "Lightning" requires only about half the power of other freezers. It contains all the latest improvements in

book of receipts for making all kinds of ice cream, jellies, etc., as, in addition to the "Lightning" Freezer, they make the "Queen City" Press, for making jelly, wine, head-cheese, etc., etc.

Their "Queen City" Broilers, for gas and oil stoves, are well known to the trade and to housekeepers.

The firm issue a handsome catalogue which they will gladly mail to any dealer not already supplied, and also will send any cuts or advertising matter necessary. The leading jobbers throughout the Dominion keep the "Lightning" Freezer, "Niagara" Spring Hinges, and other goods manufactured by Shepard Hardware Co., in stock, and any enquiries or correspondence will be looked after with promptness by the Canadian agent of the Company, H. D. Simmons, 74 York street, Toronto, where catalogues and samples can be seen. The fancy goods trade are well acquainted with the excellence of the toy pistols, toy banks, and other toys manufactured by Shepard Hardware Co., and the fact that these goods are now being handled by the leading fancy goods wholesalers, speaks volumes for the manufacturers.

Knowing the general excellence of workmanship of all the different lines of specialties made by this firm, we take great pleasure in drawing the attention of our readers to the fact, and it is a pleasure to us to see the high standing held by this firm, so long and well sustained throughout the Dominion, and to know it is so well deserved.



The Wheel Dasher revolves on its journal bearings (when the can turns) forcing the cream into the circumference of can.



construction, best of cedar tubs, smoothest of galvanized gearing, extra-tinned can, and gearing so covered that the operator cannot possibly be liable to any injury in using it. The manufacturers enclose a handsome

the "Lightning" soon became a general favorite.

The points of excellence that are at once noticed in the "Lightning" Freezer are its suitability to household use. Outside of the



CORRUGATED STEEL FASTENERS.

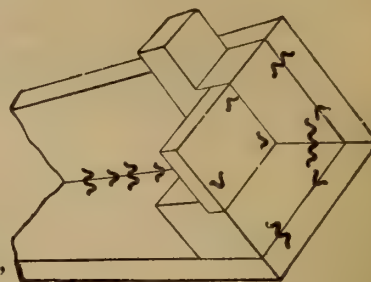
A Perfect, Secure Joint!

NO GLUE, NO SCREWS, INEXPENSIVE.



All Manufacturers of Wood-work are interested in this Invention.

Samples furnished free on application. Also manufacturers of Wire Nails, Tacks, Brads, Shoe Nails, etc.



THE ONTARIO TACK CO., Hamilton, Ont.



ESTIMATES ON HEATING APPARATUS.

One of the greatest evils that contractors for steam and hot water heating have to contend with, remarks the Master Steam Fitter, is the manner in which estimates are made on heating plants. With the exception of a few of the larger jobs, no plans, detailed specification or directions of any kind are furnished to the contractors when they are called upon for their price of the work, and each concern is compelled to make their own drawings, decide what manner of system they will figure on, when there may be a dozen firms figuring just as they are. The result is that one of the concerns receives the contract, the other eleven, who have all prepared drawings, and detailed specifications, lose the cost of drawings and other work that they are compelled to do in connection with the matter.

To use an illustration that will be forcible and clear, demonstrating this case: Suppose a party owning a building site decides to erect a house, and instead of going to an architect for the usual plans and placing the matter in his hands calls in a number of builders and tells them that he desires a house erected on the site, and requests that the builders make plans, specifications, and name a price for the actual erection of the house, not including cost of plans and superintendence, all of which is to be furnished free; when plans are submitted, selection is made of the plan pleasing the owner, and the rest rejected. It may be said this is an unreasonable comparison, but it is just the course pursued every day by the steam heating concerns all over the country. The proper remedy for this state of things for the designing of the steam heating plant to be placed in the hands of a firm of steam heating engineers, in the same way that the

plans for a building are prepared by an architect. It makes no difference if this firm of engineers also erect heating plants as well as simply design them, or not. The idea is to secure to the people who make the drawings and specifications just and proper compensation for the work, and placing the several bidders upon the same footing in their competition for the work.

WHAT SHALL WE DO TO IMPROVE OUR BUSINESS?

The following essay was read before the Kansas City Master Plumbers' Association, by Dent Yates:—The writer in handling this subject has decided to look at it mainly from a financial standpoint, for the reason that there have been many able efforts on the sanitary features of the case, and because the great majority of our craft need more help in this direction. The subject is forced on all branches, professional as well as commercial, by the active and healthy competition which too often falls to the level of the cut-throat policy of get all or ruin all, and which sometimes prevents an otherwise worthy ambition to succeed into the destructive sky-rocket methods, whereby many very ordinary fellows imagining themselves the "Old Hutch" of the plumbing market find themselves in a brief period several hundred per cent. worse off than nothing, besides wasting the flower of their lives.

In order to get at the full import of this subject it is necessary to consider why our business is so generally a financial failure. The writer in the past sixteen years, as journeyman and master plumber, has seen many plumbers come and go, and in his opinion the principal causes of failure are, briefly, trying to do business on wind only; carrying heavy stocks of gas fixtures without considering or knowing anything about gas fixtures or the demand for them; rushing headlong into the heating business, with the vast (?) experience of reading some catalogue, or the two hours' talk of some glib-tongued boiler agent: after which they usually try to heat buildings with figures, which, although they

are said never to lie, and answer very well in the summer season, yet prove a chilly substitute for radiating surface. Intemperance, which of course will ruin any business, and which has sent some of the brightest lights in our craft to their grave. But the greatest cause of failure and those which underlie nearly all other causes are neglect of bookkeeping, carelessness in collections and credits, lack of knowledge of the actual cost of business and trying to do two or three thousand per cent. more business than the actual capital invested.

For the past ten years we have had a profound revolution in plumbing material and methods. Many plumbers fondly hoped, and some still believe, that the mere specifying and pushing of the more costly specimens of the potters and brass moulders' art, such as gorgeously decorated wash basins with wall paper designs of beautiful flowers, mountain daisies; etc., water closets with high-sounding titles named after Grecian goddesses, or French heroes, who would turn over in their graves if they knew the base use made of their name, silver-plated waste pipes and sink pieces which took a month to make and puzzled the very water itself for an outlet, would be a financial salvation. And so they did, (for the manufacturers,) for they have sense to know the cost of their goods and to see that they made a good fat profit on the same, and to give the smallest discounts and short-time drafts when bills were due.

Other plumbers imagined that the strictest ordinances (a few of which would make the framers of the Rhode Island "Blue Laws" weep with envy) would be a big bonanza; and besides, they hoped to make plumbing so difficult that "that other fellow around the corner" couldn't do that kind of a job. But the "other fellow" still lived, and some of the self-same ordinances designed for to protect the good conscientious plumber have here and there acted as a screen for the "quack" plumber and "far" for ward bummers and grog shop politicians.

None of these assertions are intended to cast ridicule on fine plumbing material and equitable plumbing laws, for the writer en-

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price-lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for
lime kilns, furnace linings, smelting furnaces,
cupolas, and general foundry purposes.
Write for prices and mention **HARDWARE**.

The Colman Hamilton Co., Ltd.

Livingston's Building,

Telephone 1998.

34 Yonge Street.

Globe File Manufacturing Co.,

PORT HOPE, ONT.

Superior quality Files and Rasps.

All goods warranted.

For the convenience of the trade, a full stock
of staple sizes, kept at 74 York St. Toronto.

H. D. SIMMONS,

Toronto Agent.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
A. J. Phillips.

TORONTO, ONT.

OUR NEW CATALOGUE

Of Paints, Varnishes, Artist's Materials and
Painters Supplies, will be sent to any address
Hardware and Paint dealers. It is profusely
Illustrated and contains eighty-two pages.

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,



Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

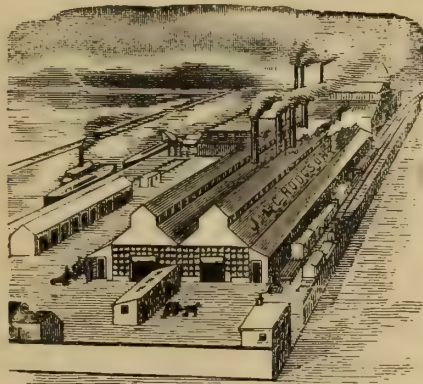
BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,

Our name is stamped on every pipe.

74 York St., Toronto.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
Hydraulic and

ELECTRIC

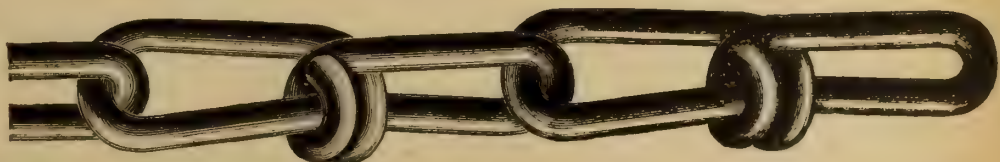
for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: **74 YORK ST.**

TRACE CHAINS.



Showing full size 0000.

Our trace chains are the strongest and best on the market.

THE B. GREENING WIRE CO., LTD.,

Send for Price List.

Hamilton, Canada.

deavors by precept and example to advocate both daily. But neither will make a dollar a year for the plumber unless the business is thoroughly understood and properly conducted.

A stranger becoming acquainted with our local plumbing firms could not but wonder what they had done with the millions of dollars worth of plumbing and heating that has passed through their hands in the past few years. There is hardly an intemperate man in our local association and the great majority are hard-working, energetic men, and the most of them understand their business. The writer cannot recall a more able and straightforward class of men than we have here, but like all over the country the great majority live very closely, own no home, and possibly some have large "blue-bottle flies" on their credit, and a highly unsanitary bank account.

It is the same old story, over and over again; some loaded up to the waters edge with gas fixtures, thereby dazzling their eyes in the vain expectation that the fixtures would pay the rent. But the gas fixture trust man has left his card and gone, and after him came the busy fly and left his card and made his escape, and the styles changed also.

There are plumbers here and elsewhere who don't seem to think it necessary to consider the cost of their work but desire to make each job an advertisement for their own glory. They fear to make enemies, lose custom, or else they want to be popular with the masses and have lots of men employed; so if some tin-horn contractor or some jerry builder of an alleged (?) owner with a mortgage like a jack-screw, sufficient to raise both house and lot, comes along with a roll of blue prints that he owes the architect for, straightway he is hailed with delight. People you would not trust with a dollar in cash are trusted with tens of thousands of dollars in work. Some unfortunate, but ambitious plumber gets the contract, and if by any accident he receives his pay in full he finds the same money drawn out he puts into the work less his running expenses.

These are the facts in the case; now for the remedy. Pay your honest debts, if you can't pay all at once, pay all you can and as fast as you can. Do not work except you are sure first that there is enough profit at least in the work so that the same money would make you at least as much as it would in a savings bank over and above running expenses. Get at the cost of your stuff and pay your bills every 30 days, and take no work that you cannot handle in that way. Sell no contractor, or owner, or anybody anything from a pound of solder to a bathtub without taking into consideration that you are allowing them the use of your good hard-earned money and time, as well as your reputation for business honor and integrity. If your capital is \$500 you are a consummate ass to expect to handle a \$3,000 job and live

while you are doing it. For heaven's sake, be something besides being a "Hoodoo" to the business and the material men! Don't be a dog-in-the-manger, making nothing and hindering others! Any jobber will tell you that it is the history of their books that the plumbers that paid their bills promptly every 30 days have all made money. The plumber that pays his bills and knows the actual cost of production will make an occasional low bid, but will soon tire of it as a steady diet.

Don't go running around like a howling Dervish complaining about the way other plumbers do work; do your own work right, it will keep you busy. Remember, every time you give your brother plumber a back-handed slap it will act as a boomerang and fall on yourself; and by January 1st, 1892, every plumber here will have more money, or else he will go at something else and make money, for these principles are such that, barring ill-health, you have a sure thing on a living, and something for old age.—The Plumbers' Journal.

PECULIAR PHENOMENA IN WELDING.

Iron is now plated with nickel by pressing between rolls at a welding heat, the nickel being recovered from the clippings and shearings of the plates by the action of dilute sulphuric acid at a temperature of 55° C.; the iron is dissolved and the nickel is obtained in the form of thin sheets as it was melted upon the iron. The operation is complete when the evolution of hydrogen ceases—even fresh acid at the same temperature has practically no effect. But though the separation of the two metals is apparently perfectly made, a curious fact is noted, namely, that when the residual nickel is chemically examined it is found to differ from its original composition, the amount of iron present being notably increased. For example, in a nickel containing originally only 0.9 per cent. of iron, two per cent. more was found when it was recovered from the plate cuttings, and even by a long continued treatment with dilute acid, the iron could not be sensibly reduced. This peculiar behavior, it is believed, points to the possibility of positive chemical combination taking place between the metals, and that alloys of iron and nickel are produced in the process of welding—it being a fact very well known to chemists and metallurgists that iron, with but even a small proportion of nickel, resists the action of acids much more effectively than the pure metal.—Australian Mining Standard.

The plumbing in Philadelphia's new city hall is said to have cost \$149,000, and the plumbers of that city regard it as a phenomenally reasonable price for such an immense amount of costly work.

Work can always be found in a store without double-million microscope.

ORDER SHELF GOODS IN ORIGINAL PACKAGES.

The retailer makes a mistake when he buys shelf hardware in such small quantities as to compel the jobber to break original packages in order to supply the customer. This applies to all shelf goods. It would always prove more satisfactory to both dealer and jobber for shelf goods to be ordered in original packages, as in that case the goods are shipped in good shape, can be placed on the shelves as they are received, in original packages, are more attractive in that shape and can be kept clean and neat much easier than where the original package has been broken and the goods are received loose and so placed upon the shelves by the retailer.

Shelf goods are put up in packages in amounts proportionate to general sales—that is the long experience of the manufacturer and jobber has taught them that certain goods are purchased by the retailer in certain quantities, and in making up the original package they always have that point in view. For instance hand saws are put up in boxes containing one-third of a dozen; files in full dozen and half-dozen boxes, according to size; chisels in half-dozen boxes; hatchets in half-dozen boxes; augers and auger bits in half-dozen boxes; butts in full dozen and half-dozen boxes. With but few exceptions the rule applies to all shelf hardware.

The retailer can readily see the advantage in purchasing his shelf goods in original packages once his attention is called to it. None of the packages enumerated above contain too large a number of the goods desired for the average dealer to handle at one time, and that the original packages are broken is, in the majority of instances, at least, due to the fact that the dealer has not given the matter a thought, needs a certain article in the shelf hardware line and sits down and orders perhaps less than the original package contains, or just enough more than is contained in one package to necessitate the breaking of another to fill the order.

Another strong argument in favor of purchasing shelf hardware in the original package is that polished goods, subject to rust, are protected in the package better than they can be in any other way.

It is not within the province of the jobber to dictate to the dealer in what quantities he shall purchase goods, and the disinclination often deters the wholesalers from giving the retailer advice that is really of great value to the latter. The dealer of to-day is always keenly alert to recognize and take advantage of anything that will prove beneficial to him in his business, and it is likely that the majority of those who read this article and who have heretofore given the matter no thought at all will, in the future, order their shelf hardware in original packages.—Stoves and Hardware Reporter.



THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.



E. H. Lyons, buyer for the lamp and gas fixture department of M. & L. Samuel, Benjamin & Co. Toronto, sailed on the steamer Umbria May 2nd on his annual purchasing trip.

H. A. Collins, who has removed from Yonge street to Adelaide street west, is doing well in his new premises. In renewing his subscription, Mr. Collins says he takes a number of trade papers, but **HARDWARE** is by far the brightest and most valuable of them.

A number of Canadian retail merchants and several jobbers have been in correspondence with American manufacturers of hoes, rakes, field and garden tools, and the probabilities are that a greater quantity than usual will be imported this year. Dealers complain that a combination exists between the principal manufacturers in Canada, whereby they are able to make large profits.

The other morning when Mr. Gamble, a Port Hope tinsmith, awoke he found that his trousers and vest were missing, in which were \$104 in cash and a gold watch and

chain. A search failed to find the articles of clothing on the premises, but brought to light the fact that both the Walton street and Mill street entrances to his tin shop had been forced, and that the burglar easily got to the dwelling over the shop. Neither Mr. Gamble nor any one in the house was awakened.

The Tinsmiths' and Sheet Metal Workers' Pocket Reference Book, by Daniel Stern (American Artisan Press, Chicago, Ill.), is a veritable vade mecum to the artificer in tinware and sheet metal. There is an enormous amount of special knowledge called for in the pursuit of these crafts, and it could not be more conveniently collected and arranged for real service than it has been in this excellent little book. It is handy for the pocket, and a glance will suffice for the solution of any question that is sprung suddenly on the workman.

The approaching marriage of Mr. Frank H. McCausland gave the employees of the firm of Joseph McCausland & Son, wholesale dealers in plate glass, etc., Toronto, an opportunity of showing their kindly feelings to that gentleman after his connection with the firm for about ten years in different departments. He lately assumed the charge of the wall paper branch, and his gentlemanly manner in pursuing his business has long since

secured for him universal esteem. The presentation, being a beautiful polished brass piano lamp, was made on Saturday afternoon. Mr. Willis, manager, acted as spokesman for the subscribers, and conveyed in appropriate words the hearty good wishes for Mr. McCausland and his intended wife. Mr. McCausland replied in suitable words, which were loudly applauded.

The Toronto Mill Stock and Metal Company have moved from their premises on the Esplanade to 123 River St. Their telephone number remains the same.

The sale of the Wanzer sewing machine factory chattels at Hamilton, Ont., on Friday realised only \$3,500, or \$1,500 less than the tax bill. They were valued at \$32,000.

Fire broke out at midnight in the shops of McLaren & Co., woodenware manufacturers, 141 Frontenac street Montreal, on Sunday, and damage to the amount of \$24,000 was done.

The tender of the Gutta Percha and Rubber Manufacturing Company, of Toronto, at 90 cents per foot for 1,500 feet of fire hose, has been accepted by the city council of London, Ont.

Mr. Frank McCausland, son of Mr. Joseph McCausland, was married at 3.30 on Tuesday afternoon to Miss Maggie Brown, daughter of Mr. John Brown. The ceremony was performed at St. James' Square Presbyterian Church, Toronto, by Rev. Dr. Kellogg. After a reception at the residence of the bride's father, 144 Mutual street, Mr. and Mrs. McCausland left on a honeymoon trip to New York and other cities.

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

MARKETS

EUROPEAN MARKETS.

In Scotch iron the cables report a further advance in warrants at Glasgow of 1s. 2d., but Middlesboro is 3d. lower. Steel plates are also higher, orders would not be accepted, to-day, excepting at quite a little advance over previous quotations. The depression has evidently disappeared for the time-being. Tin is 15s. higher. Copper is again lower, being quoted at £57. against £57. 10s. a week ago. Lead unchanged. Spelter is 5s. lower. Tin plates have dropped 5d. and are offered at 17s., but for fall delivery they are quoted at much less than this.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£90 2s. 6d.	£89. 7s. 6d.
Future—	90 2s. 6d.	89. 10s. od.
Copper, B.E.S.—	57 00s. od.	57. 10s. od.
Lead, S.E.	12 10s. od.	12. 10s. od.
Spelter,	22 10s. od.	22. 15s. od.
Tin Plates—Cokes	17s. od.	17s. 6d.
Pig Iron—Scotch } Warrants.	45s. 8d.	44s. 6d.
No. 3 Middlesboro,	39s. od.	39s. 8d.

MONTREAL MARKETS.

MONTREAL, April 30, 1891.

The week has shown little change as regards the volume of business as compared with a week ago, but there are some new features worthy of note. Prominent in this respect is the cutting, that was being carried on by nail makers which is referred to elsewhere. The cutting has naturally induced more business in nails, but in other lines there is not much accession to note. Pig iron has moved along quietly with some sales of importance but the movement is still limited. The tendency however on the other side is somewhat firmer, but it is evident that sellers would submit to concessions here to induce business. Other lines revive nothing particularly new. Tin plates are in precisely the same position as formerly. The supply near at hand is small and is all covered by actual orders, so that there is little

probability of a change for a month or so. The same remarks apply to tin plate. Some business has been doing in Canada plates at a shading on previous prices and other lines of heavy material such as chemicals, oils, cement, etc., show no particular change. The appended review furnishes a detailed statement of the points of interest.

FIG IRON.

There has been no great alteration in the position of this article since our last review, but with the advance of the season some more business has of actual necessity been done, but the movement is still limited and buyers continue to show more or less indifference. Values here do not show much change, but sellers would evidently agree to some concession if business was possible through this method. Recent cables, however, show a reactive tendency on warrants which is possibly due to the fact that they have been forced down so low that they had to react as a natural consequence. The most recent figures show an advance of 8d. on Scotch warrants at Glasgow. Makers brands also give symptoms of firmness, and some quotations are 6d. to 1s. higher than they were. Locally business has been done in Carnbrø ex store at \$21, but sales to arrive have been made at \$19 in 100 ton lots on Montreal account. Some similar lots of Summerlee have also been placed for early delivery at \$22, but it is more than likely that orders for delivery further ahead would be accepted at \$21.50; in fact we know that offers on this basis have been made. We note no business in other brands, but the above transactions may be taken as a fair criterion of the markets.

BAR IRON, ETC.

There is no change to note in this connection, some jobbing business being noted in domestic at \$2.10. Hoops and bands and sheet iron remain as before, cable advices reflecting no material changes.

COPPER.

Copper rules easy, and although the jobbing prices remain nominally at 13c., we understand that business has been done recently at a shading on the large lots, about 12½c. being the figure mentioned.

CANADA PLATES

There has been some little business done in Canada plates since our last, and we note a fair number of sales in 50 and 100 box lots at \$3. For July shipment, business has been done at £9 sterling f. o. b.

TIN AND TERNE PLATE.

There is no change in the position of tin plate, nor is any possible for some time—nor until July, in fact. A vessel is expected

from Bristol shortly with a small quantity on board, but it is to fill absolute orders, and even if it was not the figure at which it was bought would not permit of any material cut on spot prices now ruling here. Briefly no change is possible until July, for which month f.o.b. figures remain about as before. We hear of further business in low grade cokes and charcoal at 13s. 6d. to 13s. 9d. and 14s. 9d. to 15s. respectively, f.o.b. Terne plates remain about as before, and remarks re tin plates apply to them as regards forward delivery.

NAILS.

The nail market is more active, and for a very good reason. With the agreement broken and one manufacturer trying to outdo another, concession is the order of the day, and of course buyers are taking advantage of the fact. In the present state of affairs it is hard to fix a price, but \$2.20 to \$2.25 is given as a nominal basis, but it is claimed, and there is reason for believing it, that round lots have been turned over at a concession from this. We quote a list below, but it must be understood to be purely nominal.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	2 20
8 dy to 9 dy, " "	2 45
6 dy to 7 dy, " "	2 70
4 dy to 5 hot cut, Am. pat	2 95
3 dy, hot cut, per keg, Am. pat	3 70
3 dy fine hot cut, " "	5 20
2 dy, fine hot cut, Am. pat.	5 40
4 dy to 5 dy, cold cut, per keg,	2 70
3 dy, cold cut, per keg,	3 20

STEEL CUT NAILS.

10 dy to 60 dy, per keg	\$2 30
8 dy to 9 dy, " "	2 55
6 dy to 7 dy, " "	2 80
4 dy to 5 dy, " "	3 05
3 dy, " "	3 80
5 dy fine, " "	5 30

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	\$4 20
4 dy @ 5 dy, per keg	2 77
6 dy @ 7 dy, " "	3 27
8 dy @ 9 dy, " "	2 95
10 dy @ 30 dy, " "	2 70
Cut spikes, " "	2 25

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	\$4 50
1 " " "	3 90
1 ½ " " "	4 20



ENAMELLED WARE

CAST IRON AND PRESSED.

We have made an immense purchase of these goods and now offer them at prices that will close them out quickly.

GOODS AND PRICES CANNOT BE REPEATED.

It will pay to defer buying till you see our samples and get quotations.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	.....	\$3.15
9 dy to 60 dy	"	3.45
8 dy to 60 dy	"	3.70
7 dy to 60 dy	"	4.00
6 dy to 60 dy	"	4.30
5 dy to 60 dy	"	4.30
4 dy to 60 dy	"	4.60
3 dy to 60 dy	"	5.50
3 dy fine,	.....	6.60

Finishing nails 45c. per keg over same size hot cut, viz., from \$6.15 for inch to \$3.20 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.15 for 1-inch to \$2.95 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.65 for 1-inch to \$3.45 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—"M R M," "P B," and "C" brands in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days.

HINGES.

Business in shelf hardware is fair and the various houses are doing a steady trade if of small dimensions. Hinges are steady, $4\frac{3}{4}$ c. per lb. being the quotation for heavy lines.

BINDER TWINE.

There is a good steady trade doing in binder twine with values unchanged. In large lots we quote Crown Brand 11c., Red-cap ditto 12c., Blue Ribbon 14c. and Silver Composite 9c. delivered net cash. In jobbing parcels the prices are the same f.o.b. in the cars at point of manufacture.

CHEMICALS.

Buyers are awaiting the first steamers and in the meantime there is little or nothing doing here. Next week however it is quite likely that there will be more trade to note and some alteration in values to report.

OILS.

The oil market moves along quietly and aside from the speculative buying of seal oil that has been done, there is nothing but a jobbing business to note. Values generally, remain as before, except in the case of seal oil, which is hard to quote. To arrive it has been offered at $47\frac{1}{2}$ c., and a buyer in such a case would probably want to turn it over at 50c., but prices are as yet more or less nominal. So far but little of it has been bought for this market, and the extent of the crop this year cannot be definitely forecasted.

LEADS.

There is little to say regarding leads, while there is only an ordinary jobbing trade to note. We quote prices as before:—White,

\$6.25 @ \$6.75; No. 1, \$5.25 @ \$5.50; No. 2, \$4.50; No. 3, \$4.25; dry white, 6 @ $6\frac{1}{2}$ c.; do. red, $4\frac{1}{2}$ @ 5c.

GLASS.

There is no change in glass which has a fair jobbing movement in an unchanged basis, \$1.45 to \$1.55 for first and second breaks.

NAVAL STORES.

The movement in naval stores remains small, but enquiry is improving with the opening of navigation. Turpentine, 61 @ 62c.; rosins, \$2 @ \$4.25, as to brand; coal tar, \$4.00 to \$4.25; cotton waste, $5\frac{1}{2}$ c. for colored, and 7 @ 10c. for white; oakum, $5\frac{1}{2}$ @ $7\frac{1}{2}$ c.; and cotton oakum, 10 @ 12 $\frac{1}{2}$.

CEMENT AND FIRE BRICK.

There is a good demand for cement for immediate delivery, and with a continuance of the fine weather it is natural to expect that this will be maintained. Prices remain as before, \$2.45 to \$2.75 for stock on hand and 15c. lower for delivery ahead. Firebricks \$24 to \$30 per 1000.

PETROLEUM.

This market rules quiet, and there is little or no change to note as compared with a week ago. We quote:—Canadian, 12 to 12 $\frac{1}{2}$ c. at Petrolia, 14 to 14 $\frac{1}{2}$ c. in car lots at Montreal, and 16c. for single casks; American, 23c. in car lots and 23 $\frac{1}{2}$ to 24 $\frac{1}{2}$ c. in smaller quantities; American benzine, 23 to 25c., and Canadian 14 $\frac{1}{2}$ to 15c.

TORONTO MARKETS.

TORONTO, May 1, 1891.

Trade this week shows a slight improvement in volume and general conditions as compared with last. Payments have been rather better. There has been more activity in building material and late spring and early summer goods. Metal quotations remain much about the same but a few changes in the hardware list will be found below and in the Prices Current. Chief among these has been the 2c. advance in $1\frac{1}{4}$ and $1\frac{1}{2}$ inch black wrought iron pipe. All over the country a better feeling prevails among merchants and farmers. The fall wheat crop never looked better. Gentlemen who have been from one end of the province to the other say they have not seen a single field that had suffered in the smallest degree during the past winter. Spring seeding is almost over and the weather has been most favorable. If the present outlook is realized the farmers position in Canada will be better than it has ever been before. When the farmer prospers so also does the merchant and manufacturer.

METALS.

IRON AND STEEL—Though cables are higher and American markets show a slight improvement, no change has taken place in local markets. There does not appear to have been as much Scotch pig sold; importers are quoting the same prices, but they seem to be undersold by American. The Londonderry people have placed several cars of Siemen's here on private terms. A small lot of Summerlee sold out of store here at \$25. To arrive Carnbroe sold at \$21. Summerlee is quoted to arrive at \$23, No. 3 Calder \$22, No. 1 Middleboro' \$21. In American iron the demand has been chiefly for Tonawanda Scotch at \$23. Some brands of soft Southern sold at \$23.50, but ordinary can be bought at \$20.50 to \$22.

Bar iron is steady at the recent decline. Ordinary is quoted at \$2.10 to \$2.20. Two cars Nova Scotia bar have sold during the week, one at \$2.10 and the other at \$2.12 delivered here.

COPPER—Is rather easier here. Large buyers can have their orders filled at 13 $\frac{3}{4}$ to 14c., but for smaller quantities 14 $\frac{1}{2}$ to 15c. Late private advices report a firmer tone to the English market. Local demand is light; there is not much disposition on the part of consumers to slack up.

TIN—After being particularly sluggish for some time both for immediate and future delivery there has been a sharp reaction in British and American markets. There is now every prospect that higher prices will be the order of the day before the middle of the month. On spot ingots are held $\frac{1}{4}$ c. higher at 22 $\frac{1}{2}$ to 22 $\frac{3}{4}$ c. for large and 23 to 23 $\frac{1}{2}$ c. for smaller quantities. Strip tin is worth 25 to 27c.

ZINC AND SPelter—Remain quiet and unchanged.

LEAD—There is a fair local demand and prices are firm and unchanged at 3 $\frac{3}{4}$ to 4c. for pig and 5 to 5 $\frac{1}{4}$ c. for bar. Reports from States markets say prices have advanced there to such figures as will permit importation, and if they are maintained the London market must advance in sympathy.

ANTIMONY—Is a shade lower. Cooksons can now be bought at 18 to 18 $\frac{1}{2}$ c. and other brands at 17 to 17 $\frac{1}{2}$ c.

GALVANIZED IRON

The local market shows no distinguishing this week.

TIN PLATES

The market continues very strong. While prices are remarkably high for immediate delivery yet to arrive in August and September. They can be bought fully 25 per cent. below present prices. On this account



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

consumers are endeavoring to do as little as possible. Stocks here are very light and no concessions in price are being made, but as it will be some time before the cheap lots arrive it will be impossible for consumers to hold off without buying to supply wants, and the impression prevails that there will be still higher prices before June 1, as there are not any fresh supplies coming on.

CEMENT AND FIREBRICKS.

Demand for cement has been fairly active, and prices have ruled steady and unchanged at \$2.70 for foreign in car lots. Firebrick unchanged.

NAILS.

Nominally there has been no change in the local jobbing price of cut nails, which remains at \$2.45. It is generally understood, however, that this price will be shaded to a considerable extent. Wire nails steady.

WROUGHT IRON PIPE.

The list has been changed by advancing the price of 1 1-4 inch 2c. from 22 to 24c., and 1 1-2 inch from 28 to 30c. The list now stands:

$\frac{1}{4}$	$\frac{3}{8}$	$\frac{1}{2}$	$\frac{3}{4}$	1	1 $\frac{1}{4}$	1 $\frac{1}{2}$	2
6c.	7c.	8 $\frac{1}{2}$ c.	12c.	17c.	24c.	30c.	43c.

CUTLERY.

There is a good demand for cutlery of all kinds. Mail advices from England say that owing to the scarcity and the advance in prices of ivory, prices of ivory-handled knives will probably advance in time.

BUILDERS' HARDWARE.

No change in values was reported this week. Prices are generally steady.

GLASS.

The market remains much about the same. There is a good active demand for small lots out of spot stocks. The first direct shipments will not be here before the middle of May.

PAINTS, OILS, ETC.

The paint market is unchanged. So also are oils. Turpentine is unsettled. It dropped to 60c. some days ago, but has since recovered, and is now firmer at 62 to 63c. Late Savannah advices say "the market has continued without any feature of interest, the demand being only sufficient to absorb the receipts without affecting prices."

THE BRITISH LINSEED OIL MARKET.

(From Tulloch & Co.)

LONDON, 16th April, 1891. — Since our last, the increasing demand for linseed cake, has tended towards a larger crushing, and ready stocks of oil are heavier. Under this influence prices have given way, especially for spot, and all round there appears a weaker tone, although, at the decline the trade continues to operate freely.

At the same time the position of linseed is maintained, many operators holding the view that present weakness of oil is only temporary, and will give way to renewed strength, as soon as warmer weather lessens the consumption of cake.

The quantity of linseed afloat from undermentioned ports, is as follows:

From Calcutta and Bombay to U. K.

1891.	1890.	1889.
Qrs. 81,445.	28,485.	37,111.

Bearing in mind the total import since 1st July, into London, now amount to 198,481 Qrs. against 161,827 same time last year, it will be seen that importers must hold a very strong position, to be able to hold for present very high prices, 45s. per Qr. of 416 lbs. having been paid last week on this market.

The low value of silver, and consequent weakness of Eastern exchanges, tends to cheapen cost of importing seed.

Values of linseed oil are as follows: April, 22s. 1 $\frac{1}{2}$ d. to 22s. 3d.; April and May 22s. 3d. to 22s. 4 $\frac{1}{2}$ d.; May and July, 22s. 10 $\frac{1}{2}$ d. to nominal.

OLD MATERIAL.

The conditions of last week are in the main unchanged. There may be a little more stock coming in, but the demand from the foundries is not improved. Prices remain as follows:—For No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 50c.; No. 1 wrought scrap 65 to 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9 $\frac{1}{2}$ to 11c.; heavy scrap copper 11 $\frac{1}{2}$ to 12c.; old copper bottoms, 9 to 9 $\frac{1}{2}$ c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9 $\frac{1}{2}$ c.; scrap lead 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c.; scrap zinc, 2 to 2 $\frac{1}{2}$ c.; scrap rubber, 2 $\frac{3}{4}$ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Local prices are steady at quotations given a week ago. Business is fairly good.

The Petrolia Advertiser reports: Petrolia crude \$1.38 per bbl.; Oil Springs crude \$1.40 per bbl. In place of the article on oil in the London Free Press of Saturday last, having a "bearish" effect on the price of crude oil, as was looked for by the "shorts," the reaction has set in the other way, and the price of crude has advanced since that time a cent and a half a barrel. We predicted some time ago that the price was fast approaching a \$1.40, and if our readers had only profited by our advice, and bought some crude oil on the 6th March, after the people of this country had demonstrated at the polls their confidence in Sir John Macdonald's Government, and in the policy of "Canada for the Canadians," they would have made a nice little thing by it.

The price of refined oil is so ridiculously low that the refiners can afford yet to pay ten cents a barrel more for the crude, and give the producer, who is the owner of the soil from which this munificent bounty of nature is obtained, a fair price for his commodity. For several years in olden times we used to get \$1.50 a barrel for our crude, and there is no reason why we should not get it now, and if speculators want to make a little money all we can say to them is, buy crude oil now at \$1.40 and sell it next summer for at \$1.50, for it is going there sure.

HIDES, ETC.

HIDES—Aresomewhatduller. No. 1 green are 5 to 5 $\frac{1}{2}$ c. and cured 6 $\frac{1}{4}$ c.

SKINS—Sheepskins range from \$1 to \$1.50, the length of the wool now adding to the value.

TALLOW—Rough is 2c., rendered is 5 $\frac{1}{2}$ to 6c.

RAW FURS.

There is no change to note. Prices are:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1 50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

AMERICAN MARKETS.

NEW YORK, April 30, 1891.

Business in the various branches of the iron and steel trades is proceeding quietly, and no new features have developed in this or neighboring markets during the past few days. There is no greater urgency in the offering of either finished productions or crude materials, nor does the current demand contrast in any remarkable degree with that which has been experienced previously this month. In brief, the relation of supply and demand, along with harmonious action on the part of sellers in some lines, serves to keep the general market steady.

IRON.

Orders have been placed for 3,000 tons of Thomas brand pig iron at \$18 for No. 1 foundry, and \$10.50 for No. 2 foundry. Fair sales are reported also of other popular brands at \$17.50 to \$18 and \$16 respectively, besides which moderate sales of inferior makes and of warrant iron were noted at prices somewhat lower. The buying, however, seems to be governed wholly by imperative wants, and individual purchases involve about the quantities usually taken at this season of the year. Bessemer pig is selling to a very fair extent, chiefly at \$16 to \$16.50 at furnace for good brands. Speigleisen is without important movement, and for 20 per cent. grade the range of \$28 to \$29 is still quoted. Supplies of ferro-manganese on the spot are in few hands, and sellers ask \$64 to \$65 for prompt or future deliveries.

STEEL RAILS.

Very few and only small orders for steel rails have been placed, and the demand at present is light in all quarters. Manufacturers are firm on prices, quoting \$30 at mill for heavy sections. The demand for track material is also slow. Billets, slabs and rods move at old prices.

PIG TIN.

The pig tin market is firmer, under the influence of some demand to cover short sales and stronger advices from London, together with very fair trade demand from various quarters. In a speculative way about 150 tons have changed hands, with latest dealings at \$19.60c. for prompt delivery; \$19.65 for May; \$19.75 to \$19.80 for June, and \$19.80 for August. In the London market, spot and futures are bringing about the same price.

COPPER.

In the copper market there has been no change. The home trade demand is spiritless, export buying is confined almost wholly to matte, and the offering is more or less reserved. Lake Superior ingot is quoted at 13 $\frac{3}{8}$ to 13 $\frac{3}{4}$ c., Arizona at 12 $\frac{3}{4}$ to 12 $\frac{3}{8}$ c., and common casting brands at 11 $\frac{1}{4}$ to 11 $\frac{1}{2}$ c. London has shown scarcely any change.

PIG LEAD.

Pig lead is firmer here, in sympathy with an advance in the Western market, where fairly liberal purchases have been at 4c., or on the parity of 4 $\frac{1}{4}$ c. delivered at this point. Holders are now generally asking 4 $\frac{1}{4}$ c., while 4.20c. is considered the very lowest rate. There has been very little local buying at the advance.

SPELTER.

Spelter is selling very slowly, and the market for the metal is rather weak. Prime Western brands are offered at 4.90 to 4.95c. and inferior kinds at as low as 4.80c. in carload lots.

TIN PLATES.

Tin plate has met with fair sale, and prices for all varieties remain practically the same as they were a week ago. We quote—Charcoal, $\frac{1}{2}$ cross assortment, Melyn grade, \$6.25 to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.85 to \$5.95; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.25 to ...; M. F., 20x28, \$15.00; Worcester, 14x20, \$5.62 $\frac{1}{2}$ to; Worcester, 20x28, \$10.50; Dean grade, 14x20, \$5.15 to; Dean grade, 20x28, \$10.25 to; D. R. D. grade, 14x20, \$4.90 to; D. R. D. grade, 20x28, \$9.80 to; I. C. Coke—Penlan grade (iron), \$5.20 to; J. B. grade, 14x20, \$5.27 $\frac{1}{2}$ to; I. C. Bessemer steel, 14x20, coke finish, \$5.25 to; I. C. Siemens steel, coke finish, \$5.35; I. C. Bessemer steel, squares, \$5.75 to basis; I. C. Siemens steel, squares, \$5.85 to \$6.00 basis.

RULES FOR THE USE OF PETROLEUM AS FUEL.

In the course of an interesting illustrated lecture upon the subject of petroleum as fuel, delivered recently by H. K. Lindsay, of Cincinnati, general agent of the Central Department of the Lancashire Insurance Co., before the Insurance Library Association of Boston, he suggests the following rules for the use of oil for this purpose, so as to secure the greatest measure of safety from the chances of fire:

For crude petroleum: First.—Storage tanks, except for daily use, must be located at least 100 feet from building, provided with embankment or wall to prevent, in case of leakage, the flow of oil toward buildings; underground tankage being preferable for safety and economy, may be within 50 feet. Second.—For daily consumption, permit to be given to have iron tank with close iron top, having a safety pipe of not less than one and a half inches in diameter, and ten feet high, to allow escape into open air all accumulation of gas, the capacity in no case to exceed five barrels for each boiler, and may be located immediately outside of boiler house. If 25 feet outside, tank may be open. Third.—A stop-cock in all cases to be placed in supply pipe where pipe leaves tank, that in case of accident to the pipe the supply can be shut off at the tank. At the boiler the supply pipe should be supplied with a stop-cock, with an opening not larger in any case than three-sixteenths of one inch in diameter, so that under no circumstances could the flow of oil under the boiler be greater than could be consumed, thus preventing an overflow from flooding the fire-box or arch with oil. Fourth.—A perfect combustion requires that the oil be heated and injected under the boiler with steam; therefore, all fires should be started with wood or coal, or by the use of small auxiliary boiler, and oil should not be introduced until five pounds of steam are secured.

For reduced oil: The tank should be 50 feet from plant, if above ground, and 25 feet if under ground, with the same arrangements as to the pipes and stop-cocks as are used with the crude oil.

CITY TRAVELERS' ASSOCIATION.

The regular monthly meeting of the City Travelers' Association of Toronto, was held Friday evening. There was a large attendance. President Maxwell occupied the chair, Gus. Piper acting as secretary in the absence of Secretary Owen. The minutes of the last meeting were read and adopted.

Mr. C. D. Chidley, G. C. Crean, W. D. Fox and D. Bennett, were admitted to full membership, and placed upon the roll. Mr. H. D. Murray was proposed by Secretary Owen, seconded by Mr. Piper. C. A. Caldwell was proposed by Mr. Moore, seconded by Mr. Symon, and Joseph French proposed

by F. Gallow, seconded by A. Graham, and a committee appointed in each case to make the necessary enquiries and report at next meeting. Mr. Hustwitt reported on behalf of the By-law Committee, that 500 copies of the constitution and by-laws had been received. He asked that a bill for same should be paid and the committee be discharged.

R. J. Wood moved, seconded by T. Nicholson that the By-law Committee be discharged, and that a hearty vote of thanks be tendered to Mr. Hustwitt and the members of the committee for the handsome way in which they had carried out the various work of preparing and completing the by-laws.—Carried.

R. J. Wood reported on behalf of the Seal Committee that the official seal had been completed. The secretary was authorised to pay for it.

In answer to a question, Mr. Gallow stated that the Excursion Committee had made a contract with the Niagara Navigation Co. for the use of their boats on Wednesday, the 22nd of July, for an excursion to Niagara Falls, via Lewiston. The secretary read it. It was accepted as read and sub-committees formed as follows to take charge of further arrangements:—

Steamboat—F. Gallow, M. C. Lynde, A. H. Lawson, F. McDonald, J. Owen, and J. Mortimer.

Printing—S. Hustwitt, R. J. Wood, A. M. Piper, C. G. Graham, B. McCann.

Musical—C. S. Fairbairn, C. G. Graham, M. C. Lynde, A. H. Lawson, F. T. Blackburn.

Mr. Wood informed the members that they could expect to get their pins at next meeting.

The President reported that he was pleased to be able to report the recovery of Mr. Crofton, who was now nearly well again.

F. Gallow moved, seconded by Nicholson, that the president and vice-president be appointed a committee to draft a letter of condolence to be sent to Secretary Owen and family, expressing the sincere sympathy of every member of the association in the sad bereavement that had overtaken them in the death of Mr. F. Oxenham by drowning at Hamilton.

The President suggested that the members should, as many as could, attend the funeral in a body, and it was decided to do so.

There being no further business before the meeting the members gathered round the piano, and the rest of the evening was spent in song, conversation and social intercourse.

Mr. Hustwitt opened the programme with a reading, followed by a comic song from Mr. J. Park, which was well received; after which Mr. Spencer favored the "boys" with a piano solo. When the applause had subsided, Mr. A. M. Corrie gave a reading, and upon an encore sang in excellent voice the "Peek-a-boo" song.

To please the Scotchmen present R. W. Beattie sang a Scotch song or two which brought down the house.

After a chorus or two, a vote of thanks to the members who had contributed, and the singing of the national anthem, the meeting adjourned.

The Court of Appeals in Montreal recently gave a decision holding that the rule recognised and adopted in the modern way of carrying on business here through commercial travelers is that no sale made by such travelers is binding until it has been confirmed by the firm which he represents.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c
PETROLIA, - ONTARIO.

P. DOTY & SON,
Successors to
W. B. CHISHOLM
Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
P. DOTY & SON
Oakville, Ontario.

Patent Automatic Knife
Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.
Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

PLATE ROLLING AT THE KRUPP WORKS, ESSEN.

The metal from which plates are to be formed is prepared by the Siemens-Martin process; it is cast in rectangular forms, and then, without any preparatory hammering, is taken directly to the rolling mill. Here we find three rollers arranged one above the other. The longest rollers turn out plates nearly three yards wide. There are automatic tables for raising and lowering the plates in their passage from one set of rollers to the other, and automatic devices for guiding them as they pass between the rollers or are taken from them. The man in charge uses a whistle in giving the signals which direct these movements, and without the help of tongs or levers the glowing blocks move back and forth between the rollers. The men standing on both sides of the rollers have to only wipe off the plates with brooms and occasionally turn the plates. The cooled plates have to be straightened and cut according to the size and shape desired. Immense shears with long steel blades cut through these plates as easily as ordinary shears cut through paper. Very thin plates are also rolled here. Lately a new rolling mill has been put in operation in these works which is much larger than those mentioned and is not, in fact, surpassed by any in the world. It is for rolling armor plates, and turns out the heaviest plates of this description that can be required in any navy—that is, plates about 28 inches thick and nearly four yards wide. Some idea of the dimensions of this machine can be obtained from the statement that each pair of crucible rollers, when in a rough state, weighed 100,000 pounds. The entire rolling mill, with its reversing engine, the large furnaces, the cranes that can move 300,000 pounds, its bending presses, and numerous other machines used in working and adjusting the plates, forms in itself a large plant. There are, of course, only two of the many interesting processes to be found at these works—Illustrirte Zeitung.

OUR COPPER RESERVES.

The copper production of the United States has been in line with the commercial appropriations of its resources. In colonial days, when the Atlantic seaboard was the domain of an incipient nation, copper was mined in Connecticut, New Jersey and Pennsylvania. Deposits were announced in the Lake Superior region as early as 1660, and in 1771 an English company was formed to mine copper on the Ontonagan river. It was a failure, and for three-quarters of a century the ore deposits were left practically untouched. In 1844 the Cliff mine was opened, and the output in 1850 amounted to 570 tons, being just 88 per cent. of the total product of the country. This relative product decreased as Vermont, Tennessee and

California came in the list of producers. The Vermont yield in 1880 was 3,186,175 pounds. The Tennessee output from 1850 to 1854 was 14,000 tons, and California in 1864 exported 14,315 tons. The percentage of the Lake region declined from 96 per cent. in 1849 to 68.08 per cent. in 1866. Two years later it made a slate of 2,276 tons, and kept up the lake percentage between 80 and 90 per cent. till 1881. In this year the Union and Central Pacific came in touch with the Western deposits in Montana and Arizona. Transportation facilities reversed the tedious transit of ore by wagons, copper ores having been previously hauled from Montana along 400 miles of road, and copper bullion from Arizona being carted 700 miles to the nearest railroad terminus. Mining and smelting on an extensive scale was a direct result and in 1863 the discoveries of large bodies of ore in the Anaconda mine brought the West into pre-eminence in the copper world, giving the famous Butte lode the second place in production, and in five years placing it ahead of its greatest competitor, the Calumet and Hecla. There has as yet been no abatement in production either in the Lake region or the West. The three great sources of supply are to-day as in 1881—namely, the native deposits of the Lake region, the oxidized ores of Southern Arizona and the sulphureted ores of Montana. The production from these sources in 1889 were as follows:

	Per cent.
The Lake region	35.81
Montana.....	43.07
Arizona.....	13.34
All other native ores.....	5.69
Imported ores.....	2.09
Total.....	100.00

—Age of Steel.

GROWTH OF SISAL IN THE BAHAMAS.

The Bahamas are getting up quite a "boom" in the cultivation of Sisal, the result of transportation of some plants from Yucatan. The soil of the Bahamas consists of a white coral formation with a temperature ranging from 62° to 90°. The Sisal, when grown there, is whiter than the Yucatan sort and parcels lately imported here bring higher prices, the superiority being the result of the difference between a coral and an earthy soil. Sisal plants do not reach maturity until three years, but furnish an annual crop until the twentieth year. The production of Sisal is very profitable. On land not worth more than \$5 per acre a crop of Sisal worth \$20 to \$25 can be raised. It is a very hardy plant, of the Cactus family, and its growth in Yucatan has built up a very wealthy family. The Trust, however, discourages its growth, having driven the Guatemalians entirely out of the business, and placed the purchase of the Yucatan crop into the hands of one buyer. As a result of this new industry Nassau, the chief city of the Bahamas, is growing wonderfully. As it has no luxuries, not even gas, there is a chance for the enterprising Yankee. —An electric light

plant, telephones, street cars, artificial ice works, in fact almost everything is needed but churches. Of the latter there are more for the population (14,000) than in New York City.—Ex.

IMPROVEMENT IN ROLLING BEAMS AND CHANNELS.

Mr. Abram Reese, a practical mill man of this city, has invented a process of rolling beams and channels which dispenses with the usual long train of rolls, and the work is to be accomplished on what is practically a universal mill. In the present practice it is necessary to have a number of rolls in which there are grooves decreasing in size, and corresponding to the shape of a beam or channel. To roll the heavy T beams which are now being required in constructing large buildings, the number of rolls required involves great expense, and spreads over a large area in the mill.

Mr. Reese has made a working model of his device on which he has rolled beams and channels of lead, and so far as can be judged its practical application to heavy work seems assured. The billet is broken down in the usual way by two pairs of vertical and one pair of horizontal rolls, one pair of the former preceding, and the other following the latter. The finishing rolls consist of a pair each of vertical and horizontal rolls, the face of the latter corresponding in width to the length of the web, and the centers of each are in the same line. By moving the vertical rolls in towards the horizontal, the flange is formed and is made square with the web, which is not possible in the present practice, as sufficient draught is required to allow the work to free itself from the rolls. The vertical roll in both the breaking down and finishing mill are set in by means of one screw at each mill which operates on wedges that move the rolls a uniform distance, whereas at present each roll requires a separate screw to move it towards the center. If the process briefly described above can be put in practical operation, it readily will be seen by those familiar with the subject what an advantage would accrue to mill owners. The decrease in the number of rolls required, their less expensive character where grooves need not be turned in them, the saving of time in changing rolls for the different sizes, the decreased percentage in liability of breakages, and other incidental savings are the principal benefits which appear on comparing the old system with that of the new proposed one.—American Manufacturer.

EVERY Reader of this paper is a buyer, Therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what buyers want

SAPOLIO Is a solid handsome cake of **SCOURING SOAP** Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.

36 Front st., East, Toronto, Ont.

Dominion Agents.

THE A. G. PEUCHEN CO.,

ARE NOW MAKING

100 TONS

OF

Pure Paris Green

ALSO MAKING

300 bbls. of PAINT OIL.

See our New Catalogue containing 32 pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

THE A. G. PEUCHEN CO., Ltd.,

Manufacturers Paints and Varnishes,
TORONTO.

THE ONLY PERFECT FENCE.

BEST
STEEL
WIRE

GALVANIZED.



Twisted Wire Rope Selvage.

All widths and sizes. Sold by all dealers in this line. Freight prepaid. Information free. Write

The ONTARIO WIRE FENCING CO.,

Picton, Ontario, or to our Wholesale Agents,

The B. Greening Wire Co., Jas. Cooper,

Hamilton.

Montreal.

Carvell Bros., Charlottetown, P.E.I.

No rigid twists. Wire galvanised before weaving. Perfectly adjusted for extremes of cold and heat. A complete barrier against all animals. No trouble to erect.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO.

You can lose more than we do by not subscribing for this paper.

**GARDNER SASH RIBBON
AND PULLEYS.**



This cut shows Gardner's Steel Sash Ribbon and pulleys attached to sash and weights as cord or chain.

It is the best balance on the market for light or heavy windows or doors.

No friction or wear. Windows run smoothly and noiselessly.

Sample or any information from

Gardner Sash Balance Co.,
No. 8 Yonge St. Arcade, Toronto.

Bond or Free

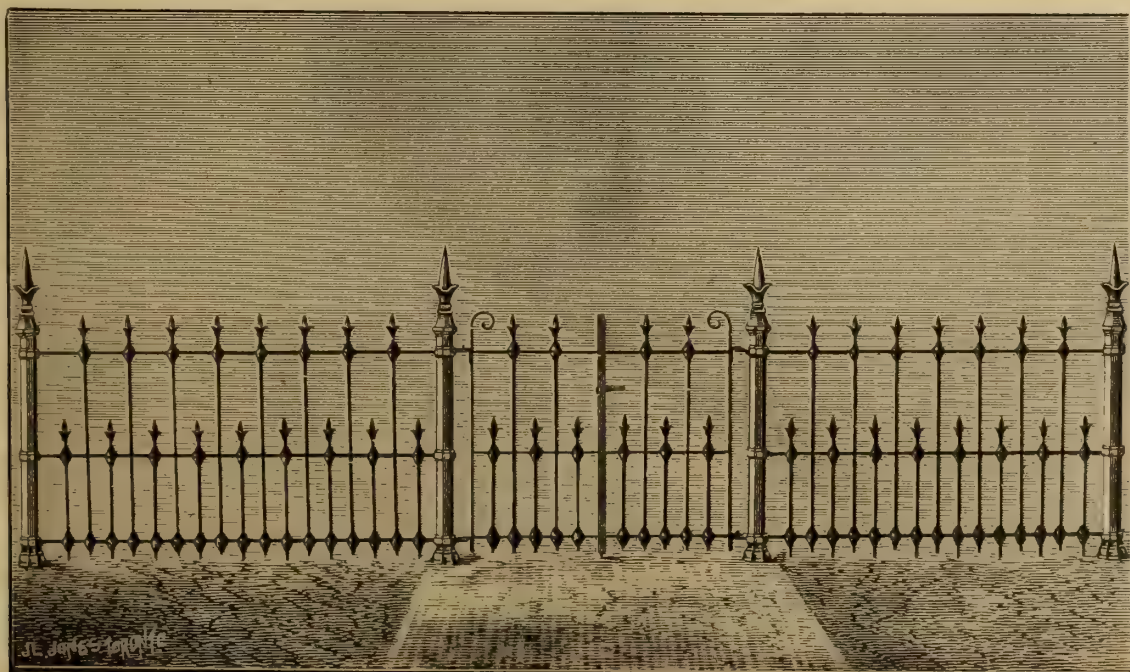
Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,

27 Front St. E. Toronto.

HOW

STORAGE



Send for Catalogue.

SHIPWAY MFC CO.,

70-76 Victoria St.,
Toronto.



SALES MADE OR PENDING.

A. L. Lacroix, general merchant, Montebello, Que., has sold out.

Duncan Bros., hardware dealers, Austin, Man., have sold out to E. C. & W. Wheeler.

J. W. McDonald, general merchant, Elmsdale, Ont., has sold out to R. Y. Fish, who takes possession on the first inst.

FIRES.

R. Robblee, general merchant, Tignish, P. E. I. is burnt out.

REMOVALS AND DEATHS.

Standing & Co., general merchants, Claude, Ont., have removed to Manitoba

A. Macdonald & Co., wholesale and retail general merchants, Edmonton, Man., have dissolved partnership.

Geo. Freize, of Freize & Roy, general merchants, Maitland, N. S., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Neil McMillan, general merchant, Lake Ainslie, N. S., has assigned.

A. J. Chisholm, general merchant, Port Hastings, N. S., has assigned.

Napoleon Beaudoin, general merchant, St. Jacques, Que., has assigned.

Ouellet & Bougeois, general merchants, Napierville, Que., have assigned.

Hillyard & Co., general merchants, Oshawa, Ont., have assigned to J. F. Grierson.

J. T. Bethune & Co., general merchants, Fort William West, Ont., have assigned.

Duncan Sinclair, general merchant, Alvinston, Ont., has assigned to C. B. Armstrong, London.

F. Valentine has been appointed curator of Labissonniere & Co's. general store, Batiscau, Que.

Sutherland Bros., general merchants, Newmarket, Ont., have assigned to J. B. Laing, Toronto.

McMillan & McLean, general merchants and grain dealers, Glencoe, Ont., have assigned to Alex. Hyndman.

A. H. McDonald & Bro., hardware dealers, Wallaceburg, Ont., have assigned to D. C. McDonald, Wallaceburg.

HOW CELLULOID IS MADE.

While everybody has heard of or seen or used celluloid, only a few know what it is composed of, or how it is made. A roll of paper is slowly unwound, and at the same time saturated with a mixture of five parts of sulphuric acid and two parts of nitric acid, which falls upon the paper in a fine spray. This changes the cellulose of the paper into propylin gun-cotton. The excess of the acid having been expelled by pressure, the paper

is washed with plenty of water until traces of the acid have been removed. It is then reduced to a pulp and passes to the bleaching trough. Most of the water having been got rid of by means of a strainer, the pulp is mixed with twenty to forty per cent. of its weight in camphor, and the mixture is thoroughly triturated under mill-stones. The necessary coloring having been added in the form of powder, a second mixing and grinding follows. The finely divided pulp is then spread out in thin layers on slabs, and from twenty to twenty-five layers are placed in a hydraulic press, separated from one another by some sheets of blotting paper, and are subject to a pressure of 150 atmospheres, until all traces of moisture have disappeared. The matter is then passed between rollers heated to 140° to 150° F., whence it issues in the form of elastic sheets.—The Colliery Engineer.

FROM THE TRAVELING TINKER.

Some of the young chaps around here have been hearing so much about bicycles, and reading so much in the papers about them, that it looked as if there'd be a sale for some here this spring, so the old man and me concluded it would be a good idea to order one anyway, and see if we could sell it, and then if we did we could order more. But the trouble was there wasn't anybody down here had ever rode one of them, though some of the boys had seen them at other places, and we didn't exactly know how to manage it. The old man is too old to learn, and I ain't no chicken myself, but there had to be some way to start the thing, so I agreed to give it a whirl and see what I could do. Well, it came about two weeks ago, and I've been wrestling with it off and on nearly ever since. It's one of the safety kind, though why they gave the pesky thing that name has bothered me a good deal, as I didn't find it any too much so. But I'd seen other chaps riding them, and I made up my mind I was going to do it if it broke a trace. The roads haven't been very good round here lately, but there was one stretch that was pretty fair, and I took the thing out after dark one night so nobody would see me. Well, the bicycle beat any skittish horse I ever seen to get on. It would stand first-rate till I was on top, then it would lay down flat every time. Leaning it up against the fence did no good, and I was going to give it up when I thought of the hill. The trouble was to get a start, and that the hill would give me, so I propped the thing up with a couple of poles, got on top, and off it went. Talk about electric cars and sixty miles an hour. But how to stop the thing was the next difficulty, but it didn't bother me very long, for the first thing I knew me and that bicycle was in the creek at the foot of the hill. I'd got all the riding I wanted that night, and didn't tackle the thing again for three nights, and then I got a young darkey

to help me. By having him hold on to me, after a few nights I got the hang of the thing and was doing first-rate, and could go a little way myself, but one time, after getting a good start I went a kiting and run slap onto a cow that was lying down in the middle of the road. That cow got up quicker than I did, and the doctor had to fix me up before I could go to bed. The darkey promised not to tell anything about it if I'd give him a quarter, but I've had to pay him a quarter every day since then, to keep him still. Last week there was a drummer come here who could ride, and I got him to show Jim Bird, who was taking about buying one, and Jim got onto the thing in no time. And next day we made a bargain with Jim, and sold him the bicycle, and he's agreed to show the other chaps how to do it after he practices awhile. Jim is doing first-rate, and I've resigned the position of bicycle rider for this house. We've ordered some more bicycles, and I guess we'll sell a lot of them, now Jim's got one, as lots of young chaps round here are getting in the notion. And pretty soon we'll start a club and boom the thing. But I don't think I'll ride much. I'll be one of the old chaps that set around and talk, and give the club an air of respectability, you know, and let the young chaps do the shouting.—The Traveling Tinker in Stoves and Hardware Reporter.

Wherever there are two or more retail hardware merchants within the range of each other's competition, there ought to be an agreement now entered into to limit the hours of shopkeeping throughout the summer. In many places the only guarantee for the keeping of such an agreement is in the honor of the parties who undertake it. In this province we have an early-closing act which empowers municipalities, upon the petition of three-fourths of the resident traders, to pass a by-law fixing the hour of closing, and making the carrying on of business beyond that hour a misdemeanor. In all cities, towns and incorporated villages the trade ought to be solid for the passing or the yearly renewal of this local by-law. When the hour of closing is fixed by statute, though the statute be merely local and temporary in its scope, it is on a better basis than voluntary arrangement can put under it. But sometimes voluntary arrangement is the best foundation for early closing that can be got. In those towns, etc., where the by-law is not recommended by a sufficient majority of the traders, traders of a particular class can get limited hours only by agreeing among themselves to adopt and maintain them. The same is true of traders who do business in country places or hamlets. Their locality has no municipal existence apart from the whole township, and it would be difficult to get a petition signed by three-fourths of the traders in the township. They have therefore no basis for an early-closing hour other than their own mutual pledges. These they ought to collect now, and be ready at latest by the first of June to begin closing at a specified hour.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

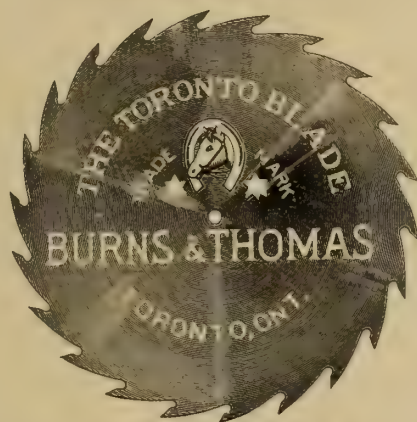
W. H. STOREY & SON,
ACTON, ONT.

F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET
LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



Write for Prices or Telephone 5120.

SAWS CIRCULAR, Shingle, Re sawing, Drag, Gang, Cross-cut, etc.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner.

Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by

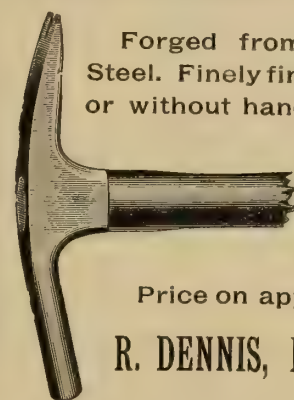
THE ALLIANCE MANUFACTURING CO'Y OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

UPHOLSTERERS HAMMERS

Forged from best Cast Steel. Finely finished. With or without handle.



The popular favorite with the trade.

Price on application.

R. DENNIS, London, Ont.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers of the

Forsyth (Boston Belting Co'y)
Patent Seamless Rubber Belting

For the Dominion of Canada

-: Superior Quality Rubber Goods. -:

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; J. J. McGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.

Toronto File Co.'s Works,

99 NIAGARA ST.

BERTRAM & Co., - Proprietors.



MANUFACTURERS OF

HIGH CLASS FILES AND RASPS,

Guaranteed equal, if not superior, to those imported from England and the United States. Using only special steel, all files stamped Toronto File Co. are warranted to give satisfaction.

PROMPT ATTENTION will be given to letter orders, and SPECIAL DISCOUNT from list price on application.

ADDRESS,

BERTRAM & CO.,

76 Wellington St. W.,

TORONTO.

The Gem Freezer

The Best in the World.

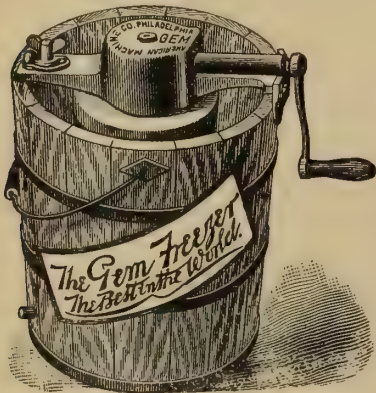
IS THE ONE YOU WANT, IF YOU WISH TO SELL YOUR CUSTOMERS THE FREEZER THAT WILL GIVE THE BEST RESULTS.

DO NOT ALLOW YOURSELVES TO BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM."

IF YOU CAN'T GET THE GEM FROM YOUR REGULAR JOBBER, WRITE TO US AND WE'LL TELL YOU WHERE YOU CAN GET THEM OR GIVE YOU PRICES AND DISCOUNTS.

AMERICAN MACHINE CO.,
LEHIGH AVE. AND AMERICAN ST., - PHILADELPHIA.

JOHN H. GRAHAM & CO. MANUFACTURERS' AGENTS,
113 CHAMBERS STREET, NEW YORK.



CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the MARK. * ✠ GRANTED TRADE 1764.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

- STORAGE -

54 & 56 Wellington St., East.
TORONTO.

See here OLDMAN! if you want to TIME the LIGHTNING FREEZER get a STOP-WATCH.



SHEPARD HARDWARE CO., Buffalo, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 22½, 23½
Straits 100 lb ingots..... " .. 22½, 23½
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. \$6 50 \$6 75
I.X., " .. 7 75 8 00
I.X.X., " .. 9 00 9 25

Raven & P.D. Grades—
I.C., usual sizes .. 5 50 5 75
I.X., " .. 6 50 6 75
I.X.X., " .. 7 50 7 75
I.X.X.X., " .. 8 50 8 75
D.C., 12½ x 17 .. 5 00
D.X., " .. 6 00
D.X.X., " .. 7 00

Note—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes .. 4 75 5 00
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual sizes .. 4 85 5 00

Note—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 75 9 00
I.X. Terne Tin .. 10 75 11 00

Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs .. 6½c, 7c
" 14x60, " ..
" 14x65, " ..

Iron and Steel.

	Base Price.
Common Iron, per 100 lb ..	\$2 10 2 15
Refined " ..	2 45 2 55
Horse Shoe " ..	2 50 2 55
Band " ..	2 50 2 65
Hoop " ..	2 65 2 80
Swedish " ..	4 00 4 25
Sleigh Shoe Steel ..	2 50 2 75
Tire Steel ..	3 00 3 25
Machinery " ..	3 00 3 25
Best Cast Steel, per lb.	0 13½ 0 14
Russian Sheet " ..	0 10½ 0 12
Tank Plates ..	2 00 2 25
Boiler Rivets ..	4 50 5 00

Boiler Tubes.

2-inch .. 11½c
1-inch .. 16½c

Boiler Plate.

½ inch..... \$2 50
5-16 " .. 2 40
¾ " and thicker .. 2 30

Sheet Iron.

1 to 20 gauge .. 2½, 3
22 to 24 " .. 2½, 3
26 " .. 3, 3½
28 " .. 3½, 3¾

Canada Plates.

Blaina..... ½ bright 3 20 3 25
Boars Head..... " .. None
Maple Leaf .. " .. None
All Bright..... " .. None

Iron Pipe.

Wrought 57½ to 60 p.c. dis.
Galvanized, 27½ to 30 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5½, 5¾
26 gauge, " .. 5½, 6
28 " .. 5½, 6½

Gordon Crown—
16 to 24 gauge, per lb .. 5½, 6
26 gauge, " .. 5½, 6½
28 " .. 5½, 6½

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb..... 7½ 7½
" ½ " .. 6 6½
" 5-16 " .. 5½ 5½
" ¾ " .. 5½ 5½
" 1 " .. 5½ 5½
" 1½ " .. 4½ 4½
" 2 " .. 3½ 3½

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70
Jack chain, iron, single, per doz yards .. 0 13 0 50

Jack chain, double, per doz yards .. 0 15 ..
Jack chain, brass, single, per doz yards .. 0 20 1 10

Copper—Ingot.

Lake Superior, per lb .. 0 00 0 00
Baltimore .. " .. 0 13½ 0 15
English B.S. .. " .. 0 13½ 0 15

Bolt or Bar.
Cut lengths, round, ½ to ¾ in. \$0 25 \$0 28
" round & square .. " ..
" 1 to 2 in .. 0 23 0 26

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light,
16 oz, 14x48 and 14x60 \$0 1 0 19
Untinned, 14 oz. and light,
16 oz, irregular sizes 0 19 0 20
Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x
48 and 14x60 0 29 0 30

Brassiers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb. .. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb. 0 25
Spun " .. 0 29

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up .. 0 26 0 32
Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.

Foreign, per lb. 0 05½ 0 06
Domestic " .. 0 05½ 0 05½

Zinc Sheet.

5 cwt casks..... 0 06½ 0 07
Part casks .. 0 07 0 07½

Lead.

Imported Pig, per lb. 0 03½ 0 04
Domestic " .. 0 03½ 0 04
Bar, 1 pound .. 0 05 0 05½

Sheets, 2½ lbs, per square ft, by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll .. 4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 17 0 19
Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb. \$0 18 0 18½
Other makes " .. 0 17 0 17½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb. 5½ ..
No. 1 Do. " .. 0 5½
No. 2 Do. " .. 0 4½
No. 3 Do. " .. 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb .. 0 05
Chrome Yellow " .. 0 09
Golden Ochre " .. 0 06
French " .. 0 05
Marine Black " .. 0 09
" Green " .. 0 09
Chrome " .. 0 08
French Imperial Green .. 0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per cwt 1 40
" (J.F.L.S.) " .. 1 75
Venetian Red (R.C.) " .. 1 50
Ven. Red, Cookson's " .. 2 00
English Oxides " .. 3 25
American " .. 2 25
Paris Green, per lb .. 0 16
Burnt Sienna " .. 0 08½
Burnt Umber " .. 0 05
do pure " .. 0 07
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
Greens " .. 0 12
Golden Ochre .. 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal .. 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac " .. 2 20
Hard Oil Finish .. 1 50

Linseed Oil (in bbls).

Raw, per gal .. 0 64
Boiled " .. 0 67

Turpentine (in bbls)

Selected Packages, per gal. 0 62 0 63

Castor Oil.

Best, per lb. 0 11 0 11½

Glue (in bbls)

Common, broken .. 0 10 0 12
French medal .. 0 12 0 15
Cabinet makers .. 0 17 0 18
White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.

Wads.

Ee's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross 7 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings', discount 60 per
cent.

Jennings' Imitation, list 45, 47½ per
cent.
Jennings' Gen, net list to 5 p. cent. dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex 1 25 1 75
Mascot 1 35 1 85

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per
cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz. 1 12 2 35
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 to 70 per
cent.

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.
Wrought Steel.
Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 70 0 95

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 32 40

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napane " 1 10

Chalk.

Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red " 0 05 0 06
Crayon, per gross. 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p.c
from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.
Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Dis 20 to 33½ p.c.

Elbows—Stove Pipe.

Fawcets.
Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz. 1 70
Petroleum, per doz. 4 50 6 50

Files.

Kearney & Foot's discount Am. List,
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc.
Horse Rasps, Kearney & Foot's dis
Am list, 50 pc. 50 p.c. to 50 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. }
50 p.c. Can. } Hellers
Horse Rasps, Spencer's, dis. Can. list,
33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz. 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

United Inches—Box Price.

Size up to 26 inches	Star.		Double Diamond	
	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
26 to 40 in.	1.40-1.45	2.15	2.15	2.35
41 to 50	1.50-1.55	3.40-3.50	5.45	
51 to 60		3.70-3.80	6.25	
61 to 70		4.00-4.10	7.20	
71 to 80			7.80	
81 to 85			8.75	
86 to 90			10.95	
91 to 95			13.75	
96 to 100			16.25	
101 to 105			22.00	

Pilkington.

Ordinary.
1st break 83 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 76

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent.

Hoe.

C. & B., discount 30 per cent.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross 3 15 3 76

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb. 0 42 0 05
Screw and Strap, per lb. 0 03½ 0 04½
Per doz. sets.
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.
Per doz. pairs
Spring 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hooks—Cast Iron

Garden, Mortar, etc., discount 40 per
cent.
Planter's per doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross. 1 00 3 00
Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer. dis. 75 to 75 and 10 per cent.	
Wire.	
Hat and Coat, dis. 35, 40 p.c.	
Belt, per 1,000.....	0 60 2 70
Screw, bright, Eng. dis. 40, 5, 45 per cent.	
Horse Nails.	
Canadian, dis. 50 and 10 to 60 per cent	
Horse Shoes.	
Per keg.....	3 60 3 75
Ice Picks.	
Star, per doz.....	3 00 3 25
Kettles.	
Brass spun per lb..	0 28 0 30
Copper, ".....	0 40 0 45
Enamelled Can. 50 p.c.	
American, 50 and 10, 60.	
Keys.	
Lock, Can. dis. 50 p.c.	
Cabinet, Trunk, and Padlock, Am. per gross.....	1 60 4 75
Knobs.	
Door, japanned, and N.P., Can. list dis. 50 p.c.	
Bronze, Berlin, per doz..	2 75 3 25
Bronze, Gem, ".....	6 00 9 00
Lava, ".....	8 75 10 00
Shutter, porcelain, F. & L. screw, per gross.....	\$1 30 4 00
Ladles.	
Melting, per doz.....	1 70 4 50
Lemon Squeezers.	
Porcelain lined, per doz	2 20 5 60
Galvanized, ".....	1 87 3 85
King, wood, ".....	2 75 2 90
glass, ".....	4 00 4 50
All glass, ".....	1 20 1 30
Lines.	
Fish, per gross.....	1 05 2 50
Chalk, ".....	1 90 7 40
Locks—Door.	
Canadian, dis. per cent.....	50
Russell & Erwin, per doz	2 90 7 50
Cabinet.	
Eagle, dis. per cent, 30 per cent.	
Paalock.	
English and Am. per doz	50 6 00
Scandinavian, ".....	1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent	
Mallets.	
Tinsmiths', per doz	1 25 1 50
Carp'trs', hickory ".....	1 25 3 75
Lignum Vita, ".....	3 85 5 00
Caulking, each.....	1 60 2 00
Mattocks.	
Canadian, per doz.....	8 50 10 00
Meat Gutter.	
Enterprise, dis. per cent	20 25
Canadian, 37½ to 40 per cent.	
Dixon's, each.....	1 60 2 00
Woodruff's ".....	1 10 1 70
Hale's, ".....	1 05 1 50
Hume, ".....	13 00 16 00
Mincing Knives.	
American, per doz.....	42 2 35
Molasses Gates.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent	
Nails.	
Cut, 3 in. and upwards,	
per keg base, price.....	2 45
Brads & Moulding Nails, 70 to 70 and 5 per cent.	
Wire Nails, 70 to 70 and 5 per cent.	
Nail Pullers.	
German & American.....	1 85 3 50
Nail Sets.	
Square, round and octagon.....	3 38 4 00
Diamond.....	12 00 15 00
Oil.	
Canada Refined Oil (Toronto) 15½	16
Carbon Safety ".....	0 18 0 18
Canada W.W. ".....	0 20
American W.W. ".....	0 25
S. R. Seal.....per gal	0 63 0 65
Oilers.	
McClary's Galvan. Iron	
Oil Can, with Pump,	
per doz.....	19 50
Zinc and Tin, dis. 50, 50 and 10.	
Copper, per doz.....	1 25 3 50
Brass, ".....	1 50 3 50
Malleable, dis. 25 per ct.	
Pails.	
Galvanized, per doz.....	2 25 3 25
Pencils.	
Dixon's, per gross.....	1 00 4 25
" Carpenter.....	2 25 3 60
Picks	
per doz.....	6 00 9 00
Picture Nails.	
Porcelain Head, p. gross	1 65 3 00
Brass Head, ".....	40 1 00

Planes.	
Wood, bench, Canadian dis. 60 per cent. Canadian, American dis. 45 to 50 per cent. American.	
Wood, fancy Canadian, or American dis. 35.	
Bailey's (Stan R. & L. Co.) 35 to 37½ per cent.	
Miscellaneous, dis. 12½ to 15 per cent.	
Bailey's Victor, dis. 12½ to 15 per cent.	
Plane Irons.	
English, per doz.....	2 00 5 00
Pliers and Nippers.	
Button's Genuine, per doz. prs. dis 37½, 40 p.c.	
Button's Imitation, per doz.....	7 40 10 25
German, per doz.....	60 2 60
Plumbs and Levels	
S. R. & L. Co., dis. 65 p.c.	
Poppers.	
Corn, square, per doz.....	1 35 2 00
Pruning Shears.	
Per doz.....	4 00 5 50
Pulleys.	
Hothouse, per doz.....	55 1 00
Axle.....	22 33
Screw.....	27 1 00
Awning.....	35 2 50
Pumps.	
Rumsey or Canadian Cistern & Pitcher Spout, 60 to 65 p.c.	
Punches.	
Saddler's, per doz.....	1 00 1 85
Conductors, ".....	9 00 15 00
Tinner's solid, per set.....	72
hollow, per inch.....	1 00
Putty.	
Bladder, per 100 lbs.....	2 00 2 25
Tins, lbs.....	2 50 2 75
Rail.	
Barn Door, per foot.....	3 3½
Sliding Door, ".....	3½ 3½
Rakes.	
Cast Steel and Malleable, Canadian list dis. 40 per cent.	
Razors.	
Boker's, per doz.....	7 50 11 00
Wade & Butcher's ".....	3 60 10 00
Razor Strops.	
Currier's, per doz.....	1 25 3 60
Rivets and Burrs.	
Copper Rivets, dis. 45 per cent. dis Iron ".....	40 to 45 per cent.
Burrs, Iron, 30, 33½ p.c.	
Rivet Sets.	
Canadian, dis. 30, 35 p.c.	
Rope.	
Sisal, per lb 10½ 11 smaller than Manila, ".....	14½ 15½ 7-16, p.c. extra.
Cotton, ".....	22 25
Russia Deep Sea, per lb..	15 16
Jute.....	09½ 10
Rules.	
Boxwood, dis. 75 to 10 to 80 p.c.	
Ivory, dis. 37½ to 40 per cent	
Sad Irons.	
Mrs. Potts, per set	0 85 0 90
N. P. ".....	1 15 1 20
Sad Heaters.	
Dome, Shepard's, per doz	4 75 5 00
Sand and Emery Paper.	
B. & A., sand, 30 p.c.	
Emery, per quire.....	55 90
Sash Cord.	
Per lb.....	22 50
Sash Locks.	
Triumph and Morris, dis 37½, 40 per cent.	
Kempshell's dis. 40, 62½ per cent.	
Canadian, dis. 45, 50 p.c.	
Sash Weights.	
Sectional, per lb.....	2½ 3 00
Sausage Stuffers.	
Each.....	1 00 3 00
Saws.	
Hand, Disston's, dis 10 p.c.	
S. & D., dis. 35 to 40 per cent.	
Cross-Cut, Disston's, per ft. 35 to 55.	
S. & D. dis. 30 to 35 per cent.	
Hack, complete, each.....	1 75 2 75
" frames only.....	75
Saw Sets.	
Per doz.....	1 65 9 00
Scales.	
Canadian List, dis. 40 p.c.	
Scale Beams.	
Canadian, B. S. & M. dis. 40 per cent.	
Scrapers.	
Box, per doz.....	2 10 4 50
Foot, ".....	40 3 50

Screens.	
Window, patent, per doz	6 00 7 50
Screw Drivers.	
Sargent's, per doz.....	65 4 00
Screws.	
Wood, F. H. Iron, 77½ per cent. dis.	
" R. H. 72½ ".....	"
" F. H. Brass 75 ".....	"
" R. H. 70 ".....	"
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.	
Bench, wood, per doz.....	3 25 4 00
Bench iron per doz.....	4 25 5 75
Scythes.	
Discount 40 per cent.	
Scythe Snaths.	
Canadian, dis. 37½ to 40 p.c.	
Shears.	
B. & W., japanned, dis. 75 per cent.	
B. & W. N. P. dis. 65 p.c.	
Seymour's dis. 60 p.c.	
Atna, dis. 75 @ to 75 and 10 per cent.	
Heinrich 60 per cent.	
Sheaves.	
Sliding Door, per set.....	77 1 40
Steel Shingles.	
The Metallic Roofing Co. of Canada, per square.....	5 75
Heavy Eastlake Galvanized.....	5 25
Light ".....	4 00
Heavy Eastlake Painted.....	3 75
Light ".....	6 25
Tower or Mansard Galvanized.....	4 50
Tower or Mansard Painted.....	7 00
Terra Cotta Painted Tile.....	3 50
Eastlake Painted Siding.....	4 75
Manitoba Galvanized Siding.....	3 50
Heavy Man. Painted Siding.....	3 25
Light Manitoba Painted Siding.....	3 50
Heavy Sheet Pressed Brick.....	3 25
Light Sheet Pressed Brick.....	3 50
Painted Crimped, Siding or Ceil.	
Shot.	
Canadian, dis. 7½ per cent.	
Shovels and Spades	
Canadian, dis. 37½ per cent	
Sieves.	
Wood Rim, black, p. doz	1 15 1 35
" tinned, ".....	1 35 1 60
Tin Rim, ".....	2 30 2 45
" black, ".....	1 80 2 25
Snaps.	
Harness, German, p. gro.	2 00 5 50
Acme, ".....	3 00 5 00
Lock, Andrew's ".....	4 50 11 50
Soap.	
Sapolia ½ gross boxes.....	3 25
" ¼ and ½ gross boxes per gross net cash.....	12 00
Soldering Irons.	
Per lb.....	0 28 0 30
Wrought Spikes.	
Discount, 15 to 20 per cent.	
Spoke Shaves.	
Wood, English.....	1 80 5 00
Iron, American.....	1 35 2 35
Spoons and Forks.	
Tea Spoons.....per gross	7 50 12 00
Dessert ".....	21 00
Table ".....	30 00 30 00
Dessert Forks.....	24 00
Medium ".....	27 00
Table ".....	36 00
Squares.	
Iron, per doz.....	1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.	
Try and bevel, dis. 50 to 52½ per cent	
Staples.	
Fence, galvanized, per lb	4½ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.	
Stocks and Dies, Amer. dis. 25 per cent.	
Stone.	
Washita, per lb.....	0 15 50
Hindostan, per lb.....	0 06
" Slips, per lb.....	9
Labrador, per lb.....	0 13
" Axe, ".....	0 15
Turkey ".....	0 50
Arkansas ".....	1 50
Water-of-Ayr ".....	0 10
Scythe, per gross.....	3 50 5 00
Grind, per ton.....	15 00 18 00
Tacks, Brads, etc.	
The following are for ordinary-sized lots; in quantities an extra 30 p.c.	
Cut, Carpet, gimp, blued, dis. 35 p.c.	
" tinned, dis. 45 p.c.	
Swedes' iron, blued or tinned, dis. 42½ p.c.	
Upholsterers' dis. 42½ p.c.	
Copper Tacks and Nails, dis. 35 p.c.	
Trunk and Clout Nails, " 40 p.c.	
Finishing Nails, dis. 40 p.c.	
Cigar Box Nails, dis. 35 p.c.	
Shoe Finders' Tacks & Nails, dis. 25 p.c.	

Tape Lines	
English, ass skin per doz.	\$2 75 \$5 50
English Pat. Leather.....	5 50 9 75
Chesterman's, each.....	0 90 2 85
" steel, each.....	0 80 8 00
Thermometers.	
Tin case & dairy, dis. 75 p.c.	
Thimbles.	
Asbestos, filled, per doz., dis 25 off	
Ties.	
Cow, per doz.....	1 25 2 50
Tinner's Shears and Snips	
P.S. & W., 10 p.c. advance on American list.	
Tinware.	
Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.	
Japanned, Prices on application.	
Pieced, ".....	"
Transom Lifters	
Payson's, dis. 25 per cent.	
Traps.	
Game, Newhouse, dis. 17½, 20 per cent	
Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.	
Mouse, per doz.....	0 35 1 50
Rat ".....	2 00 4 50
Trowels.	
Disston's, discount 10 p.c.	
German, per doz.....	4 75 9 00
Brade's ".....	00 10 50
S. & D., discount 35 p.c.	
Triers.	
Butter, per doz.....	6 25 9 00
Twines.	
Bag, per lb.....	0 12½ 0 20
Wrapp'g, mottl'd, pr. pack.	0 50 0 60
" cotton, per lb..	0 18 0 20
Mattress, per lb.....	0 33 0 45
" Staging ".....	0 27 0 35
Broom ".....	0 30 0 55
Binding, flax, per lb.....	"
" jute ".....	"
" blue ribbon.....	0 14½
" red cap.....	0 12½
" Crown.....	0 11½
" Silver Composite.....	0 09½
Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.	
Vises.	
Hand, per doz.....	4 00 6 00
Bench, parallel, each.....	2 00 4 50½
Coach, each.....	6 00 7 00
Peter Wright's, per lb.....	0 12 0 13
Pipe, each.....	5 50 9 00
Saw, per doz.....	6 50 13 00
Washer Cutters.	
Per doz.....	4 00 8 50
Well Wheels.	
Amer., per doz. 8, 10 & 12 in.	3 38 6 00
Wire.	
Plain iron and steel—Bright, annealed, coppered, coppered spring and galvanized, 7½ p.c. dis. f.o.b. Montreal, f.o.b. (Hamilton and Toronto, 10c. per 100 lbs. net added for freights) f.o.b. London 14c. added.	
Tinned, net list: brass and copper 7½ p.c. dis.	
Market, tinned per lb.....	0 04½ 0 08
Tinned Broom, from 19 to 22 gauge, per lb.....	0 06½ 0 06½
Malin's Wire on spools, 30 to 45 per cent dis.	
Clothes Line, galv., p. 100ft	0 25 0 55
Fencing Wire.	
Galv. steel barb fencing	
" Lock Barb, 4 point.....	0 04½ 0 05
Ditto Glidden 2 point.....	0 04½ 0 05
Galv. Steel, plain twist.....	0 04½ 0 05
Galvanized Barb, "Lyman," 2 to 4 points.....	0 04½ 0 05
Staples.....	0 04½
Terms, 60 days or 2 per cent off for cash—10 days.	
Wire Cloth.	
Ordinary, discount 25 p.c.	
Painted Screen, p. 100 sq ft	00 2 25
Wrenches.	
Agricultural, 65 to 70 p.c.	
Standard, dis. 60, 60 & 10 p.c.	
Coe's Gen'l, dis. 32½ p.c.	
Diamond, dis. 33½, 35 p.c.	
Tower's Engineer, each.....	2 00 3 00
" S., per doz.....	5 80 7 50
G. & K.'s Pipe.....	6 00
Burrell's " each.....	7 30
Pocket, per doz.....	1 25 2 00

HARDWARE.



CINCINNATI BELL FOUNDRY CO.
SUCCESSORS IN BLYMYER BELLS TO THE
BLYMYER MANUFACTURING CO.
CATALOGUE WITH 2200 TESTIMONIALS.
BELLS, CHURCH, SCHOOL, FIRE ALARM

No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in
Canada. Experienced glaziers sent to set same
when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,

DEAR SIR,—I am pleased to say that
after nearly three years constant use, day
and night, on our largest engine your Cop-
perine has stood its work well. I have not
had to renew any of the heavy bearings yet,
so I consider that speaks for itself. I am
pleased to recommend it to any one in need
of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,

Chief Engineer Toronto Waterworks.

ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

ASK FOR and see that you get

"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

Women Who Know a Good Thing



When they see it all say that
the "TARBOX" SELF-WRING-
ING MOP is indispensable to
every well-regulated household,
LIGHT, HANDY, DURABLE
Wrung at arm's length without
wetting the hands, thus avoid-
ing CHAPPED, or Sore hands.
Sold everywhere. Ask
your dealer for
it and take no
other. The name
of "TARBOX"
cast on every
mop.

Dealers will
consult their in-
terests by ad-
dressing us if
they are not
carrying a stock
of the above
mop.

TARBOX BROS.,

73 Adelaide Street West, Toronto,

Sole Manufacturers.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER

BUILDERS' & CONTRACTORS'
SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUB-
LISHING CO.** for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

I WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writer's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

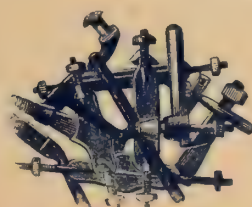
Will be sent on receipt of 25c.

TORONTO ROLLING MILL AND FORGING CO., LTD.

(Successors to the Toronto Drop Forge Co.,)

68 Esplanade St.

TRADE



MARK.

Manufacturers of Carriage **HARDWARE** and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

HARDWARE.



(PATENTED.)

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

No More Broken Handles.
All Heavy Nickel Plated.
**ATTRACTIVE,
DURABLE,
Easy to the Hand.
-NO EXTRA COST-**



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

**DOMINION CARTRIDGE CO., LTD.,
MONTREAL.**

DOMINION WIRE MANUFACTURING CO'Y, LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.

“LYMAN” 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

} **FENCING.**

Staples and Fencing Tools.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

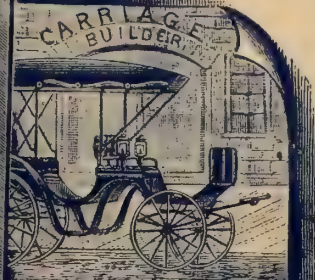
THE BEST IN THE MARKET.

OFFICE AND FACTORY : 14, 16, 18 & 20 PEARL ST., TORONTO.

MAY 9, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



THE DETROIT PATENT SURE-GRIP STEEL TACKLE BLOCK.

This block will hold load at any point without fastening the rope. The wedge-shaped brake has a double grip, and is absolutely automatic and reliable. The heavier the load the better the grip. They are universally admitted to be the greatest improvement ever made in tackle blocks. In many instances fully half the cost of handling can be saved.

The body of the Block is made of steel plate. The pins are cold rolled steel. The essential castings are malleable iron, making the strongest and safest possible combination of materials, thus affording immunity from accidents in the highest degree.

Tested by Standard Weights.

No. 3	Block, tested without breaking	.....2800 lbs.	Capacity claimed	..... 600 lbs.
" 4	" " " "	.....3800 "	"	..... 1000 "
" 5	" " " "	.....4500 "	"	..... 1800 "
" 6	" " " "	.....5800 "	"	..... 2500 "
" 6 1/2	" " " "	..... 9000 "	"	..... 4000 "

The Brake always holds under the severest strain. Hundreds of testimonials.

List of Sizes and Prices.

No. 3	to be used with 3/8 inch rope, one man can lift 300 lbs., capacity 600	.....each	\$3 00
" 4	" " 1/2 " " " 350	"	5 50
" 5	" " 5/8 " " 400	"	7 00
" 6	" " 3/4 " " 450	"	8 50
" 6 1/2	" " 3/4 " " 850	"	14 00

Blocks No. 3 to 6 require rope 5 times, and No. 6 1/2 7 times the height to be lifted. The above prices include upper and lower block—ROPE EXTRA.

For sale by the LEADING HARDWARE MERCHANTS in every town.
Write for Discounts to

RICE, LEWIS & SON, LIMITED, - TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, MAY 9, 1891

No. 19

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

CONTRACTS FOR BUILDERS' HARDWARE.

The contracts for supplying material to builders are worth looking after in all localities. It is true where there are two or more hardware men within range of the same contract the winner is usually not much the richer of the award, but that is no reason why members of the trade should not be on the lookout for it. It is of the nature of trade these days that it can be got only by those who are on the alert to catch it. Severe competition grinds profits low, and it is therefore the more necessary that every trader should try to aggregate as many of these small profits as possible. To let slip an opportunity to tender for the supplying of material to a builder because a rival is certain to underbid you is not modern. It is an old-fashioned sort of independence that was practicable in times when competition was a milder spur than it is now. The contract ought to be sought after, but by no means at the sacrifice of sufficient profit. No tender that will cause the loss of a dollar should ever be made, but every chance to make a tender ought to be seized. It is one way of advertising, of showing that you are a practical man. But to refuse to tender because you know some other trader will go lower is to sulk, whereas a man should come up smiling after every disappointment, and congratulate himself that he didn't get the tender on the same terms as his successful rival.

A builder who contracts to put up three or four, or perhaps a dozen, houses in a season, aims to get all the material as cheap as pos-

sible. His hardware stuff he often asks two or three merchants to figure on. His nails, hinges, door and window attachments, window glass, putty, paints, oils, screws, hat-hooks, tar and many other articles he usually buys under a contract that is often made for several houses at once. Sometimes the contract is at a specified price for the respective articles, sometimes it is made at a lump figure for the whole required stock. In other cases nails are a single item supplied by one dealer, glass by another, etc., the best bargain being supposed to be secured by thus dividing the trade so as to get the very lowest on each line. When all is got from one dealer he is supposed to make a compensating profit on one line for every close shave he makes on another. Scattering the trade is the best way to screw down the dealer to the losing point and to get the total stock with the least burden of profit.

Since the contracting for builders' hardware is an established thing, and since, as it has its roots in the practice of building by contract, it is apt to stay, hardware dealers should recognise it as an element in their trade calculations, and should be after every contract there is any opening for, but they should not make an offer or accept one that will occasion loss. There is no time when a dealer's eyes should be wider open to note any change in the market than the season when builders are seeking to make their contracts. It may be well that he is loaded with stock at such a time, or it may be ill. His cue ought to be taken from the signs of the market before the building season opens. Then is the value of his trade-paper's quotations and reports impossible to overestimate. They keep him posted as if he or his agent were on the wholesale market. The man who takes his paper and reads it carefully is in the best position to undertake these contracts. He

can often make a low offer because he has little or no stock on hand, and is aware that the market is favorable to lay in supplies at a low figure. On the other hand, his rival, not properly informed, may have stocked when prices were higher and may thus be unprepared to enter so low a tender.

PATRONAGE THAT RUINS.

A paragraph in our Business Changes this week gives the final sequel to a departure from the ordinary courses of business, a departure that had a downward tendency from the outset. The paragraph refers to the sale of Fitzpatrick & Co.'s general stock in Wallaceburg. Fitzpatrick & Co. is the style of a retailer who traded in the village named. He made the serious mistake of accepting the proposal of the Patrons of Industry to supply their members with goods at the prices or rates prescribed by that body. When a trader once submits to the dictation of a league of consumers he is already on the way of the lost. His failure or his impoverishment is a foregone conclusion. The sort of compact to which he becomes a party with the Patrons is just the kind to efface him as a business man if he holds to it long enough. It is an undertaking in which nobody is bound but the trader. His obligations are clearly set forth, his privileges are clearly a matter of grace with the customers whose bondman he has become. A man who engages to sell goods on the terms required by the Patrons will soon have no customers but Patrons. Other consumers will not deal with a man who discriminates against them. If the Patrons are thriving, he may do some business with them, but his profit is too narrow for their trade of itself to suffice for his prosperity. If any bankrupt stock is being run off near him or any exceptional bargains from any other stock, there is nothing to pre-

vent the Patrons from going in and getting the advantage. If the Patrons have money they deal with him, because they can get special bargains. If they have no money and no produce they can probably do as well somewhere else, or they take advantage of their knowledge of invoice prices to bring him down in his credit terms. When a man fails through truckling to their luckless patronage, they let him fail. Nor are wholesalers likely to be very merciful to a man who has been so imprudent a trader as to surrender his independence to an association of consumers. Such a man, in their eyes, lacks one of the requisites of a trader that ought to be trusted, and if he fails there are not many of his creditors will vote him another chance.

HANDLING PAINTS AND OILS.

Few people, says the Stoves and Hardware Reporter, outside the trade understand how paints and oils are handled, and a great many actually think that paints are shovelled out and oils dipped up with a ladle. I have been asked how it was possible for anyone constantly handling paints, oils and kindred goods to keep from carrying the odors about with them. Now, the fact of the matter is, that the jobbing house rarely breaks an original package, and even the men who handle the goods in shipment, with ordinary care, need not carry the trademark of their business on their clothing. Then the rapid march of improvement in the putting up of goods for convenient handling has not passed by the paint and oil business, without leaving its impress thereon, and many articles that once came in bulk are now put up in various-sized packages to suit all demands, be they large or small. Even the retailer is not called upon to touch the article itself.

FANCY GOODS.

This year so far has been a somewhat troublesome one in the fancy goods trade both for wholesalers and retailers. There is no doubt but that the first to suffer in slack times are those who are dealing in luxuries—the “unnecessaries” of life. Those whose trade is confined to the “necessaries”—clothing, provisions, etc., no doubt feel a stringency in money, but only to a limited extent in proportion to their friends in such trades as fancy goods, jewelry, etc. The first step in economy is to stop giving presents, and in presentation lies the stronghold of the fancy goods and notions trade. The first three months of the year were very quiet ones in the trade. April was a little more active, and made up somewhat for the ground lost in the previous months, but it will take a good harvest and an exceedingly good summer and fall trade to place a good many of the dealers on their feet again. From the present crop reports received from one end of the Dominion to the other, those in the trade anticipate a big boom in the business before the present

year goes out. The chief cause of the recent dull spell was undoubtedly the Dominion elections, accompanied as they were with intense excitement throughout the country, from ocean to ocean, and by no means lessened by the fact that had the present Government been defeated the trade policy of the country was in great danger of being subverted, which meant a depreciation in value of many thousands of stock upon which duty had been paid. It is impossible to calculate the loss sustained by a country during such disturbances, and if the figures could be shown with any degree of accuracy it would probably be better for trade generally if the life of each parliament was extended.

TRADE LOOKING UP.

The outlook for the trade of the country is favorable. It is apparent in every branch in some more than in others. And those which show the most favorable indications are among the leading trades. The unsettled feeling which prevailed during the late election campaign has vanished and the wheels of commerce are again merrily revolving.

Money is becoming easier, and for legitimate business purposes there is an abundance. Remittances are being made with more promptness. The position of the banks, as revealed by the last monthly statements, is more satisfactory than is usual at this time of the year. In fact the general outlook is healthier.

The condition of the Canadian farmer is not by any means on the verge of ruin. True, his cereal crop last year was barely an average one. But the enhanced value of his produce has more than made up for the discrepancy in this respect. During the past three or four months the price he has been receiving for his live stock, breadstuffs, fruits, butter and eggs has averaged several cents higher than for the corresponding period of 1890. And the cost of his farm implements and necessities of life has not increased either. The winter crops appear to have wintered well, and from the present outlook in Europe fairly good prices are anticipated for them.

The winter was favorable to storekeepers. Being seasonable it created an active demand for all staple lines, and wholesale and retail merchants were enabled to work off the goods left over from the previous season besides their new stocks. This was particularly so with regard to heavy woollens, furs, etc. As a result, stocks are lighter than usual and liabilities less. Under these conditions it is not surprising that the merchants are more than usually hopeful in their views and have been pleading urgency when ordering for the summer trade.

The mercantile outlook in the United States on the other hand is not so bright. Their own weekly trade reports reveal this, and it is further demonstrated by the fact

that some of the wholesale houses in the large commercial centres have curtailed their corps of travellers.

Canadians have nothing to fear. The trade and commerce of the country is laid upon a solid foundation and all we need to increase the superstructure is confidence in ourselves. We shall gain nothing by looking towards Uncle Sam for assistance. The lower in the scale our commerce the better he is pleased.—The World.

THE YIELD OF OUR MINES.

A preliminary summary statement of the mineral production of Canada in 1890 has just been issued. The total value of the product is placed at \$19,000,000. Of the metals the most valuable output was that of nickel, the amount returned being 1,640,240 pounds, which at 75 cents per pound, gives a total of \$1,230,180. These figures, however, cannot be altogether relied upon, as the companies uniformly refuse to furnish information to the department, and it is a question for Parliament to consider whether or not legislation should be enacted to compel mining companies to furnish true statements of their annual output. Copper from two of the Sudbury mines, which the companies allege is entirely worthless, at 12 cents per pound, gives a valuation of \$92,398. The total production of copper in Canada was 6,454,913 pounds, valued at \$968,241; gold, 65,014 ounces, value \$1,166,227; pig iron, 21,772 tons, value \$331,688; iron ore, 76,511 tons, \$155,380; silver, 400,687 ounces, value \$420,662; lead, 113,000 pounds, \$5,085; total, \$3,722,565.

NOTES TAKEN ON THE ROAD.

Some time ago, there appeared in *HARDWARE* a note in regard to merchants in the town of Wallaceburg, agreeing to supply Patrons of Industry on terms offered by the latter. In that note a Thamesville merchant was quoted as saying that no one would take them unless they were on their last leg. This is less than six months ago, and only a few weeks ago *HARDWARE* reported the failure of a general storekeeper named Fitzgerald, in Wallaceburg, he being one of the parties who supplied Patrons of Industry at 12 1-2 per cent. Last week, again we were called upon to chronicle the failure of D. C. McDonald, hardware merchant of the same place, who took them up and added another proof that the 12 1-2 per cent. trade admits of no living profit to the merchant. The writer warned McDonald that there was no money in it, and that the alliance would injure his credit with the wholesale trade. Mr. W. H. Robinson, one of the McClary Manufacturing Co.'s travelers, returned from his regular eastern trip on Wednesday. Mr. Bingham, another traveler of the above firm, was met in Peterboro' figuring against the cutting and slashing of another house, and as the brows of the traveler contracted, the merchant looked placidly on and thought have they touched bottom yet?



OUR LONDON LETTER.

LONDON, April 25, 1891.

THE AUSTRALASIAN TRADE.

Straws show which way the wind is blowing, and if the latest intelligence from Ottawa be correct, the efforts of the Dominion Government to open up trade with British West Indies have not yet been successful, and it has therefore turned its attention to the markets of Australasia, China and Japan, and will endeavor to secure favorable terms for Canadian manufactures in those countries. From personal experience of the latter markets I can say that they are likely to prove far more remunerative to the manufacturers of the Dominion than the West India buyers. One or two of these islands are exceptions, but they would not compensate for what are practically three new countries, for China is really a new market so far as foreign manufactures are concerned. The import trade of the West Indies is by no means in a satisfactory state; it is true that the total imports for 1889 were valued at \$30,058,500 against \$28,667,500 in 1888, but the improvement was by no means permanent, and compares badly with previous years. It is better to look out for young, rising markets than for those that bear marks of decay. At the same time there are chances of doing business in hard goods in Jamaica. During the two years mentioned above the imports into New South Wales alone increased from \$106,145,000 to \$114,315,000; the imports of hardware have risen from \$2,140,000 to \$2,380,000; and machinery from \$1,844,000 to \$2,313,500. This is for only one colony. In Victoria, the imports of hardware and ironmongery have also increased from \$1,190,000 to \$1,336,000, and machinery from \$1,544,000 to \$2,218,000. The rapid extension of agriculture in Australasia is causing a widespread demand for implements, tools, and machinery, while the great increase in the population—numbering now just under three millions—is producing a genuine request for hardware, especially domestic utensils.

I would, however, remind Canadian readers that they will encounter sharp competition from United States exporters of mining machinery, agricultural implements, tools, household appliances, and similar articles. United States journals are circulated very widely in the Australian colonies; the publishers send them broadcast as advertising mediums. If a manufacturer cannot be on the spot he cannot do better than have a good illustration of his goods put before his intending customers. There is ample room in Australia for such enterprise on the part

of Canadians, and a smart journal like *HARDWARE* should prove invaluable in this direction.

NEW ZEALAND.

Exporters should not forget New Zealand. There is a capital opening there for hardware of all descriptions, cutlery, ironmongery, and iron—bar, bolt, rod and galvanized. The country has recovered from its recent financial difficulties. Machinery, and also sewing machines, are in greater demand. Any machine for saving labor is sure to meet with a rapid sale, as wages are abnormally high. There is at the present time an opening for a machine for binding the corners of cardboard boxes with tin stamps.

GOODS WANTED IN CENTRAL AMERICA.

Exporters on the lookout for a good line might do worse than give Central America a chance. They should see first of all what can be done in the way of stoves suitable for burning wood, not coal, which is rarely used, the price being prohibitory. Well-made stoves, fairly cheap and durable, will meet a demand at San Jose de Costa Rica. Kerosene lamps, and a good-class make of cutlery, would also sell well. A good opening exists for suitable implements used in the coffee plantations. At present most of these are supplied by Hartford, Connecticut, manufacturers, but the demand is on the increase and Canadian exporters might do business in this line. Makers of sugar plant and machinery should watch for an opening here, as sugar cultivation will soon become an important industry, owing to the extension of railway facilities.

CHINA.

Information reaches me from Swatow, China, that purchases of iron wire, tin dust and refuse, tin plate wire, old yellow metal sheets, and steel bars are on the increase. A Canadian firm with an agent or correspondent in Hong Kong could no doubt book an order, most of the trade going through Hong Kong merchants.

ITALY.

Let exporters of agricultural machinery, implements and tools, pay attention to the requirements of Italian farmers. Plough, thrashing machines, reapers, mowers, etc., are all wanted. As showing the truth of this statement, imports have increased from 21,035 cwts. in 1888 to 38,994 cwts in 1890. Makers wishing to cultivate a trade in this direction, would do well to be represented at the trial of seed drills, to be held at Foggia, Italy, on Oct. 20 next. Five of the winning machines will be purchased by the Government and suitable awards given. Particulars as to conditions, etc., can be obtained from the Committee of Direction, Foggia, and all requests should reach them before Sept. 15 next.

THE ENGLISH HARDWARE TRADES.

South America is one of the most important markets for English machinery, especially sugar and grain treating apparatus, saw-mills, and cultivating machinery. The pre-

sent position of South American finances is seriously affecting this trade, in consequence of the fabulous premium to which gold in the Argentine Republic is run up, and now stands at a premium of from 240 to 256, and is much too high to permit of remittances home. Merchants in the Birmingham and engineering districts have as much as £7,000 to £60,000 locked up in this way. New orders cannot, of course, be accepted in consequence of the risk that would be run in obtaining payment. Brazilian trade is also threatened with increased competition from America, U. S. cargoes of hardware being placed on better import terms than those from England by 25 per cent.

INDIA.

Orders are being received direct from India by Birmingham makers, from leading Indian cities, with discounts attached actually 5 per cent. lower than local merchants can buy from the manufacturers of the goods!

HOW TO KEEP TRACK OF NEW GOODS.

There is nothing that sell so well as something that is brand new in the market, and especially is this true of the smaller articles usually found in the hardware, as well as other lines. Take for instance a new make of pocket-knife or an old make in a new style, or any small article, and when it is first put on the market it sells much more rapidly than it will later on. This does not, of course, apply to the old staple articles and necessities in the hardware line, which are governed by the irrevocable law of demand and supply, but in light, semi-useful and semi-ornamental productions that usually come with the seasons as a sort of side line, though carried by the regular hardware jobber. Then there are new articles that are strictly useful and not at all ornamental that would sell on sight were they properly presented by the dealer for the inspection of the consumer. It is to be presumed that every successful dealer takes his trade paper and that he reads it. If he does this he will miss few new productions, for anything that is new is promptly heralded through the columns of the trade journal in some form. The patent reports printed each week may be the place where the new article is first read of by the dealer. He can put it down in a memorandum book, kept especially for that purpose, and watch for it when it is put upon the market. In the majority of cases the maker is quick to advertise a new article, or an improvement in the old, in order that its existence may become known, and the trade paper is ever on the alert to herald to the world the advent of anything new in its line. The way to keep track of the new things that are being produced, then, is to carefully scan your trade paper, not slighting either the advertising or reading columns.—Stove and Hardware Reporter.

CURIOSITIES OF INVENTION.

Invention is not without its novelties as its uses. The brain of man, like his epidermis, can be tickled with a feather or disturbed with a straw. Intellect is not always wisdom, nor is genius synonymous with mother-wit and common sense, and in no place is this fact more definitely announced or plainly proven, than in the Patent Office. Here invention has its museum, and up the official staircase, as on the planks of Noah's ark, are things great and small. Inventive ambition has here started on its road to fortune, or found its way to obscurity. It is the doorway to eminence or extinction, and, as a catacomb of deceased ideas, has no rival outside the walls of a State legislature or the doors of a second-hand book store.

Necessity is said to be the "mother of invention." It is. Emergency has incubated the idea designed to meet an immediate or prospective want. We have that luxuriously illustrated, in what we call "the dry States," where human ingenuity develops itself in the secretion and supply of prohibited liquids. We have the walking cane that acts as a wooden bottle, opera glasses in which the lambent Bourbon languishes in delightful solitude; hats that are bar rooms of forbidden fluids, with all the necessary furnishings of glasses, spoons, cloves and lemons, and even pocket bibles, that are the evangelical covers of alcoholic gospel. These all indicate the obligations of invention to emergencies and the occasional revivals of ingenuity to immediate causes. Philadelphia has added its illustration to this general fact, in a contrivance that may free the inhabitants of the Quaker City from the nocturnal nuisance of feline musicians, who are never behind their opportunities in all modern aggregations of cats and civilization. By a simple device these discordant revellers are precipitated from fences and walls into confinement and silence, to repent as they choose, and escape if they can. Another genius with the same intention has patented the figure of an animal coated with luminous paint and anointed with certain perfumes, drives away all four footed prowlers with an optical delusion and an odoriferous threat. In 1872 a patent was secured for an appliance designated as an "anti-snorer." It consisted of an arch, securely placed on the back of the sleeper, a contrivance that as a spinal terror and the regulator of a nocturnal nuisance was certainly original. In 1870 an automatic roost was designed, by which, when the ladies of the barn yard retired to peace and slumber, the pressure of their avoirdupois on the roost closed the doors of the bee hives, and thus keeping the vagrant bee-moth on the right side of the hive. We have the case of a gentleman who set so high a value on his own name that he applied for a patent by which he could secure the exclusive right to the name of his father. Another aspirant with a large ambition, desired a patent for

the name of South Dakota. In fact there is no limit to the phases of genius seeking introduction to society via the Patent Office. As a study of whims and ingenuity and the fertile resources of the human brain in the heads both of wisemen and fools the Patent Office enjoys a national distinction.—Age of Steel.

THE OLD-FASHIONED MERCHANT.

He is an old-fashioned merchant, and carries a general stock, doing business in the village of W. The town is twelve miles from a railroad, but the country is rich in farms and farm buildings, and the people are contented and happy. The merchant is well educated, even refined; yet it is the old-fashioned refinement—"fossilized," the city people call it. He represents a class now quite rare. He is more than sixty years old, and has carried on business in that village, as his father's successor, more than thirty years. The first log store there was built and occupied by his father, and he entered it at the age of twelve, remaining in the mercantile business ever since, with the exception of three years at school after he became of age. He wears no very modern style of clothes, and when he goes into the city he attracts attention, not merely because he is old-fashioned but because so many people know and respect him. The "dudish" young men along the street watch him a moment and as he passes by vote him an old "fossil". His walk is not hurried yet he steps firmly in those heavy boots, with head erect and the bearing of one of nature's noblemen. He is a peculiar man, but his word is accepted as if it were in writing. Every one has a word and smile for Uncle John. He does not talk business at once with his customer, as if he were in haste to take what money he has and bow him out. He says there is always time in this world to be courteous first, and to do business afterward. You would never know that he thought of eating or sleeping as long as there is a customer to oblige, or any service to render a fellow-being. He is just old-fashioned enough to believe there is something worth living for besides money and self. When a woman drives up to his store alone, or with a child, he is so peculiar that he invariably goes out to greet her, assist her from the vehicle, and tells her to "run right in with the child," while he hitches the horse and brings in her baskets of butter and eggs. Then he gently takes the little tot in his arms, removes her wraps and holds the little fat hands to the stove to warm them, asking her about papa, the dog and the kittens, and lastly carries her to the open box of raisins, and tells her to take a handful and give mamma a few. While he waits upon his customer the delighted child has the freedom of the store. Uncle John is sufficiently old-fashioned to tell the truth with-

out hesitation when asked a question regarding his goods. If he thinks a piece of goods will fade, either from sun-light or washing, he is candid enough to say so, and when asked what he thinks most becoming, gives his opinion so honestly as to provoke a smile or remark. "I recommend this piece of goods," he sometimes quietly says, and that remark is usually sufficient to determine the choice, such is their confidence in the merchant. A customer is seldom disappointed, for the old-fashioned merchant is honest from principle—not from policy. No substitutes for real goods are ever found in his store, except by accident. If you ask for straight N. O. molasses, Mocha coffee or pure ground mustard, you will get them, or he will inform you that he has none. He has no corn syrup or glucose sugars at any price, but if low grade sugars are wanted he has them, and you will only pay the price for just the article you get. You can depend upon what he tells you, and it is quite safe to be guided by his judgment. Uncle John says that whatever it is necessary to do he considers honorable, and he has no false pride in business. If you desire any goods delivered in the village, he replies, "Certainly, some time to-day," and at some hour before you sleep the old-fashioned merchant will come trudging in with them. There is no false modesty about him, and no act which is considered legitimate is considered too insignificant for him to perform.

I wish all my readers could have the pleasure of an acquaintance with the old-fashioned merchant.—Vindex, in Michigan Tradesman.

THE COPPER OUTLOOK.

Notwithstanding the revolution in Chili, says the Ironmonger, there seems to be every prospect of the world obtaining all the copper it needs, or is likely to need, for some years to come, at moderate prices. Statistically and in all other respects, the outlook appears to be in favor of buyers, even if due allowance be made for the increased consumption on electrical account, and for the quantity of sulphate used in connection with vine-cultivation. The copper corner undoubtedly gave a great stimulus to production, and the course of events demonstrates that, at present prices, or thereabouts, the mines of the world can afford to go on producing on an increasing scale. This is more particularly true of the American mines, which marketed 116,000 tons last year, as against 25,000 tons in 1880 and 74,000 tons in 1885, but it is also equally true in respect of many other mines. Spain and Portugal, for instance, furnished 52,000 tons in 1890, and 56,000 tons in 1888, as compared with 36,000 tons in 1880, and Japan raised 15,000 tons last year against 4,000 tons in 1880. Something similar has taken place all over the world, hence it is obvious that the supply of copper has been augmented more considerably than has the consumption of the metal. A notable exception to the almost general rule, however, is observable as regards Chili, which produced last year only 26,000 tons, as against 43,000 tons in 1880. Of itself this is singular, but the falling off is of no real moment in view of the great increase of the production in North America.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.



The St Thomas Plate Glass Association had to pay out only \$1,250 for replacing broken windows last year.

The London Machine Tool Company has granted Saturday half-holidays to employes from now until September, 1.

The Customs department has been notified of the seizure for undervaluation at Montreal of a consignment of corkscrews, valued at \$700.

The Government will be asked to increase the duty on wrought iron scrap to such a figure as will practically make it impossible to import it into Canada.

In the article "A merry war in Nails," published in last week's *HARDWARE* the quotations given were in Montreal and not Toronto as some might possibly infer.

Mr. Gale, of the eastern townships, saw Mr. Bowell, Minister of Customs, and urged that homo spring steel be placed upon the free list for the manufacture of spring beds.

Mr. Maurice Frankel, of the firm of Wankel Bros. of this city, left on Wednesday via New York on a trip to his home in Germany, and will also extend his visit to the principal cities in Europe.

A new pipe wrench has just been put on the market which promises to take the place of everything else of this sort. It consists of a small cylinder hung on a rubber band by which it is attached to an ordinary wrench. It will retail for 25c.

The following decisions have been made by the board of customs during the month of April: Brunswick green, 20 per cent.; crocus composition for buffing or polishing metals, 30 per cent.; chrome green and chrome yellow, 20 per cent.; chain pump

castings, as parts of pumps, 35 per cent.; galvanized chain for chain pumps, 35 per cent.; rubber buckets for chain pumps, 35 per cent.; tripol composition for buffing metals, 20 per cent.; venetian red, 30 per cent.

The hardware stock of Henry Evison, Collingwood, Ont., was sold in Toronto, on Tuesday, by Suckling & Co. at 56c. in the dollar. The buyer was H. W. Steep, Winnipeg, Man. The book debts, which were advertised to be sold at the same time, were withdrawn.

Mr. Elias Rogers has opened an iron department in connection with his coal business. Mr. H. S. Mould, who has had many years experience in the moulding of iron and ores in the States is in charge of it. They represent twenty-eight of the leading furnaces in the States.

Messrs. Wallace and Broad, of St. Stephen, N.B.; John L. Gilmore, Ernest Arnold and Wm. B. Gilmour, of Montreal, and H. S. Burritt, of Ottawa, apply for letters patent of incorporation as E. Broad & Son (limited) to manufacture iron and steel tools, with headquarters at St. Stephen, N.B.

Mr. Forrester, manager of W. B. Malcom's brass works, Toronto, was presented on Saturday by the employer and employes with a beautiful gold chain and locket. Mr. A. Smith, the foreman, made the presentation. Mr. Forrester is about to enter business for himself in the United States.

Messrs. Butterfield & Co., Rock Island, P. Q., manufacturers of blacksmith and other tools, are erecting another new building in addition to the two they already have at Rock Island, P. Q. and Derby Line, Vt. U. S. A. The new one will be fire proof, two stories high and 153 feet long. The company's business is fast increasing and they now employ between forty and fifty hands the year round. Their trade connections include every city and town in the United States

and Canada and they are now making arrangements to ship to foreign lands. We are in receipt of a beautiful catalogue brilliantly illustrated which is sent on application. The push and success of this firm is worthy of commendation.

A deputation of newspaper proprietors interviewed the Minister of Customs and Finance to urge a reduction of the duty on stereotype plates for newspapers. The deputation contended that the old rate of 37½ per cent. was amply sufficient protection to the Canada boiler plate industry. And it would give an opportunity to those newspaper proprietors who so desired to avail themselves of the greater variety offered by United States manufacturers. The ministers promised to take the request of the deputation into consideration, but it was stated that in the event of no tariff changes being decided upon, this matter would have to be laid over for another year. Subsequently the deputation waited upon Mr. Haggart in reference to the alleged contemplated re-imposing of postage on newspapers. The Postmaster-General said the Government had not considered the matter, and he did not think the question would come up. So far as revenue was concerned, such a step had no great claims, as the largest postal revenue ever derived from newspaper postage when it was in force was only about \$100,000.

IMPORTERS' GRIEVANCES.

In the article on Importers Grievances in last week's issue, a list of varieties of knives which were now to be classified as mechanics tools was given. To this list butcher's knives have been added.

A customer secured is a promise of greater salary in time.

A reputation for truthfulness is indispensable to permanent and satisfying success.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.



THE APPRENTICE.

It is not the intention to discuss the apprenticeship question, but the apprentice. We are in receipt of a letter from an apprentice seeking information and advice. He writes that he has an ambition to organize apprentice unions similar to the journeymen's unions, and asks our opinion of the matter. The letter is anonymous, and would receive no attention were it not for the earnestness manifested and the undoubted sincerity of the writer in his endeavor to better the condition of the apprentice and to increase his usefulness.

In regard to the organization of any or all unions, their usefulness depends entirely upon the manner in which the unions are conducted, their object, and the direction given them. They can be made of great value and aid to their members and to employers as well, or they can become a positive injury to both. There is one source of weakness regarding them, which when present always works evil. That is the reliance placed in the unions to the exclusion of personal effort. There is a belief among many that a union is all that is required. That it alone will work out the temporal salvation of its members, and that the individual and his own personal endeavors are merged in the union and that is all that is necessary. It to a serious degree takes away the sense of personal responsibility, and the union becomes not only the guardian of the members, but their counselor, advocate, arbiter and all. They consider that their personal obligations and individual efforts end when the union begins; and it is this shifting of reliance on self to that of the union that works injury, disappointment and dissatisfaction. The union is supposed to correct all evils, secure good wages and do for the individual that which he should do for himself. No union can do this, and when it fails the failure is not attributed to a lack of personal effort or the ineffectiveness of the union, but to something wrong in the relations of employer and employe. Where this feature is not present it of course does not work the evils indicated and, with personal obligation and individual effort placed upon each member, the union may be directed greatly to the benefit of all.

In replying further to our apprentice friend, we would state that a union of the kind he speaks of could be made very profitable. If an organization be formed the object of which is to advance the interests of the apprentice in acquiring his trade, to aid him in gaining information and skill, to assist him in becoming proficient in all the branches of the

important calling he has chosen, then it would be at once a success and an important feature in the means of acquiring those qualifications necessary to make the proficient plumber. An organization of any kind is helpful so long as it is directive to greater individual effort, a stimulus to healthy emulation, and an inspiration to sobriety, honesty, faithfulness, industry and all the qualities which go to make up the perfect man as well as the proficient workman. If such an organization be relied upon to take the place of personal responsibility and individual effort, it will prove a failure and a disappointment. It will be worse than no organization, as it will fail in its intended mission, and the members in looking for the cause of failure will ascribe it to industrial conditions, failing to recognize the lack of his own efforts.

The apprentice is a student. He is in a school to be taught. Opportunities are given him to perfect his education, and his time and energies and talents should be sacredly devoted to that end for his own good. He must work for himself. He must gain knowledge by hard work and close application. It cannot be given him, and he will find that he will be helped the most when he most helps himself. It is thus in every human endeavor. Fred Douglas says that he longed and prayed for freedom, but never got it till he prayed with his legs. So it is; neither Providence nor man can help one who does not help himself. Every attainment is reached through properly directed individual effort. There are aids and they will be given to the worthy and industrious freely. It is the common experience that worthiness is always rewarded, and that indolence and recklessness are rebuked. Fortune is not rushing around looking up vagabonds on whom to bestow her smiles. She must be sought out and tirelessly wooed. Associations cannot do this only in so far as they may aid individual effort—in so far as they may inspire the acquirement of all the qualifications that go to make up the upright man and the efficient toiler in whatever pursuit he has chosen. The apprentice may find valuable aid in organization, but for the perfection of himself, the acquirement of his trade, he must rely on his own constant, preserving efforts.

—Sanitary News.

DIRECT AND INDIRECT RADIATION.

Direct radiation is accomplished by placing the heating surface in the apartments to be warmed. Steam is conveyed in pipes to such radiators, and a return pipe is properly arranged to convey the condensed water to the boiler. These radiators are made of either wrought or cast-iron, and when properly constructed, there can be but little difference in first cost in proportion to their capacity for heating a given amount of space. The adaptability of cast-iron to be molded into various shapes has put upon the market

a greater variety of designs of cast-iron than of wrought-iron. The requisites for a good radiator should be: Free circulation of steam, quick delivery of condensed water to the return pipe, unobstructed circulation of air over the outside, ornamental design and durability.

Indirect radiation consists in placing the requisite amount of radiating surface in a chamber or box, and allowing a current of air (usually from the outside) to enter, and after being heated, to pass through pipes or registers to the apartments to be warmed. This system is similar to that of the hot-air furnace, so far as the use of registers and pipes for conveying the heat. Houses heated by furnaces can be readily changed to this system by making use of the same pipes and registers. But, like furnaces, so far as the distribution of heat is concerned, outside influences may materially affect the circulation. That direct radiation is the most economical method of warming is generally conceded; at the same time there is a diversity of opinion in regard to the relation each system bears to good ventilation. We do not propose to discuss here the merits of either system. Much depends upon the construction of the house, and whether any means for ventilation have been provided independent of the heating apparatus. It should be regarded as a fundamental principle in architecture, that the first and most important problem to be studied, after the general design of a building is determined, is the proper positions and magnitudes of heating and ventilating appliances for the structure as a whole, and for each room in particular; and not only should the details of the main and cross walls be modified and adapted to these arrangements where it is necessary, but no question of mere architectural propriety or appearance, nor even of convenience in use, should be allowed to interfere with objects so important to health as good and sufficient warming and ventilation.

—Ex.

There is a mine of common sense in the following remarks of Bob Burdette, the genial humorist: Mr. Vanderbilt pays his cook ten thousand dollars a year, my boy, which is a great deal more than you and I earn—or at least a great deal more than we get—because he can cook. That is all. Presumably because he can cook better than any other man in America. That is all. If Monsieur Saucegravi could cook tolerably well, and shoot a little, and speak three languages tolerably well, and keep books fairly, and sing some, and understood gardening pretty well, and could preach a fair sort of sermon, and knew something about horses, and could telegraph a little, and could do light porter's work, and could read proof tolerably well, and could do plain house and sign painting, and could help on a threshing machine, and knew enough law to practice in justice's courts of Kickapoo Township, and had once run for the Legislature, and knew how to weigh hay, he could not get ten thousand a year for it. He gets that just because he knows how to cook; it wouldn't make a cent's difference in his salary if he thought the world was flat and went around its orbit on wheels. There is nothing like knowing your business clear through, my boy, from withers to hock, whether you know anything else or not. What's the good of knowing everything? Only the sophomores are omniscient.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price - lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for
lime kilns, furnace linings, smelting furnaces,
cupolas, and general foundry purposes.
Write for prices and mention **HARDWARE**.

The Colman Hamilton Co., Ltd.

Livingston's Building,

Telephonone 1998.

34 Yonge Street.

Globe File Manufacturing Co.,
PORT HOPE, ONT.

Superior quality Files and Rasps.
All goods warranted.

For the convenience of the trade, a full stock
of staple sizes, kept at 74 York St. Toronto.

H. D. SIMMONS,
Toronto Agent.

Established 1864.

CLARKSON & CROSS,
CHARTERED ACCOUNTANTS,
NO. 26 WELLINGTON ST. EAST,
TORONTO, ONT.

E. R. O. Clarkson, F. C. A.
W. H. Cross, F. C. A.
A. J. Phillips.

OUR NEW CATALOGUE

Of Paints, Varnishes, Artist's Materials and
Painters Supplies, will be sent to any address
Hardware and Paint dealers. It is profusely
Illustrated and contains eighty-two pages.

WALTER H. COTTINGHAM & CO,
56 St. Peter St. MONTREAL,



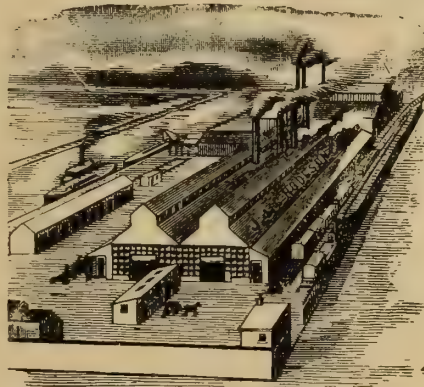
Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.

MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**
Our name is stamped on every pipe. 74 York St., Toronto.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)
ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
Hydraulic and
ELECTRIC

for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: **74 YORK ST.**

Coppered Steel Spring Wire.

QUALITY GUARANTEED

Made specially for Spring Makers.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Send for Price List

Hamilton, Canada.



MANAGEMENT OF A RANGE.

The management of the kitchen range is one of the housewife's accomplishments. The first necessity is cleanliness. A range clogged with ashes will never bake satisfactorily, neither can a clear, bright fire be kept up in it. The grates must be clear of cinders and ashes, and the fuel must be put in with some regard for uniformity. Do not pile the coal or wood all in one end, but place it evenly, so as to distribute the fire over the grate. Open the dampers until the fire is well under way. No time is gained by trying to save a fire at the outset. Let it come up briskly, and as soon as it is clear and bright close the dampers and take care of it. —New York Ledger.

PUTTING UP A STOVE PIPE.

"When I was married," said Brown, "I at once went to housekeeping. When it came to putting up the stove I determined to show what I knew about the article I had been selling for so many years. It was the first stove I had ever attempted to put up for operation, and I had my misgivings about the pesky pipe at the outset." Those who had learned by experience how contrary a stovepipe could be looked at each other and smiled significantly. "I got everything in readiness," Mr. Brown continued, "got my stove properly located, the pipe joined together, and then came to the final act—that of inserting one end of the pipe in the flue-hole and the other over the aperture in the stove provided for that purpose. And then what do you think happened?" he asked, looking about at the interested listeners. Everybody laughed and awaited the sequel of the story, expecting to hear how the pipe fell to pieces at the last moment and undid in a second all that Brown had accomplished in an hour. After quite a pause he answered his own query: "Why, it fitted like a charm and the stove never gave us a bit of trouble." It was some time before the full force of the unexpected denouement to the stovepipe story was appreciated, and Brown had added another curiosity to his list of rare yarns. —Stoves and Hardware Reporter.

MATERIAL FOR CAR WHEELS.

In a recently published account of the works of the Northern Railroad, of France, it is stated that they have an ingenious plan, in the interests of economy, of making wheels for cars by bending up seven pieces of bar iron in such a shape that the center fits inside a band or false fellow, which, in turn, is hammered into a groove in the tire. Fellow and bar are riveted together, and the

bars bent round to the centre of the wheel, and their ends then have a mold placed below them; cast iron is then run in forming the hub, which is afterward bored out and the cast steel axle forced in by 55,000 to 66,000 pounds hydraulic pressure. The life of the center of the wheel is said to be practically interminable under the ordinary conditions, and the cheapness is such that they are now adopted almost entirely.—Ex.

PROTECTING STRUCTURAL IRON FROM RUST.

In an article in the Railroad and Engineering Journal on the preservation of iron and steel structural work, Mr. Woodruff Jones shows that asphalt, coal tar and iron oxide paints are all more or less unsuitable for this purpose, and that pure red lead is the best material. With linseed oil, it forms a hard, elastic coating, clinging with great tenacity to the metal. It does not oxidize the iron as do the iron oxide paints, nor act as a carrier of oxygen from the atmosphere, and it does not soften and run when exposed to the hot sun, nor become brittle with age and scale off, as the asphalt and coal tar paints do. The Government has specified that the iron works of the new library building of Congress be protected with a coat of red lead, and the Navy Department has adopted it for the hulls of its iron and steel vessels, as direct experiment has proved that not only is the metal protected by it, but there is less fouling of the bottom of the vessel and fewer barnacles are found on surfaces thus protected. To obtain the best results with red lead, it must be applied to the work before it sets with the oil. If it be applied after the combining and settling process has taken place, the hard, clinging coating will not be formed on the iron surface. Red lead is more expensive in its first application than the other paints referred to, but it lasts longer and less labor is involved in repainting, so that it is cheaper in the long run.

WIRE FINER THAN HAIR.

In an interview recently published a wire manufacturer made the following statement: "We are at work just now on some pretty small wire. It is 1-500th of an inch in diameter—finer than the hair on your head, a great deal. Ordinary fine wire is drawn through steel plates, but that wouldn't do for this work, because if the hole wore away ever so little it would make the wire larger, and that would spoil the job. Instead, it is drawn through what is practically a hole in a diamond, to which there is of course no wear. These diamond plates are made by a woman in New York, who has a monopoly of the art in this country. The wire is then run through machinery, which winds it spirally with a layer of silk thread that .0015 of an inch in thickness—even finer than the wire, you see. This wire is used in making the receiving instruments of ocean cables, the galvanometers used in testing cables and measuring insulation of covered wires" —Age of Steel.

TRAVELLERS AND TREATING.

A mass meeting was held in Victoria Hall, London on Saturday evening, under the joint auspices of the London Temperance Union and the Commercial Travellers' Circle, to inaugurate a movement against the custom of "treating" with intoxicating liquors. Mayor Taylor presided, and the speakers were: John Cameron, William Armstrong, H. Bellamy, Montreal; George A. McGillivray and William Hamilton. The following resolution was unanimously adopted, and it is expected it will be indorsed by temperance workers throughout the dominion:

Resolved, that the custom of "treating" with intoxicating liquors is a source of evil in many ways, that it is not alone useless and expensive, but distinctly harmful, bringing in all cases temptation in its train, that the habit is unbusiness like, its supposed advantages from a business standpoint being illusory. Therefore resolved: That this meeting calls upon leaders of opinion to discountenance among young and old the treating custom above referred to, and urges merchants, commercial travellers and business men generally, to unite in discouraging such "treating" in connection with business as something unnecessary, expensive and leading into temptation; and further resolved, that we earnestly invite concerted action on these lines throughout the Dominion by business men and others, and that copies of this resolution be sent to the various presidents of boards of trade throughout Canada, to presidents of commercial travellers' associations, to the various conferences, assemblies and synods shortly to meet, and to the press.

NOW THEN LAUGH!

Society as He found it.—Mrs. Intrade: Where is your father?

Adult Son—He is at the store, editing his edition of "Society as I have found it."

Mrs. Intrade—What? A book?

Son—Yes, a ledger, full of unpaid and uncollectable bills.—New York Weekly.

Landlord Hooks (of the Tanner House). Can you refer me to a work from which I can learn how the ancients constructed those catapults that would throw stones half-a-mile?

Friend—Don't believe I can. Why do you want such information?

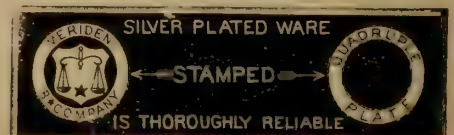
Hooks—Well, you see, I've advertised that the Tanner House is within a stone's throw of the depot, and now I have to rig up some plan for throwing that stone. I am enterprising, but I am not a liar.—Munsey's Weekly.

Ikey's Lesson.—"Ikey," exclaimed Abram Einstein, as he glanced over his son's copy-book, "Who wrote dot gopy, nothink sugseeds like sugsees?"

"Mein teacher," replied Ikey.

"Dot vos wrong Ikey. Nothink sugseeds like failures, und blendy of dem. Don't you forget to remember dot."—Brooklyn Life.

"Look here," growled the advertiser to the country editor; "I ordered my advertisement placed next to reading matter, and you've put it among your editorials!"—Harper's Bazar.



THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.



EUROPEAN MARKETS.

Again there has been an advance in the iron cables; No. 3 Middlesboro iron has gone up 9d. as compared with a week ago, while speculation in warrants have sent them up 3s. 3d. higher than last week. Tin plates are 3d. lower, at 16s. 9d., and latest cables report the market easy at the decline. A sharp advance has taken place in tin, which now stands nearly £2 higher than last week. Copper is easier, while lead is 2s. 6d. better.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£91 10s. od.	£90 2s. 6d.
Future—	91 10s. od.	90 2s. 6d.
Copper, B.E.S.—	56 10s. od.	57 os. od.
Lead, S.E.	12 12s. 6d.	12 10s. od.
Spelter,	22 10s. od.	22 10s. od.
Antimony,	.....	53 10s. od.
Tin Plates—Cokes	16s. 9d.	17s. od.
Pig Iron—Scotch } Warrants. }	48s. 11d.	45s. 8d.
No. 3 Middlesboro',	39s. 9d.	39s. od.

MONTREAL MARKETS.

MONTREAL, May 8, 1891.

The market for heavy material has shown some natural improvement with the opening of the canal and the arrival of the first shipments, and we have in consequence more business to note. Some fair lots of pig have been moved and the tendency of it is slightly stronger than it was a week ago, so much so, that it is doubtful if business could now be done on a \$19 basis as was the case last week. Tin plate remains as firm as ever and the supply open to an offer near at hand is exceptionally small, while its cost exceeds the prices for lots ex store. Chemicals show more activity with some reductions to note in the heavy lines, while oils, glass, naval stores, etc., are more active, with no changes of importance to cite.

PIG IRON.

There has been some more business doing, but the increase was not very appreciable, but the market has a firmer tendency on the whole, and perhaps some purchases which were made last week on a \$19 basis could hardly be expected now. In fact an offer of over that for a fair sized lot was refused the other day. Summerlee rules steady, and \$22 is the basis for it and equal brands for near by delivery. Advices from primary markets continue strong in tenor and warrants have not abated the strength they have displayed, while makers brands are

also firm, although the alteration in them for natural reasons is not so marked as that of warrants. Ocean freights continue easy.

BAR IRON, ETC.

There is a steady business to note at \$2.10 for Canadian bar while foreign remains in the same position. Hoop and bands show no change and the same may be said of sheet iron, foreign advices continue strong.

COPPER.

The easy feeling in copper is maintained and although figures are nominally the same at 13c. or thereabouts it is claimed that as noted last week, more business has been done inside of this price.

CANADA PLATES

Further business of a small kind is noticed in these and several orders of 50 and 100 box lots have been put through since our last on the basis noted last week, viz., \$3.00.

TIN PLATES, ETC.

The position of tin plate is unchanged, and with little probability of any in the immediate future. Some stock arrived last week which was all covered by orders, and there is some near by, but its cost is greater than what stock ex store can be moved for, consequently holders are firm and those who can't hold off have to pay the piper. Further business, however, is being done for late summer delivery at the reduced prices we have already mentioned.

NAILS.

The nail market is as mixed up as ever, and all sorts of stories circulate. In view of them it is utterly impossible to quote a price, for some remarkable prices have been spoken

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

MONTREAL MARKETS.—Continued

of, as low as \$2 being mentioned as a price from the mills, and one prominent jobber when spoken to about it, said he was quite prepared to believe it, but that he was working on a \$2.20 basis, but was pretty well mixed up for all that. Briefly, if the present cutting war goes on, it will keep matters unsettled indefinitely. We quote a list below, but it is purely nominal.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 20
8 dy to 9 dy, " "	....	2 45
6 dy to 7 dy, " "	....	2 70
4 dy to 5 hot cut, Am. pat	....	3 05
3 dy, hot cut, per keg, Am. pat	....	3 70
3 dy fine hot cut, " "	....	5 00
2 dy, fine hot cut, Am. pat.	....	5 20
4 dy to 5 dy, cold cut, per keg	....	2 70
3 dy, cold cut, per keg,	....	3 20

STEEL CUT NAILS.

10 dy to 60 dy, per keg	.....	\$2 30
8 dy to 9 dy, " "	.....	2 55
6 dy to 7 dy, " "	.....	2 80
4 dy to 5 dy, " "	.....	3 05
3 dy " "	.....	3 80
5 dy fine, " "	.....	5 30

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 20
4 dy @ 5 dy, per keg	.....	2 77
6 dy @ 7 dy, " "	.....	3 27
8 dy @ 9 dy, " "	.....	2 95
10 dy @ 30 dy, " "	.....	2 70
Cut spikes, " "	.....	2 25

COMMON FLOUR BARREL NAILS.

7/8 inch, per keg	.....	\$4 50
1 " " "	.....	3 90
1 1/8 " " "	.....	4 20

STEEL WIRE NAILS.

10 dy to 60 dy per keg	.....	\$3.15
9 dy to 60 dy " "	.....	3.45
8 dy to 60 dy " "	.....	3.70
7 dy to 60 dy " "	.....	4.00
6 dy to 60 dy " "	.....	4.30
5 dy to 60 dy " "	.....	4.30
4 dy to 60 dy " "	.....	4.60
3 dy to 60 dy " "	.....	5.50
3 dy fine,	.....	6.60

Finishing nails 45c. per keg over same size hot cut, viz., from \$6.15 for inch to \$3.20 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.15 for 1-inch to \$2.95 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.65 for 1-inch to \$3.45 for 3-inch per 100 lbs. Horse nails, No. 7,

24c., No. 8, 23c., and No. 9, 22c. Terms—"M R M," "P B," and "C" brands in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days.

CHEMICALS.

This market has shown some more activity in a small way since our last, and business may now be said to be opened up as with the arrival of the first lots there is more doing, while the opening of the interior navigation is another inducement. All heavy chemicals rule somewhat easier and there are some reductions to note for round lots this week. Sal Soda has been moved at 90c. and we quote 90c. to \$1.00, while Caustic runs from \$2.50 to \$3.00, a reduction of 20 to 25c. Soda ash is also somewhat lower at \$1.75 to \$2.25 and copperas is 10c. lower for round lots at 80c. to \$1.00 the outside figure for jobbing parcels. Sulphate of copper is 50c. lower at \$5.00 to \$6.00 and there is no other change to note.

OILS.

There is no change in oils and we have no further business to note in seal oil which is nominally quoted at 47 1/2 to 50c. Linseed is unchanged 64 to 65c. for raw and 67 to 68c. for boiled and other lines show no change.

LEADS.

Leads are unchanged with a fair business doing. We quote prices as before:—White, \$6.25 @ \$6.75; No. 1, \$5.25 @ \$5.50; No. 2, \$4.50; No. 3, \$4.25; dry white, 6 @ 6 1/2c; do. red, 4 1/2 @ 5c.

GLASS.

Glass is unchanged at \$1.43 to \$1.55 for first and second breaks.

NAVAL STORES.

There is a good enquiry for all lines of naval stores, and the movement has shown considerable improvement within the week. We quote:—Turpentine, 60 to 61c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste 5 1-2c. for colored, and 7c. to 10c. for white; oakum, 5 1-2c. to 7 1-2c.; and cotton oakum, 10c. to 12 1-2c.

CEMENT AND FIRE BRICK.

With the arrival of the first new lots there has been more doing, but the movement has not had time to assume large proportions yet. Transactions, ex wharf, have transpired at \$2.32 to \$2.37 net cash, but the price is still \$2.55 to \$2.65 ex ship for best English with Belgian brands 20c. lower. Firebricks for near by delivery are offering at \$18 to \$24 per 1,000 as to size of lot and brand, with only a fair demand.

TORONTO MARKETS.

TORONTO, May 8, 1891.

Trade has been fairly good the past few days. So far this week there has been a decided improvement on any week we have had this year, and continued activity is expected for some time. While the movement has not assumed large proportions in any particular line orders have been more numerous. Payments are quite up to an average for this season of the year. In values there is still a great uncertainty in nails though the market seems steadier than a week ago. Bar and similar irons are lower. Complaints of cutting in tinued iron are reported. Glass is cabled firmer. Binder twine is unchanged. Manilla rope is down 1/4c.

METALS.

IRON AND STEEL—Cables are higher and mail advices from the American markets report more activity and possibly some slight advance. Locally there has been no change in values. Demand has been of the ordinary character. Importers are quoting Carnbroe to arrive at \$21; Calder at \$22; No. 1 Middlesboro at \$21; Summerlee \$23. American Scotch irons are quoted at \$22.50 to \$23, and Soft Southern at \$20.50 to \$21.50.

Bar iron is down 5c. to \$2.05 to \$2.10 for domestic and band, hoop, Sweedish, sleigh shoe and tire steel are easier; Nova Scotia bar can now be bought at \$2.10 here.

COPPER—Remains quiet and unchanged on spot at 13 3/4 to 14c. for lots and 14 1-2 to 15c. for small quantities but private cables received last night indicate a slight improvement amounting to £1 per ton on both ingots and sheets.

TIN—Is firm at last weeks advance. Lots are held here at 22 1/2 to 22 3/4c. with smaller quantities at 23 to 23 1/2c. Demand is slightly more active. Cables show a decided improvement in demand and price on the English markets. The recent low prices of this article having directed the attention of speculators, they purchased extensively, causing to a great extent the present advance which is expected to be permanent, as late figures have been considerably below the average price.

LEAD—Demand is quiet and local stocks are light. The market for domestic lead is almost bare and prices are firm at 3 3/4 to 4c. Imported stands at 4 to 4 1/4c. Cables are a trifle firmer.

ANTIMONY—Dull and easy at last weeks decline with Cooksons at 18 to 18 1/2c. and other brands 17 to 17 1-2c.

ZINC AND SPELTER—The market remains without any special feature. Demand is light and prices are unchanged.



ENAMELLED WARE

CAST IRON AND PRESSED.

We have made an immense purchase of these goods and now offer them at prices that will close them out quickly.

GOODS AND PRICES CANNOT BE REPEATED.

It will pay to defer buying till you see our samples and get quotations.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

MARKETS—Continued.

TIN PLATES.

The tin plate market continues in a very peculiar position. In consequence of the light stocks and high prices buyers are working on a hand to mouth basis. For extra charcoal tin to-day's quotation is firm at \$5.50, but for July and August shipment the same grade can be bought at \$1 per box less. However, as it is essential for consumers to purchase to meet the requirements of the trade, they are reluctantly compelled to buy at to-day's prices, as it is impossible to purchase in the English market any of the low priced plates for prompt shipment.

TINNED IRON.

Complaints are made that some jobbers are cutting prices to eastern buyers. To-day's nominal prices for 72x30 up to 24 gauge are 6¾ to 7c.; 26 gauge, 7¼ to 7½c.; and 28 gauge, 7¾ to 8c.

NAILS.

Local prices of cut nails have been reduced to \$2.35 to \$2.40, with a 5 per cent. discount for cash off the top quotation. In round lots for shipment from Montreal various figures are quoted, but \$2.20 to \$2.25 seems to be the general price. The break in the market has curtailed the demand, as most buyers will not take hold until they are certain that the bottom price has been touched. At the moment the feeling is steadier; jobbers ask \$2.25 to \$2.30 f.o.b. Montreal, while large buyers bid \$2.15 to \$2.20.

There have also been reductions in other nails. Brads and moulding and wire nails can now be bought by large buyers at 70 and 10 off. On horse nails the discount has been increased, and is now 50 and 10 to 60 and 5 off.

GLASS.

The local demand is fair and prices here are unchanged. Cables report an advance of about 3 per cent. over last week's quotations, which was anticipated. The early spring shipments are due here next week.

PAINTS, OILS, ETC.

There has been a fair steady demand for paints at unchanged prices. The feature in this market is the scarcity of turpentine. In fact there is none here. Importers have been waiting for a decline in the South and have held off. Prices here are firm, at 62 to 63c., but Savannah advices say the market is lower. Linseed oil is firm, but there is not any prospect of an advance.

The Oil, Paint and Drug Reporter makes the following remarks on the improvement in the paint trade which apply also to the Canadian market.

After two years of almost unparalleled dullness and depression, the paint trade starts in the current season with unusually bright prospects. Although it is generally held in the trade that the business lost through adverse conditions in one season is never made up, that belief is likely to be uprooted and cast aside for good and all if the results of the season are as good as present indications promise. The city trade, it is true, shows little or no increase in volume, and in fact some manufacturers and dealers are complaining that it is very backward; but city buyers have contracted the habit of ordering from day to day in such quantities as immediate necessities dictate, and though they increase the size of their orders very little, or possibly not at all, in the spring, their total purchases for the year are if anything larger than in the old time when the trade ran in seasons—spring and fall. The country business, however, is booming, and every house in the trade is occupied to its fullest capacity in filling the orders of out of town and local buyers. This is remarkable in that for the past couple of years country orders have been mainly conspicuous at this season by their absence. It would be hard to pick out any particular article that is distinguished by special activity. From white lead down to putty nearly everything on the list is moving—though not as in previous active seasons, in large quantities. The demand is exclusively of a jobbing, we might almost say retail, character, as distributors have found that it is cheaper and safer to allow the large manufacturers and dealers to carry their stocks than to crowd their shelves with goods, the bulk of which may be left on their hands at the end of the regular consuming season. And the manufacturers and jobbers are responsible for this state of things because of the excessive competition among them which has brought prices and terms down to the point where the large buyer has little or no advantage over the smaller competitor. This species of competition is not so aggressive as it was a few seasons ago, before the trade was organized into local clubs for the discussion and regulation of trade abuses, but it is nevertheless a too prominent feature of the business, which it is hoped will in time be obliterated as the benefits and value of such organizations become more generally recognized. An encouraging feature of the situation is the fact that in spite of the com-

plaints of slow collections and bad debts in other lines of trade, paint manufacturers and dealers are having very little trouble in this regard. Consumers, as a rule, are paying their bills with commendable promptness, and those who have been inclined to shirk their responsibility or delay settling day are brought to a realization of the danger of loss of credit resulting from such action, through the operation of the local Credit Bureau. On the whole, the prospects of the paint trade this year are most encouraging, and unless strikes or some other unforeseen complications upset present calculations the spring season of 1891 will be one of the most prosperous in many years.

THE BRITISH LINSEED OIL MARKET.
(From Tulloch & Co.)

LONDON, April 25, 1891.—Since our last there has been a better demand for oil, spot, prices being 4 1-2 to 6d. per cwt. higher, whilst distant delivery is also more in request with, rather less demand for cake, crushings have not been so heavy. The home trade is giving the market good support, and there is more enquiry for export. Linseed after being very firm, has given way under weaker Eastern exchanges. The quantity of supplies, afloat, show some reduction, viz :

From Bombay and Calcutta to U. K. :

1891.	1890.	1889.
Qrs. 47,685.	58,907.	64,484.

To-day's values of oil, are as quoted :—
April, 22s. 6d. to 22s. 7 1-2d. ; April and May, 22s. 9d. to 22s. 10 1-2d. ; May and July, 23s. to 23s. 1 1-2d.

IRON PIPE.

Wrought iron pipe is now offered at 60 to 62 1-2 per cent off the list, while galvanized can be bought at 30 to 30 and 5 off. Among the other changes a slight increase in the discount on fork and hoe hands is noted, it now stands at 30 to 35 per cent. off. Brass kettles are now being sold at 7 1-2 per cent. discount off the new list.

OLD MATERIAL.

The supply of stock continues good, but there is no improvement in the demand from the foundries. The prices are unchanged and as follows :—For No. 1 heavy scrap, 65 to 70c. per 100 lbs. ; stove cast scrap, 50c. ; No. 1 wrought scrap 65 to 70c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new scrap copper, 9½ to 11c. ; heavy scrap copper 11½ to 12c. ; old copper bottoms, 9 to 9½c. ; light scrap brass 6c. ; heavy yellow scrap brass 8c. ; heavy red scrap brass 9½c. ; scrap lead 2½ to 2¾c. ;



THOS. DAVIDSON & CO.,

WATER COOLERS, FLY TRAPS, BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

scrap zinc, 2 to 2½c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Prices are steady and business moderate. Canadian refined is unchanged at 16c.

In its weekly oil report the Petrolia Advertiser says: Petrolia crude is \$1.38½ per bbl. Oil Springs crude \$1.40½ per bbl. The market is very firm at these quotations, and refiners have commenced to stock up for the fall trade, when they expect a larger business than ever before. There is no doubt about it, the country is prospering and increasing, as is evident from the increasing consumption of coal oil, which is as good an indication of the prosperity of the country as can be obtained from any source. All the drilling tools in the oil region are going full blast, and we do not hear of any dry holes being obtained. Refined is 12½ to 13 cents; gas oil and petroleum tar have advanced in price, and are now quoted at a dollar a barrel, f.o.b. here.

HIDES, ETC.

HIDES—Are quiet at 5 to 5 1-2c. for No. 1 green. Buyers are not anxious to trade yet, as grubby stock has been offering for some time. This spring hides were quite grubby.

SKINS—Sheepskins are \$1 to \$1.50, calf skins are 6 to 8c.

TALLOW—No change, 5½ to 6c. for refined, 2c. for rough.

Wool—Is 18 to 19c. and is as dull as ever.

RAW FURS.

Raw furs are quiet at following quotations—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1 50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

AMERICAN MARKETS.

NEW YORK, May 8, 1891.

Drawing the line at a pseudo bullish movement in Bessemer pig conducted under Pittsburg auspices, there is nothing more than the routine business in iron or allied products in any quarter. As a rule, buyers adhere closely to the lines of strict conservative action, providing fully for immediate wants, but manifesting little more than watchfulness as regards the future. Sellers, too, pursue a careful policy, and the general market is as free from fluctuation in values as from important trading. Inquiries are not broad enough to afford much encouragement to those in the trade who have patiently waited for signs of improvement to be ushered in with the month of May. Yet hope has not been abandoned, and there are still many believers in better things ahead.

IRON.

The varieties of foundry grade pig iron popular with Eastern consumers are moving off steadily, and deliveries still run so closely to the output that prices are maintained without the slightest difficulty. The full range is \$17 to \$18 for No. 1 and \$16 to \$16.50 for No. 2. Mill grades are quoted at \$14 to \$15, with little movement in the

same at this point. Bessemer pig sells at \$16.50 to \$17.50 at furnace, and, next high grade foundry iron is the strongest article on the list. Other steel-making material is rather slow, with \$28 to \$29.50 quoted for 20 per cent. spiegeleisen and \$64 to \$65 for 80 per cent. ferro-manganese.

STEEL RAILS.

Some idea of the temper of buyers of steel rails may be derived from the fact that the Pennsylvania Railroad Company has placed an order for an insignificant 2,000 tons, or a very small proportion of the quantity that will be needed before the summer is over. Other companies are equally as slow about coming to the front, and profess entire indifference. Despite the slowness of business, manufacturers do not yield, and \$30.75 to \$31.00 at tide-water, or \$30 at mills, are yet the inside figures for heavy sections.

OLD IRON.

Old iron rails, like other crude material, find slow sale. A small parcel of tees was let go at \$21 25 on cars, a short time ago, while the general quotation was \$22 to \$22.50. Wrought scrap is valued at about \$21 to \$21.50 by sellers, but over \$20 would be difficult to obtain.

COPPER.

The copper market remains very quiet, and the real situation cannot be arrived at with any claim to accuracy. Producers are non-committal as to what desirable orders would be taken at, and offer indifferently. The effort is made to have it appear that 13¾c. fairly reflects market value, but small sales are making at ⅓c. less, and there is reason to believe that bids of 13 1-2c. would not be passed. The value of other varieties of the metal is somewhat uncertain also, but 12¾ to 12½c. for Arizona and 11¼ to 11½ for casting brands are still asked. The London market remains firm.

PIG TIN.

Under the influence of a further rise in prices in the London market, pig tin is slightly dearer, and although speculation is tame and exceedingly cautious, there is enough business doing on trade account to give the market very good form, despite the heavy stocks here. In a speculative way about 75 tons have been sold the past few days at \$20.05, May and June delivery. Spot stock is quoted at \$20.05 in ten ton lots, and 20½ to 20¼c. in smaller quantities.

PIG LEAD.

Purchases of pig lead have been on a very moderate scale the past few days, and now that consumers have provided for near future wants, the demand is very light. For single carloads 4 1-2c. was bid, but larger quantities are difficult to sell at that price.

SPELTER.

Spelter is selling slowly and in moderate quantities only. The slow movement, along with somewhat free offering, keeps the market flat, and \$4.85 to \$4.90 seems to be extreme value for prime Western, and \$4.75 to \$4.80 are the best figures for common.

TIN PLATES

The tin plates market is positively dull. Large buyers are doing nothing, aside from taking care of stock coming forward on old purchases, and trade with the smaller buyers is hardly up to the average. We quote:—Charcoal, ½ cross assortment, Melyn grade, \$6.12½ to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.8c to; for

each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.20 to ...; M. F., 20x28, \$15.00; Worcester, 14x20, \$5.62½ to Worcester, 20x28, \$10.50; Dean grade, 14x20, \$5.05 to; Dean grade, 20x28, \$10.25 to; D. R. D. grade, 14x20, \$4.85 to ...; D. R. D. grade, 20x28, \$9.75 to; A. C. Coke—Penlan grade (iron), \$5.20 to; J. B. grade, 14x20, \$5.27½ to; I. C. Bessemer steel, 14x20, coke finish, \$5.22½ to; I. C. Bessemer steel, coke finish, \$5.35; I. C. Bessemer steel, squares, \$5.75 to basis; I. C. Siemens steel, squares, \$5.85 to \$0.00 basis.

Did you ever notice the peculiarity in the figure 9? When an error has arisen from any transposition of figures the difference between such transposed numbers is universally a multiple of the numeral 9. For instance suppose an error occurs in bringing out a trial balance or cash settlement, and that the sum short can be divided by 9 without any remainder. If it has occurred in this way there is a strong probability that the mistake has been made by transposing figures; at any rate, if such mistake takes place by reason of transposition, the sum in question will always divide by 9 without remainder. To illustrate this: If 97 has been put down as 79 the error will be 18, or twice 9, exactly; if 322 be set down as 223 the error will be 99, or 11x9, and so on between any transposed numbers. Try it and prove it.

The question of illegal preferences to creditors has been agitating the business community since a recent decision of the Supreme Court at Ottawa, and G. B. Smith, member for West York, has a bill before the Ontario Legislature to counteract the evil effects resulting from that decision. The bill provides that: Every gift, conveyance, assignment or transfer, delivery over or payment of goods, chattels or effects, or of bills, bonds, notes, securities or shares, dividends, premiums or bonus in any bank, company or corporation, or of any other property, real or personal, made by a person at a time when he is in insolvent circumstances, or is unable to pay his debts in full, or knows that he is on the eve of insolvency, which has the effect of defeating, delaying or prejudicing his creditors, or any one or more of them, or of giving any one or more of them a preference over his other creditors, or over any one or more of them, whatever the interest may be in making the same, or whether the same be made voluntarily or under pressure, shall, as against the creditor or creditors injured, delayed, or prejudiced or postponed, be utterly void. The Legislation Committee of the House amended the bill by inserting "within three months of becoming insolvent," and in this form it will likely be passed.

Soap and water are cheap, but soil on goods is expensive.

Goods conveniently located save time, money and temper in showing.

Restore goods to their proper places as soon after using as possible.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

A CASE WHERE ADVERTISING PAID.

There is one printer in this city—I shall call him Doffs, but Doffs is not his name—who practices what he preaches, and who has found that his gospel is the right sort and full of saving grace. His theme, first, last, and all the time, is :

"ADVERTISE."

Like the good evangelist, he sets the proper pattern and, as a result, believers are added to "the faith" every day. He has a great and growing business, and there is no better known printer in these parts. His five job presses are never idle. But things were not always so prosperous with Doffs.

Eight years ago the job printing establishment (?) of Doffs contained only a packing case—used as a table—a very ancient chair, and a lithograph of Mary Anderson. No type, no press, no paper, no ink! Yet Doffs' sign was out and he awaited the arrival of his first customer. Fifteen days flitted away and no man had darkened his door. Was not his sign out? Well, yes, it was out; but it didn't slap a fellow on the shoulder and say, "Here is Doffs, the printer." No, no! The sign was a very dumb thing, and Doffs knew it. He wanted cards to circulate, he wanted his sign in the newspapers; but card stock cost money, and the newspapers did not print advertisements for nothing. Alas, poor Doffs was dead broke! In fact, bread was getting mighty scarce at Doffs'.

"Advertising pays," meditated Doffs, "and, if I could only 'work' the newspaper, I think I'd get along." An idea struck him—it was bold, it was rash, it was fraudulent; but there was bread to win, and affairs were desperate with my friend. He sat down and penned four copies of the following, and mailed them to the four leading newspapers :

PAINFUL ACCIDENT.—Little Johnnie Card-board, a press-feeder in the office of Doffs, the printer, No. ——— street, caught his hand in a Gordon press yesterday and was badly mashed. Perhaps it will have to be amputated.

The item appeared in each of the papers in the morning. Before noon a benevolent looking lady entered Doffs' office and ordered some nice cards for a church festival.

"How's the boy?" said she.

"Boy? What boy?" responded Doffs, unguardedly.

"Why, the boy that got his hand in a press."

"Oh, excuse me, madam. I am 'most crazy over the affair. He's getting along nicely, thank you. The doctor thinks he can save the hand."

"Good," said the woman, "here is a dollar for the little fellow," and the good woman departed. Let us hope that if this kind lady ever reads this she will be charitably disposed towards my friend, as that dollar went to buy bread and meat for a family that needed just such sustenance.

From that day Doffs began to thrive. He soon had types and presses of his own, and through cards and newspaper advertising is

one of the best known job printers in Western New York.—Joseph Henderson, in the Press and Printer.

LIABILITY. OF MERCANTILE AGENCIES.

A recent decision regarding mercantile agencies by the Supreme Court at Ottawa is of interest to the business community. Mr. Cossette, of Valleyfield, Que., sued Dun, Wiman & Co., for damages for furnishing to a subscriber information concerning his financial standing and business which was entirely incorrect and which had the effect of completely ruining his credit and financial reputation. The defendants contended that the information contained in their report had been by them obtained and communicated to their subscriber in good faith and in the usual course of their business; that mercantile agencies such as theirs are lawful and useful, and that they are now considered as a necessity by the mercantile world; that the report in question was communicated by them confidentially to one of their subscribers at his request, and in consequence the communication was a privileged one for which no action would come against the agency, though the plaintiff suffered damage thereby. The Supreme Court held against the agency on all these points, and decided that mercantile agencies which make it a business to supply for a reward information concerning merchants and their business, must suffer the consequence resulting from the false and incorrect reports communicated to them by their subscribers.

PREJUDICE AND THE FIRST COPYING-PRESS.

The copying press is one of the most valuable aids to business men ever invented, but nevertheless when it was first introduced it met with most determined opposition. The inventor was James Watt, the famous discoverer of the application of steam, and in a recent inaugural address before the University of Glasgow, Prof. Archibald Barr said: We need not be surprised to find that Watt's copying process, though brought out practically in its present state of perfection, found little favor at first with many business men; but it is curious now, after the invention has for more than 100 years been almost indispensable to the class of men who then resented its introduction, to read of the bitterness of the opposition which he met with. The fear that "it would lead to the increase of forgery" ran so high that on one occasion when Smeaton and Boulton (Watt's partner) were sitting in a London coffee house, they heard a gentleman exclaiming against the copying machine, and "wishing the inventor was hanged and the machines all burnt." No one could attempt to estimate the value to the world of this single invention, and still comparatively few people now know to whose labors and knowledge they owe the boon.

Work can always be found in a store without double-million microscope.

Master the whole business and the way to fortune has been mapped out.

Every line of goods embodies a history and a science worth years of study to understand.

A feather duster disperses but does not remove the dust from the store.

Rivalry, open, fair, good natured and enterprising, is the life of business.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c
PETROLIA, - ONTARIO.



Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

A CURIOSITY WHICH ANNOYED THE INSPECTOR.

Jarno in American Machinist: I do not mean the kind of curiosity exhibited by the fellow that discomposes one by asking what there is new in this week's paper, just as one is tearing off the wrapper. This fellow is more curious than logical, as he does not appear to recognize the difficulty of telling what is in the paper before looking at it.

The inspector is a well-established official in our larger machine shops, and is becoming more common in smaller ones. He is a sort of indicator for the mental atmosphere of the whole workshop, and oftentimes his influence extends into the office. When he is good humored all is pleasant; when he does not feel well things are awry. It has been said that more unpleasant sensations are excited through the nose than through every other organ of sense. Our inspector is fearful lest he be a party to offending the ear; he is easily disturbed by noise, and especially by the noise of gears. He does not as yet have any noise meter, and so in passing judgement upon noise his imagination has unrestrained liberty. However nice the distinction, our inspector can always tell whether gears are too noisy, or just noisy enough.

Now he finds something more definite; a spindle is out of true, showing an eccentricity of one two-thousandth of an inch, and giving an arbor, held in the spindle hole, a throw of one one-thousandth of an inch in extreme, which is too much to be allowed to pass. The foreman is called, and then the workman, who says that the spindle was true when it left his hands. The foreman leisurely turns the spindle a few times, looks at the indicator, and behold, the spindle runs true! Why does it run true at one time and not at another?

The hole in the spindle boxes are one one-thousandth of an inch larger than the spindle bearings. When a bearing is oiled, and the spindle is running, the oil is about equally spread over the bearing. But when the spindle stands still for a few minutes it settles so that the under side of the bearing touches the box, and the oil is forced to the top. Now, when the spindle is started up an eccentric of oil is carried around by the bearing and a cam of oil is held by the box, and until the oil is distributed, the spindle does not run true. The spindle will often run out of true for eight or ten turns. Upon stopping the spindle the indicator at once shows that it is settling down through the oil. If the boxes are not in line the spindle bearings may be held to oneside, so that the spindle cannot settle, and there will be no oil eccentrics or cams that will have any effect. If a spindle does settle, upon being stopped, we have evidence that the boxes are in line. Hence, the curiosity that annoyed our inspector might have been an evidence of good work rather than of bad. This matter of a

spindle's running out of true, when first started up, is no longer a curiosity among good mechanics.

In starting up a planer or a grinding machine, in the morning or afternoon, it is often well to take the precaution to let it make a few strokes before beginning to cut. A planer table takes a different position, after standing for a while, and if the tool is allowed to cut on the first stroke after starting, it leaves a mark. This especially holds in taking a finishing chip. Some planer men will not begin a finishing chip unless there is time to carry it across before the power stops—Age of Steel.

METAL AS A SUBSTITUTE FOR WOOD IN RAILROAD TIES.

The report of the Forestry Division of the United States Department of Agriculture, on the consumption of wood for railroad ties, seems to establish the fact that this consumption is a leading factor in the depletion of our forests. Besides many interesting statements regarding the destruction of young trees, the report also contains the results of an exhaustive inquiry as to the use of metal by railroad managers, in this and many foreign lands, and this method of construction is suggested as one remedy for the denudation of our forests, which is generally acknowledged to be going on at the present time.

This portion of the report was prepared by E. E. Russell Tratman, C.E. The statistics are given of 25,000 miles of railroad laid with metal track out of a total mileage of the world (exclusive of the United States and Canada) of 187,721 miles, or a relation of 13.12 per cent. to this total mileage.

In foreign countries the use of metal, for wood, on railroads has passed beyond the experimental stage. Practical tests are now being made in this country, and interest in the subject among railroad men is increasing.

A section of track on the New York Central & Hudson River road, about a quarter of a mile in length, was laid with the modified "Hartford" tie. Mr. Walter Kattie, the engineer of the road, reports as follows regarding this experiment:

"The ties (metal) were laid in November, 1889. The line has the heaviest kind of freight and passenger traffic. Passenger engines, with a weight of 36 tons, on four driving wheels and a driving wheel base of six feet, pass over these ties at speeds of 40 to 55 miles per hour. The ties have not been in use long enough for the expense of maintenance to be determined. Apparently, it is thus far no greater than with wooden ties. The reason for using these ties was the desire to secure economy over wooden ties, and to obtain a superior attachment of the rails to the ties. The result has so far been quite satisfactory. I am of opinion that the rolled metal tie is essentially

ally a requisite for first-class permanent way in this country. Having investigated the relative economy of metal and wooden tie systems for a term of 50 years, I am led to believe, as the result thereof, that upon the basis of 55 cents for a wooden tie and \$3 for a steel tie, and under the same conditions of traffic and maintenance expense existing on this line, the relative economy is from 8 to 12 per cent. in favor of the metal system."

The general adoption of metal in place of wood for railroad ties would check the enormous consumption of the young growth of our forests. On this point Mr. Fernow, of the Forestry Division, makes this forcible statement:—"The use of wood, and the method of using it, are largely matters of custom everywhere. In the United States the enormous supplies which the native forests yielded have not only induced a very extensive, but also a very wasteful use of wood, until now we have reached a point when the prospect of reduced supplies makes the study of economics a matter of national concern, and within a not too distant time private interest will also awaken to the need of it."

To inventors a wide field of study and usefulness is open, in devising good and economical applications of metal for ties and rail connections.—Iron Trade Review.

DAMAGED GOODS.

The importance of the dealer pointing out any defect that may exist in goods they are selling is often not sufficiently appreciated. If the dealer sells damaged goods without calling the attention of the purchaser to the fact that the article is not perfect, he runs a great risk of losing trade, for a purchaser once deceived will not be likely to come for a second imposition. The dealer cannot afford to argue inadvertence, for he cannot be excused for carelessness; and inadvertence is, plainly put, carelessness. The safest plan is to keep all damaged goods in a separate place, and in addition, to call the attention of the customer to whatever flaw may exist, making such reduction in the price as the defect warrants. This rule should be applied to even the smallest article, and the dealer will find that it pays to follow out that policy. There are many articles that may show a slight defect or flaw that will not affect the usefulness of the article and might never be detected by other than an experienced eye. Whenever the dealer, who is presumed to possess that sort of an eye, discovers the defect, he should not trust to his memory, but at once place the piece of goods where he will be able to call attention to the flaw when making a sale. If the damage is such as to impair the article he should not sell it at all, and his honest efforts to protect his customers will repay him for any losses he may sustain in that way.—Ex.

You can lose more than we do by not subscribing for this paper.

CIRCULATION OF TRADE PAPERS.

The question of the circulation of a trade paper is one of the most delicate subjects that can be brought up for discussion. It is hedged about with difficulties, however it may be considered. The general public become accustomed to large figures by reason of what is put forth from time to time by the daily papers. Unscrupulous advertising solicitors having faith in big stories have no hesitation in naming improbable figures of circulation, sometimes impossible figures. The public, knowing that a certain daily paper has achieved a high degree of financial success by circulating 100,000 copies, reasons, however fallacious the reasoning may be, that a successful trade paper must have the same, or at least nearly the same, circulation.

A case in point, happily illustrating the idea, occurred some years since. A certain trade paper, the circulation of which is in a very well defined field, which field it thoroughly covers, and outside of which field it is relatively unknown, occupies a very high position. Its proprietors are in excellent financial circumstances, and the establishment generally ranks among the best. A well-informed business man, discussing the question of circulation of trade journals, said, referring to this paper, which, for the lack of a better name for the moment, we will call the "X" paper:

"Well, I suppose the 'X' has a circulation of at least 75,000 copies. I know it is a prosperous paper, and it is taken by everybody in the trade. I suppose that perhaps they publish more than 75,000 copies."

Nothing could be more ridiculous than this assumption. The number of firms engaged in the lines of business to which this paper appealed was only a little more than one-tenth of the estimated circulation that this gentleman gave. What more can be asked of a trade paper than that it shall thoroughly cover its field? If everybody in the trade takes it, then enough take it, and an extra circulation would be a disadvantage.

It is a well-known fact that many, if not most, of the trade papers cost more for paper, printing and distribution than the subscription price will pay for. On a circulation of 5,000, 10,000 or 20,000 copies, whatever it may be, there is a dead loss of so much money. All that can be expected under the circumstances, then, is that the publishers shall supply the paper to actual subscribers in the trade. Any other circulation is very far removed from their ideas of prosperity. Notwithstanding these facts, we occasionally find a trade paper that puts forth circulation figures that are altogether out of reason. We encountered something of this kind only a short time since. A trade paper claimed a circulation that was several times in excess of the number of business men in the line to which it was devoted. This indicated either ignorance or rascality. If there are only 10,000 men in a certain line of business, it is ridiculous for a trade paper devoted to that line exclusively to claim a circulation of 25,000 copies. It would be more reasonable to suppose that the circulation is 7,500 copies or less, for never yet did every man in a given line of business take the same paper.—Office.

A BUSHMAN'S TEST FOR AXES.

A hint may be serviceable to axe manufacturers in Britain was given by an experienced Australian bushman to a new chum. "It may be useful to you when you go into a store to buy an axe. Take out your pocket knife, open it, and hold it so—, as if you were going to sharpen a pencil, but with the back instead of the edge towards you. Then run the back of the knife gently over the edge of the axe. If the edge turns ever so little, so that you can just feel it, the axe is all right. If it won't turn, it is too hard." Trying an English-made axe lying at hand, he said, "Humph? that's no good." The edge would not turn.—Ex.

Refrigerators



—OF—
ALL
KINDS.
Manufactured by
Knowles & Nott,
Brantford, Ont.
Send for
Catalogue.

The Manufacturers' Life Insurance Company

—AND THE—

MANUFACTURERS' ACCIDENT INSURANCE COMPANY.

HEAD OFFICE: Traders' Bank Building, Yonge St., Toronto.
Capital, \$2,000,000 and \$1,000,000 respectively.

PRESIDENT: ---Rt. Hon. Sir John A. Macdonald, G.C.B., P.C.

VICE-PRESIDENTS: { GEO. GOODERHAM, President Bank of Toronto.
WM. BELL, Organ Manufacturer, Guelph.
S. F. MCKINNON, Wholesale Milliner.

These Companies having two separate and distinct charters, Stock Capital, Government Deposits, etc., can issue a combination of Life and Accident Insurance, never before presented to the insuring public, and which can be issued by no other company in this or any other country unless so constituted. To professional men and all others who are likely to incur serious pecuniary inconvenience when laid aside by any casualty, such policies are calculated to prove a great boon. They afford more complete protection than life policies alone, at a very small additional cost, and may be applied to all plans of life insurance.

JOHN. F. ELLIS, Managing Director.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers,

Toronto and Winnipeg.



SALES MADE OR PENDING.

R. Scates, general merchant, Highgate, Ont., has sold out to E. Beattie.

The general stock of Fitzpatrick & Co., Wallaceburg, Ont., has been sold.

J. H. Richards, general merchant, Carlow, Ont., has sold out to Thos. Gledhill.

The general stock of Lindsay & Co., general merchants, Griswold, Man., has been sold.

Frank Power, stoves and hardware dealer, Lunenburg and Bridgewater, N.S., has sold out the Bridgewater business.

PARTNERSHIPS FORMED AND DISSOLVED.

Walker & Hanson, general merchants, Truro, N. S., have dissolved.

J. B. Rutherford, general merchant, Stone-wall, Man., has admitted Geo. Musgrove as partner, under the style of Geo. Musgrove & Co.

McCall Bros. & Co., manufacturers of machine oils, Toronto, have dissolved, J. B. McCall continuing under unchanged style.

FIRES.

The McLaren Mfg. Company, woodenware makers, Montreal, are burnt out. Insured.

REMOVALS AND DEATHS.

Cormick & Myett, plumbers, etc, Montreal, have dissolved.

Michael Skelly, general merchant, Rawdon, Ont., is dead.

Featherston & Co., general merchants, Essex Centre, Ont., have removed to Cottam.

James McKean, general merchant, La Have Ferry, N.S., has obtained consent for his wife, Margaret McKean, to carry on the business.

Rose & Marshall, stove-dealers etc., Vancouver, B. C., have dissolved, M. S. Rose succeeding.

Jos. Martin, of John Martin and Sons, plumbers, Montreal, is dead.

DIFFICULTIES, ASSIGNMENTS, AND COMPROMISES.

A. McPherson & Co., founders, Oxford, N.S., have assigned.

John Casey, general merchant, Eganville, Ont., has assigned.

M. H. Leprohan, hardware dealer, Joliette, Que., has assigned.

The Lake Manitoba Trading Co., Lundyville, Man., has assigned.

John B. Morris, general merchant, Bridgewater, N.S., has assigned.

Stanislas Collier, general merchant, St. Telephore, Que., has assigned.

J. A. Pritchard & Co., general merchants, Wapella, Man., have assigned.

B. Learn, general merchant, Arkona, Ont., has assigned to Alf. Robinson, London.

John Cowan, general merchant, South River, Ont., has assigned to Henry Barber & Co., Toronto.

CORDIALITY
BETWEEN COMPETITORS.

D. T. Mallett in N. Y. Hardware writes:

In a fair-sized city which I have in mind not far from Chicago, there were four hardware stores. The place is a steady growing one, and the stores in question did a very fair business, and were, in short, so prosperous that two young men who had worked their way up in a wholesale hardware house in Chicago, decided to make a start for themselves in the retail line in the city referred to. Their business advent naturally made some division in the trade of the four old concerns, especially as they were young men of considerable push and natural ability, and eager to obtain a foothold.

The proprietors of these four original stores, feeling the loss of a portion of their trade, determined among themselves to combine against the new enterprise, and use their influence, where possible, to hinder its success. To this end, they individually, with a mutual understanding, circulated among the wholesalers and manufacturers insinuations which reflected upon the methods and integrity of these two young men, with the object of indirectly depriving them of the support and credit of the wholesale houses. They also refused to make purchases of "drummers" who sold the new concern, and made it a condition when they bought, that the goods should not be offered to them. However, in spite of these unfair obstacles, the new store continued to secure goods from other sources and demonstrated the business aptitude of its owners by the increasing trade which they drew to its doors.

Finding that these tactics did not dampen the ardor or retard the progress of the new store, the four original proprietors put their heads together and again determined, as they were all comparatively well off, from the profits of the past, to sell their goods for a time at cost and thereby "freeze out" the new store which was not so abundantly provided with cold cash.

Accordingly all prices were reduced below the point of profit, and buyers of Hardware in that section found that a dollar went nearly twice as far as before, when expended in these stores.

The situation was becoming somewhat critical for the new concern as they were, of course, forced either to meet these low prices or give up their trade.

They had a decided advantage, however, in the matter of expenses, which they at once reduced to a minimum, and depended entirely upon their own exertions to hold and serve their customers. They also had the further advantage, which their competitors had not probably considered, of enjoying a nearly cash trade, while the old concerns had been in the habit of giving long credit and accepting their customers' commercial paper. Before many months of this condition of affairs had elapsed, one of the four old concerns lost several large amounts by the failure of some of its customers, and, as

its expenses were still as large as before, while its profits were comparatively nothing, it was obliged to suspend and go through the hands of a receiver. The remaining three original houses for other and similar reasons found themselves severely pushed for funds, and were therefore slow in their payments, and their commercial rating being thereby reduced, found that the wholesalers did not seek their trade as eagerly as before, and charged them a higher price for goods when they went to market to insure their accounts.

In the meantime the new store, while of course not coining money, still by the hard work and continued application of its owners held its trade and made new customers, and by reason of its low expenses and cash trade was able to always meet and often discount its bills, and had gained the confidence of the wholesalers who had formerly been influenced against them. Among the clerks in the wholesale house in which these two young men had formerly served, were several who were looking for a favorable opening to make a start for themselves. Our two young merchants, who, it must be said to their credit, had long heads in comparison to their short years, opened up a correspondence with four of these former fellow clerks, and laid the situation before them, and urged them to make the attempt to buy out the original firms.

By the assistance of the wholesale creditors of these old concerns, who were extremely weary of the slow and unsatisfactory condition of affairs, they were encouraged in the attempt, and before long were the owners in name, at least, of the original stores. When this had been established, the new proprietors of these stores, including, of course, our two young friends, formed a sort of "Board of Trade" among themselves, to govern prices, in a measure, and to promote general good fellow feeling. Meetings of the members of the "Board" were held at regular intervals and friendship was engendered.

Prices naturally returned to a profitable basis by degrees, and they were in consequence, mutually benefitted, and were in time able to pay off their indebtedness to the creditors of the old concerns that they had assumed from the start. The meetings referred to were held by turns in each other's stores, and while there was competition in pushing for trade they were cognizant of the fact that individual prosperity was inseparable to, and a part of, mutual advancement.

Subsequently another store was opened, by a stranger to all of them, but they did not attempt to "freeze him out" or injure his business reputation. On the contrary they invited him to join their meetings, and by this means enlisted his support to maintain prices at a fair margin of profit, and secured his confidence and respect for their business methods.

The moral, if it needs one, of the above rather long-drawn-out tale, is to be found in the fact, often ignored, that while "competition is the life of trade, still if pushed too far, and by unfair means, it becomes its own 'boom-erang'" and, like all principles of action, contains the law of compensation, which then makes it read—Competition fairly, is the life; but unfairly, the death of enterprise.

The next time you have any inclination to speak disparagingly of your fellow tradesman or to cut a price for no other object than to cripple his business, or to revenge a rumored report of his low prices, reflect a little, from policy, if not from principle, and seek to enlist his help for mutual benefit by personal interviews and business cordiality.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

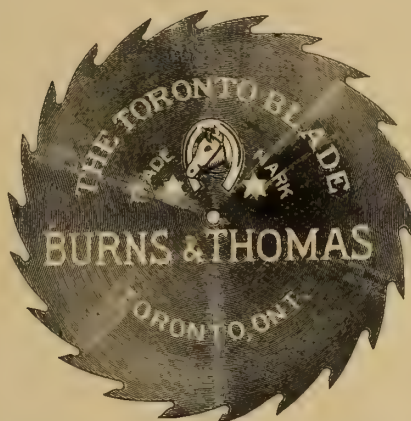
W. H. STOREY & SON,
ACTON, ONT.

F. E. DIXON & CO.,
MANUFACTURERS OF
**UNION TANNED
STAR RIVET
LEATHER BELTING**

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



Write for Prices or Telephone 5120.

SAWS CIRCULAR, Shingle, Re sawing, Drag, Gang, Cross-cut, etc.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner. Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
**THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)**

Office and Works 14 Bay Street.

LANTERN

THE ONLY PERFECT FENCE.

BEST STEEL WIRE **WOVEN WIRE FENCING**
64 cts. per Rod and Upward.

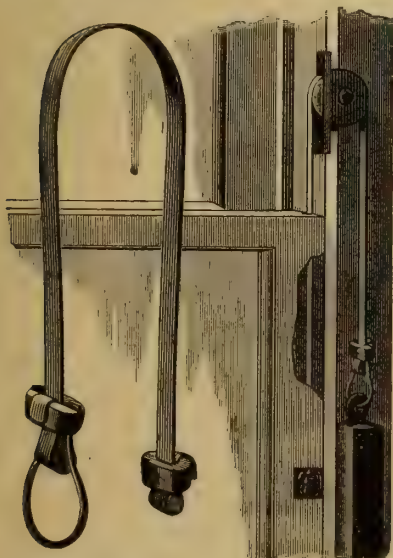


Twisted Wire Rope Selvage.
All widths and sizes. Sold by all dealers in this line. Freight prepaid. Information free. Write

The ONTARIO WIRE FENCING CO.,
Picton, Ontario, or to our Wholesale Agents,
The B. Greening Wire Co., Jas. Cooper,
Hamilton, Montreal.

Carvell Bros., Charlottetown, P.E.I.
No rigid twists. Wire galvanised before weaving. Perfectly adjusted for extremes of cold and heat. A complete barrier against all animals. No trouble to erect.

**GARDNER SASH RIBBON
AND PULLEYS.**



This cut shows Gardner's Steel Sash Ribbon and pulleys attached to sash and weights as cord or chain.

It is the best balance on the market for light or heavy windows or doors.

No friction or wear. Windows run smoothly and noiselessly.

Sample or any information from

Gardner Sash Balance Co.,

No. 8 Yonge St. Arcade, Toronto.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

**CANADIAN RUBBER COMPANY
OF MONTREAL.**

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

SPOONS, FORKS ETC-STAMPED

1847. ROGERS BROS. A1

ARE GENUINE "ROGERS" GOODS.



MANUFACTURED BY AMERICAN MACHINE CO.,
LEHIGH AVENUE AND AMERICAN STREET, - - - PHILADELPHIA.
JOHN H. GRAHAM & CO., MANUFACTURERS' AGENTS,
113 CHAMBERS STREET, NEW YORK.

DOUBLE ACTION. GEARING COMPLETELY COVERED.
WHITE CEDAR PAIL. SELF-ADJUSTING SCRAPER.
CANS FULL SIZE. USES SMALLEST POSSIBLE QUANTITY OF ICE.
THOROUGHLY WRAPPED FOR SHIPPING.

THAT THE GEM FREEZER IS RECOGNIZED AS THE BEST IN THE MARKET IS
PROVEN BY THE FACT THAT OUR COMPETITORS ARE IMITATING ITS GOOD QUALI-
TIES, AND USE IT AS THE STANDARD OF COMPARISON WHEN TRYING TO SELL THEIR
OWN GOODS.
DO NOT BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU OTHER
FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD" OR "JUST THE SAME
AS THE GEM."
INSIST ON HAVING THE GEM AND IF YOU CANNOT GET IT FROM YOUR
REGULAR JOBBER WRITE TO US AND WE WILL TELL YOU WHERE YOU CAN GET IT
OR QUOTE YOU PRICES AND DISCOUNTS.

The Gem Freezer
The Best in the World.

CAUTION.

Joseph Rodgers & Sons,

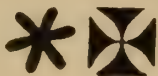
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the

MARK.

GRANTED

TRADE



1764.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,

Ottawa and Toronto.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.



READY FOR THE SUMMER

Shepard Hardware Co
BUFFALO N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 23½
Straits 100 lb ingots..... " .. 23, 23½
Strip 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. 36 50 36 75
I.X., " .. 7 75 8 00
I.X.X., " .. 9 00 9 25

Raven & P.D. Grades—
I.C., usual sizes .. 5 50 5 75
I.X., " .. 6 50 6 75
I.X.X., " .. 7 50 7 75
I.X.X.X., " .. 8 50 8 75
D.C., 12½ x 17 .. 5 00 ..
D.X., " .. 6 00 ..
D.X.X., " .. 7 00 ..

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes .. 4 75 5 00
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual
sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C., 20 x 28, 112 sheets .. 8 75 9 00
I.X. Terne Tin .. 10 75 11 00

Charcoal Tin Boiler Plates.
Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs } 6½c, 7c
" 14x60, " }
" 14x65, " }

Iron and Steel.

Base Price.
Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb. 0 13½ 0 14
Russian Sheet .. 0 10½ 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 11½c
1-inch .. 16½

Boiler Plate.

½ inch..... \$2 50
5-16 " .. 2 40
¾ " and thicker .. 2 30

Sheet Iron.

1 to 20 gauge .. 2½, 3
22 to 24 " .. 2½, 3
26 " .. 3, 3½
28 " .. 3½, 3½

Canada Plates.

Blaina..... ½ bright 3 20 3 25
Boars Head..... " None
Maple Leaf..... " None
All Bright..... " None

Iron Pipe.

Wrought 57½ to 62½ p.c. dis.
Galvanized, 30 to 30 and 5 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5½, 5½
26 gauge, " .. 5½, 6
28 " .. 5½, 6½

Gordon Crown—
16 to 24 gauge, per lb .. 5½, 6
26 gauge, " .. 5½, 6½
28 " .. 5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb .. 7½, 7½
" ½ " .. 6, 6½
" 5-16 " .. 5½, 6
" ¾ " .. 5½, 5½
" 7-16 " .. 5, 5½
" ½ " .. 4½, 4½
" ¾ & ½ inch .. 3½, 3½

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per
doz yards .. 0 13 0 50
Jack chain, double, per doz
yards .. 0 15 ..
Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper—Ingot.

Lake Superior, per lb .. 0 00 0 00
Baltimore " .. 0 13½ 0 15
English B.S. " .. 0 13½ 0 15

Boil or Bar.

Cut lengths, round, ½ to ¾ in. \$0 25 \$0 28
round & square
1 to 2 in .. 0 23 0 26
Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60 .. \$0 1 0 19
Untinned, 14 oz, and light,
16 oz, irregular sizes .. 0 19 0 20
Note.—Extra for tinning, 2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 .. 0 29 0 30

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb.. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T.K. Pits.

Plain Tinned, per lb..... 0 25
Spun " .. 0 29

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up..... 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge, 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up..... 0 26 0 32
Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.

Foreign, per lb..... 0 05½ 0 06
Domestic " .. 0 5½ 0 05½

Zinc Sheet.

5 cwt casks .. 0 06½ 0 06½
Part casks .. 0 06½ 0 07

Lead.

Imported Pig, per lb..... 0 04 0 04½
Domestic " .. 0 03½ 0 04
Bar, 1 pound .. 0 25 0 05½
Sheets, 2½ lbs, per square ft,
by roll .. 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00
Note.—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 17 0 19
Note.—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb..... \$0 18 0 18½
Other makes " .. 0 17 0 17½

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. irons, per lb..... 5½
No. 1 Do..... 0 5½
No. 2 Do..... 0 4½
No. 3 Do..... 0 4½

Prepared Paints.

(In ½, ¼ and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb .. 0 05
Chrome Yellow .. 0 09
Golden Ochre .. 0 06
French " .. 0 05
Marine Black .. 0 09
Green " .. 0 09
Chrome " .. 0 08
French Imperial Green .. 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt 1 40
" (J.F.L.S.) " .. 1 75
Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 2 00
English Oxides " .. 3 25
American " .. 2 25
Paris Green, per lb .. 0 16 0 17
Burnt Sienna " .. 0 08½
Burnt Umber " .. 0 05
do pure .. 0 07
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
" Greens " .. 0 12
Golden Ochre .. 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal .. 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac " .. 2 20
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).

Raw, per gal .. 0 64
Boiled " .. 0 67

Turpentine (in bbls)

Selected Packages, per gal... 0 62 0 63
Castor Oil.

Best, per lb..... 0 11 0 11½
Gtue (in bbls)

Common, broken .. 0 10 0 11
French medal .. 0 12 0 13
Cabinet makers .. 0 17 0 18
White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.
 Ee 's, per 1,000..... \$0 25 \$1 80

Anvils.
 Per lb..... 0 10 0 12½
 Anvil and Vice combined each..... 4 50

Augers.
 Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz..... 13 00 20 00
 Adjustable " each..... 5 50 6 50
 Post Hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.
 Sewing per gross..... 5 65 1 59
 Pegging, "..... 0 65 1 25
 Brad, "..... 0 85 1 60
 " handled..... 3 60 7 30
 Saddlers', "..... 0 45 1 60

Awl Hfts.
 Patent Peg, per gross..... 7 25 8 00
 " Sewing, ".....

Awl and Tool Sets.
 Millar's Falls, per doz..... 2 80 8 30

Axes.
 Per box..... 6 00 12 00

Axle Grease.
 Per gross..... 6 50 14 00

Bath Tubs.
 Zinc discount 25 per cent.
 Copper, discount, 30 p.c. dis. off Revised list.

Bells—Hand.
 Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.
 Gongs, Sargent's..... 5 50 8 00
 " Peterboro, dis. 50 per cent.

Cow.
 American make, discount 60, 60 and 10 per cent.
 Canadian, dis 45 and 50 pc.

Farm.
 American, each..... 2 00 5 00
House.
 American, per lb..... 0 35 0 40

Bellows.
 Hand, per doz..... 3 35 4 75
 Moulders' "..... 7 50 10 00
 Blacksmiths' discount 35, 40 pe cent.

Belting.
 No. 1, leather, discount 40 to 40 and 5 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.
 Per doz..... 5 00 6 00

Bits—Auger.
 Gilmour's dis 55 to 60 per cent.
 Excelsior—Jennings, discount 60 per cent.

Jennings' Imitation, dis 45, 47½ per cent.
 Jennings' Gen, net list to 5 p. cent. dis.

Car.
 Gilmour's, 47½ to 50 per cent.

Expansive.
 Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.
 Clark's, per doz..... 0 65 0 90
 Diamond, Shell "..... 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.
 Annex..... 1 35 1 75
 Mascot..... 1 35 1 85

Blind and Bed Staples.
 All sizes, per lb..... 0 11 0 15

Bolts.
 Carriage, dis, 65 and 10 to 70 and 5 per cent. dis.
 Tire, dis. 50 and 10 per cent to 60 p.c.
 Stove, dis., 45 to 50 p.c.
 Elevator, dis., 35 to 40 p. c.
 Machine, dis., 65 to 70 per cent.

Boring Machines.
 Complete, with Augers, ea. 4 40 7 50

Braces.
 Barber's..... 6 00 7 75
 Barber's Ratchet..... 10 00 11 00
 Farmers'..... 2 00 2 75
 Millar's Falls..... 15 50 29 00

Brackets—Shelf.
 Japanned Canadian, per doz. pairs..... 0 50 3 40
 Berlin Bronze Cana'n..... 0 85 3 20

Broilers.
 Light, dis. 65 to 67½ per cent.
 Reversible, dis., 65 to 67½ per cent.
 Vegetable, per doz..... 1 12 2 35
 Henis, No. 8..... 6 00
 " No. 9 "..... 7 00
 Queen City..... 7 50 10 00

Butchers' Cleavers.
 From 8 to 12 inch, per doz.. 500 4 23

Butts—Brass.
 Wrought Brass dis. 60 and 10 to 70 per cent.

Cast Iron.
 Loose Pin, dis 65 to 65 and 5 per cent.
Wrought Steel.
 Fast Joint, dis. 60 & 5 to 65 pc., dis:
 Loose Pins, " 60 & 5 to 65 pc., dis:
 Berlin Bronzed, dis. 70, 70 and 5 per cent.
 Gen Bronzed, per pair..... 0 40 0 65

Can Openers.
 Acme, per gross..... 9 00 10 00
 Sardine Scissors, per doz.. 3 75 4 50

Card.
 Horse, per doz..... 0 70 0 95

Carpet Stretchers.
 American, per doz..... 1 00 1 50
 Bullards "..... 6 50

Carpet Sweepers.
 Bissell, per doz..... 22 50
 World "..... 21 75
 Daisy, "..... 24 00
 Star, "..... 18 00
 Crown Jewel, per doz..... 29 00
 Grand Rapids, "..... 32 40

Cartridges—See Ammunition
Castors.
 Bed, new list, dis. 50 pc. } to 50 and 5
 Plate " dis. 50 pc. } per cent.

Cattle Leaders.
 No 31 and 32, per gross..... 8 50 11 25

Cement.
 Portland, car load lots..... 2 70
 Thorold "..... 1 10
 Queenston "..... 1 10
 Napanee "..... 1 10

Chalk.
 Carpenters' Colored, per gross..... 0 90 1 10
 White, lump, per lb..... 0 01½ 0 01½
 Red..... 0 05 0 06
 Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.
 American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz..... 0 85 4 00

Churns.
 Boss or Daisy, dis. 50 and 10 to 60 p.c
 from factory 60 and 10 per cent

Clamps.
 Judd's, dis. 20 p.c.
 Stearns, per doz..... 3 00 10 00

Clips.
 Axle, dis. 65 p.c.

Coffee Mills.
 Box..... 3 60 13 00
 Side..... 3 60 4 00
 Enterprize, No. 0..... 1 35
 " No. 2..... 2 70

Compasses, Dividers, etc.
 American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.
 Canadian, discount 25 p.c.

Door Springs.
 Torrey's Rod, per doz..... 2 00
 Coil, per doz..... 0 88 1 60
 English, "..... 2 00 4 00

Draw Knives.
 American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.
 Millar Falls, per doz..... 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.
 Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.
 Dis 20 to 33½ p.c.

Fawcets.
 Cork Lined, per doz..... 0 30 0 60
 Wine, per doz..... 1 30 2 25
 Star, "..... 2 80 3 90
 Fenns Corkstops, No 2 p.doz..... 1 70
 Petroleum, per doz..... 4 50 6 50

Files.
 Kearney & Foote's discount Am. List,
 50 & 5 to 50 & 10
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
 Canadian, dis., Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25pc.
 Horse Rasps, Kearney & Foote's dis
 Am list, 50 pc. 50 p.c. to 50 and 5 p.c.
 Horse Rasps, dis. 45 p.c. Amer. }
 50 p.c. Can. } Hellers
 Horse Rasps, Spencer's, dis. Can. list
 33½ p.c.

Fluting Machines.
 Each..... 0 60 2 00

Forks.
 Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.
 Gem, dis. 50 and 5 to 50 and 10 p.c.
 Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.
 Henis' per doz..... 4 00
 Enterprise, discount 10p.c.
 Shepare's Queen City, dis. 15 p.c.

Fry Pans.
 Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
 Stanley's. dis. 50, 55 p. c.

Wire Gauges
 Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.
Windows.

United Inches—Box Price.

Size	Star.		Diamond	
	Per	Per	Per	Per
up to 26 inches	1.40-1.45	2.15	2.15	2.35
26 to 40 in	1.50-1.55	2.35		
41 to 50		3.40-3.50	5.45	
51 to 60		3.70-3.80	6.25	
61 to 70		4.00-4.10	7.20	
71 to 80			7.80	
81 to 85			8.75	
86 to 90			10.95	
91 to 95			13.75	
96 to 100			16.25	
101 to 105			22.00	

Pilkington.
Ordinary
 1st break..... \$3 65
 2nd "..... 3 90
 3rd "..... 4 60
 4th "..... 4 95
 5th "..... 5 40
 6th "..... 5 90
 7th "..... 6 50

Picture Glass.
 Pilkington's ordinary..... 4 30
 2nd "..... 4 70
 3rd "..... 5 40
 4th "..... 5 90
 5th "..... 6 50
 6th "..... 6 90
 7th "..... 7 70

Glue Pots.
 Tinned, each..... 0 30 0 90
 Enamelled "..... 0 55 1 20

Grindstone Fixtures.
 P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.
 Maydole's net list to 5 per cent. dis.
 Can. discount 25 to 27½ p.c.

Tack.
 Magnetic, per doz..... 1 10 1 50

Sledge
 Canadian, per lb..... 0 12½ 0 15

Ball Pean.
 English and Can., per lb. 0 25 0 37½

Handles.
 Axe per doz..... 1 00 3 50
 Store door "..... 1 00 1 80
 Chest, per doz pairs..... 0 40 2 50

Chisel.
 Firmer per gross..... 3 00 4 50
 Socket Firmer "..... 3 25 8 00
 Socket Framing per gross 3 75 5 00

Fork.
 C. & B., discount 30 per cent. to 35 p.c.

Hoe.
 C. & B., discount 30 per cent. to 35 p. c.

Saw.
 American, per doz..... 1 00 1 25

Plane.
 American, per gross..... 3 15 3 76

Hammer and Hatchet.
 American, per doz..... 0 50 0 80

Cross Cut Saw.
 Canadian per pair..... 0 18 0 25

Hangers.
 Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.
 Can., dis. 37½, 40 p.c.

Hinges.
 Blind, Parker's, dis. 60 to 60 and 10 p.c
 " Shepard's Noiseless, dis. 60 p.c
 " Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per
 Heavy, per lb..... 0 42 0 05
 Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets.
 Screw, Eureka..... 1 13 1 80
 Gate, Clark's..... 1 50 2 20
 " Shepard's, dis 50 to 60 p.c.

Per doz. pairs
 Spring..... 1 50 3 50
 " Shepard's Niagara 1 75 1 90

Hoes.
 Garden, Mortar, etc., discount 40 per cent.

Planter's per doz..... 4 00 5 00

Hooks—Cast Iron
 Bird Cage, per doz..... 0 50 1 10
 Clothes Line, "..... 0 27 0 63
 Harness, "..... 0 72 0 88
 Hat and Coat, per gross.. 1 00 3 00
 Chandelier, per doz..... 0 50 1 13

Wrought Iron.
 Wrought Hooks and Staples. Can
 dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver. Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.	Planes.	Screens.	Tape Lines.
Wire.	Wood, bench, Canadian dis. 60 per cent. Canadian, American dis. 45 to 50 per cent. American.	Window, patent, per doz 6 00 7 50	English, ass skin per doz. 82 75 95 50
Hat and Coat, dis. 35, 40 p.c.	Wood, fancy Canadian, or American dis. 35.	Screw Drivers.	English Pat. Leather 5 50 9 75
Belt, per 1,000. 0 60 2 70	Bailey's (Stan R & L. Co.) 35 to 37 1/2 per cent.	Sargent's, per doz 65 4 00	Chesterman's, each 0 90 2 85
Screw, bright, Eng. dis. 40, 5, 45 per cent.	Miscellaneous, dis. 12 1/2 to 15 per cent. Bailey's Victor, dis. 12 1/2 to 15 per cent.	Screws.	" steel, each. 0 80 8 00
Horse Nails.	Plane Irons.	Wood, F. H. Iron, 77 1/2 per cent. dis.	Thermometers.
Canadian, dis. 50 and 10 to 60 and 5 per cent.	English, per doz. 2 00 5 00	" R. H. " 72 1/2 " " "	Tin case & dairy, dis. 75 p.c.
Horse Shoes,	Pliers and Nippers.	" F. H. Brass 75 " " "	Thimbles.
Per keg 3 60 3 75	Button's Genuine, per doz. prs. dis 37 1/2, 40 p.c.	" R. H. " 70 " " "	Asbestos, filled, per doz., dis 25 off
Ice Picks.	Button's Imitation, per doz. 7 40 10 25	Diamond Point wood screw nails, bright, dis. 7 1/2 and 20 per cent.	Ties.
Star, per doz. 3 00 3 25	German, per doz. 60 2 60	Bench, wood, per doz. 3 25 4 00	Cow, per doz. 1 25 2 50
Kettles.	Plumbs and Levels	Bench iron per doz. 4 25 5 75	Tinner's Shears and Snips
Brass spun, per lb 7 1/2 per cent. dis. off new list.	S. R. & L. Co., dis. 65 p.c.	Scythes	P.S. & W., 10 p.c. advance on American list.
Copper, " " " 0 40 0 45	Poppers.	Discount 40 per cent.	Tinware.
Enamelled Can. 50 p.c.	Corn, square, per doz. 1 35 2 00	Scythe Snaths.	Stamped, dis. Assn list, 70, and 12 1/2 per cent. to 70 and 25 p.c. on special lines.
American, 50 and 10, 60.	Pruning Shears.	Canadian, dis. 37 1/2 to 40 p.c.	Jappaned, Prices on application.
Keys.	Per doz. 4 00 5 50	Shears.	Pieced, " " "
Lock, Can, dis 50 p.c.	Pulleys.	B. & W., jappaned, dis. 75 per cent.	Tinned Plates.
Cabinet, Trunk, and Pad- lock, Am. per gross. 1 60 4 75	Hothouse, per doz. 55 1 00	B. & W. N. P., dis. 65 p.c.	72x30 up to 24 gauge. 6 1/2 7
Knobs.	Axle, " " " 22 33	Seymour's dis. 60 p.c.	26 " " " " " 7 1/2 7 1/2
Door, jappaned, and N.P., Can. list dis. 50 p.c.	Screw " " " 27 1 00	Atna, dis. 75 @ to 75 and 10 per cent.	28 " " " " " 7 1/2 8
Bronze, Berlin, per doz. 2 75 3 25	Awning " " " 35 2 50	Heinish 60 per cent.	Transom Lifters
Bronze, Geni, " " " 6 00 9 00	Pumps.	Sliding Door, per set 77 1 40	Payson's, dis. 25 per cent.
Lava " " " 8 75 10 00	Rumsey or Canadian Cistern & Pitcher Spout, 60 to 65 p.c.	Steel Shingles.	Traps.
Shutter, porcelain, F. & L screw, per gross. \$1 30 4 00	Punches.	The Metallic Roofing Co. of Canada, per square.	Game, Newhouse, dis. 17 1/2, 20 per cent
Ladles.	Saddler's, per doz. 1 00 1 85	Heavy Eastlake Galvanized " " " 5 75	Game, H. & N., or P.S. & W., discount 57 1/2 to 62 1/2 p.c.
Melting, per doz. 1 70 4 50	Conductors' " " " 9 00 15 00	Light " " " 5 25	Mouse, per doz. 0 35 1 50
Lemon Squeezers.	Tinner's solid, per set. 72	Heavy Eastlake Painted " " " 4 00	Rat " " " 2 00 4 50
Porcelain lined, per doz 2 20 5 60	hollow, per inch " " " 1 00	Light " " " 3 75	Trowels.
Galvanized, " " " 1 87 3 85	Putty.	Tower or Mansard Galvanized " " " 6 25	Disston's, discount 10 p.c.
King, wood, " " " 2 75 2 90	Bladder, per 100 lbs. 2 00 2 25	Tower or Mansard Painted " " " 4 50	German, per doz. 4 75 9 00
" glass " " " 4 00 4 50	Tins, lbs " " " 2 50 2 75	Terra Cotta Painted Tile. 7 00	Brade's " " " 00 10 50
All glass, " " " 1 20 1 30	Rail.	Eastlake Painted Siding " " " 3 50	S. & D., discount 35 p.c.
Lines.	Barn Door, per foot. 3 " 3 1/2	Manitoba Galvanized Siding. 4 75	Triers.
Fish, per gross " " " 1 05 2 50	Sliding Door, " " " 3 1/2 3 1/2	Heavy Man. Painted Siding " " " 3 50	Butter, per doz. 6 25 9 00
Chalk, " " " 1 90 7 40	Rakes.	Light Manitoba Painted Siding. 3 25	Twines.
Locks—Door.	Cast Steel and Malleable, Canadian list dis. 40 per cent.	Heavy Sheet Pressed Brick " " " 3 50	Bag, per lb. 0 12 1/2 0 20
Canadian, dis. per cent. 50	Razors.	Light Sheet Pressed Brick " " " 3 25	Wrapp'g, mott'd, pr. pack. 0 50 0 60
Russell & Erwin, per doz 2 90 7 50	Boker's, per doz 7 50 11 00	Painted Crimped, Siding or Ceil. 3 50	cotton, per lb. 0 18 0 20
Eagle, dis. per cent, 30 per cent.	Wade & Butcher's " " " 3 60 10 00	Shot.	Mattress, per lb. 0 33 0 45
English and Am. per doz 50 6 00	Currier's, per doz. 1 25 3 60	Canadian, dis. 7 1/2 per cent.	Staging " " " 0 27 0 35
Scandinavian, " " " 1 00 2 40	Rivets and Burrs.	Shovels and Spades.	Broom " " " 0 30 0 55
Eagle, dis. per cent, 15 to 17 1/2 per cent	Copper Rivets, dis. 45 per cent. dis Iron " " " 40 to 45 per cent.	Canadian, dis. 37 1/2 per cent	Binding, flax, per lb.
Mallets.	Burrs, Iron, 30, 33 1/2 per c.	Sieves.	" jute " " " " "
Tinsmiths', per doz 1 25 1 50	Rivet Sets.	Wood Rim, black, p. doz 1 15 1 35	" blue ribbon " " " 0 14 1/2
Carp'trs' hickory " " " 1 25 3 75	Canadian, dis. 30, 35 per c.	tinned, " " " 1 35 1 60	" red cap " " " 0 12 1/2
Lignum Vita, " " " 3 85 5 00	Rope.	Tin Rim, " " " 2 30 2 45	" Crown " " " 0 11 1/2
Caulking, each " " " 1 60 2 00	Sisal, per lb 9 1/2 11 1/2 smaller than Manilla, " " " 13 1/2 15 1/2 7-16, 3c. extra.	black, " " " 1 80 2 25	" Silver Composite " " " 0 09 1/2
Mattocks.	Cotton, " " " 22 25	Snaps.	Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.
Canadian, per doz. 8 50 10 00	Russia Deep Sea, per lb. 13 1/2 16	Harness, German, p. gro. 2 00 5 50	Vises.
Meat Cutter.	Jute " " " 09 1/2 10	Acme, " " " 3 00 5 00	Hand, per doz. 4 00 6 00
Enterprise, dis. per cent 20 25	Rules.	Lock, Andrew's " " " 4 50 11 50	Bench, parallel, each " " " 2 00 4 50 1/2
Canadian, 37 1/2 to 40 per cent.	Boxwood, dis. 75 & 10 to 80 p.c.	Soap	Coach, each " " " 6 00 7 00
Dixon's, each " " " 1 60 2 00	Ivory, dis 37 1/2 to 40 per cent	Sapolia 1/2 gross boxes. 3 25	Peter Wright's, per lb. 0 12 0 13
Woodruff's " " " 1 10 1 70	Sad Irons.	gross net cash " " " 12 00	Pipe, each " " " 5 50 9 00
Hale's, " " " 1 05 1 50	Mrs. Potts, per set 0 85 0 90	Soldering Irons.	Saw, per doz. 6 50 13 00
Hume, " " " 13 00 16 00	N P. " " " 1 15 1 20	Per lb. 0 28 0 30	Washer Cutters.
Mining Knives.	Sad Heaters.	Wrought Spikes.	Per doz. 4 00 8 50
American, per doz. 42 2 35	Dome, Shepard's, per doz 4 75 5 00	Discount, 15 to 20 per cent.	Well Wheels.
Molasses Gates.	Sand and Emery Paper.	Spoke Shaves.	Amer. per doz. 8, 10 & 12 in. 3 38 6 00
Stebbin's Patent, dis. per cent, 65 to 70 per cent	Emery, per quire. 55 90	Wood, English " " " 1 80 5 00	Wire.
Nails.	Sash Cord.	Iron, American " " " 1 35 2 35	Plain iron and steel—Bright, anneal- ed, coppered, coppered spring and galvanized 7 1/2 p.c. dis. f.o.b. Mont- real, f.o.b. (Hamilton and Toronto, 10c. per 100 lbs. net added for freight) f.o.b. London 14c. added.
Cut, 3 in. and upwards,	Per lb. 22 50	Spoons and Forks.	Tinned, net list: brass and copper 7 1/2 p.c. dis.
per keg base, price " " " 2 35 2 40	Sash Locks.	Tea Spoons, per gross 7 50 12 00	Market, tinned per lb. 0 04 1/2 0 08
Brads & Moulding Nails, 70 to 70 and 10 per cent.	Triumph and Morris, dis 37 1/2, 40 per cent.	Dessert " " " 21 00 " "	Tinned Broom, from 19 to 22 gauge, per lb. 0 06 1/2 0 06 1/2
Wire Nails, 70 to 70 and 10 per cent.	Kempshell's dis. 40, 62 1/2 per cent.	Table " " " 30 00 30 00	Malin's Wire on spools, 30 to 45 per cent. dis.
Nail Pullers.	Canadian, dis. 45, 50 p.c.	Dessert Forks, " " " 24 00 " "	Clothes Line, galv., p. 100ft 0 25 0 55
German & American. 1 85 3 50	Sash Weights.	Medium " " " 27 00 " "	Fencing Wire.
Nail Sets.	Sectional, per lb. 2 1/2 3 00	Table " " " 36 00 " "	Galv. steel barb fencing
per gross	Sausage Stuffers.	Squares.	"Lock Barb," 4 point. 0 04 1/2 0 05
Square, round and octa- gon. 3 38 4 00	Each " " " 1 00 3 00	Iron, per doz. 1 65 2 90	Ditto Glidden 2 point " " " 0 04 1/2 0 05
Diamond. 12 00 15 00	Saws.	Steel, dis. 75 p.c. to 75 and 10 p.c.	Galv. Steel, plain twist " " " 0 04 1/2 0 05
Oil.	Hand, Disston's, dis 10 p.c.	Try and bevel, dis. 50 to 52 1/2 per cent	Galvanized Barb, "Ly- man," 2 to 4 points. 0 04 1/2 0 05
Canada Refined Oil (Toronto) 15 1/2 16	S. & D., dis. 35 to 40 per cent.	Staples.	Staples " " " " " 0 04 1/2
Carbon Safety " " " 0 18 0 18	Cross-Cut, Disston's, per ft. 35 to 55.	Fence, galvanized, per lb 4 1/2 4 1/2	Terms, 60 days or 2 per cent off for cash—10 days.
Canada W.W. " " " 0 20	S. & D. dis. 30 to 35 per cent.	Wrought Iron, dis. 75, 75 and 10 per cent.	Wire Cloth.
American W.W. " " " 0 25	Hack, complete, each. 1 75 2 75	Stocks and Dies, Amer. dis. 25 per cent.	Ordinary, discount 25 p.c.
S. R. Seal " " " 0 63 0 65	" frames only " " " 75	Stone.	Painted Screen, p. 100 sq ft 00 2 25
Oilers.	Saw Sets.	Washita, per lb. 0 15 50	Wrenches.
McClary's Galvan. Iron	Per doz. 1 65 9 00	Hindostan, per lb. 0 06	Agricultural, 65 to 70 p.c.
Oil Can, with Pump,	Canadian List, dis. 40 p.c.	Labrador, per lb. 0 13	Standard, dis. 60, 60 & 10 p.c.
per doz. 19 50	Scale Beams.	" Axe, " " " 0 15	Coe's Gen'ne, dis. 32 1/2 p.c.
Zinc and Tin, dis. 50, 50 and 10.	Canadian, B. S. & M. dis. 40 per cent.	Turkey " " " 0 50	Diamond, dis. 33 1/2, 35 p.c.
Copper, per doz. 1 25 3 50	Scrapers.	Arkansas " " " 1 50	Tower's Engineer, each " " " 2 00 3 00
Brass, " " " 1 50 3 50	Box, per doz. 2 10 4 50	Water-of-Ayr " " " 0 10	S, per doz. 5 80 7 50
Malleable, dis. 25 per ct.	Foot, " " " 40 3 5	Scythe, per gross. 3 50 5 00	G. & K.'s Pipe " " " 6 00
Pails.		Grind, per ton " " " 15 00 18 00	Burrell's " each " " " 7 30 40
Galvanized, per doz. 2 25 3 25		Tacks, Brads, etc.	Pocket, per doz. 1 25 2 00
Pencils.		The following are for ordinary-sized lots; in quantities an extra 30 p.c. Cut, Carpet, gimble, blue, dis. 35 p.c.	
Dixon's, per gross. 1 00 4 25		" tinned, dis. 45 p.c.	
" Carpenter. 2 25 3 60		Swedes' iron, blue, ordnined, dis. 42 1/2 p.c.	
Picks		Upholsterers' dis. 42 1/2 p.c.	
per doz. 6 00 9 00		Copper Tacks and Nails, dis. 35 p.c.	
Picture Nails.		Trunk and Clout Nails, " " " 40 p.c.	
Porcelain Head, p. gross 1 65 3 00		stent Brads, dis. 40 p.c.	
Brass Head, " " " 40 1 00		Finishing Nails, dis. 35 p.c.	
		Cigar Box Nails, dis. 35 p.c.	
		Shoe Finders' Tacks & Nails, dis. 25 p.c.	

HARDWARE.



CINCINNATI BELL FOUNDRY CO.
SUCCESSORS IN BLYMYER BELLS TO THE
BLYMYER MANUFACTURING CO.
CATALOGUE WITH 2200 TESTIMONIALS.
BELLS. CHURCH. SCHOOL. FIRE ALARM.

No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in
Canada. Experienced glaziers sent to set same
when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,

DEAR SIR,—I am pleased to say that
after nearly three years constant use, day
and night, on our largest engine your Cop-
perine has stood its work well. I have not
had to renew any of the heavy bearings yet,
so I consider that speaks for itself. I am
pleased to recommend it to any one in need
of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,

Chief Engineer Toronto Waterworks.



J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

ASK FOR and see that you get

"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian
firms interested in any of the above
lines

CONSIGNMENTS OF PRODUCE SOLICITED.

40W

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER

BUILDERS' & CONTRACTORS'
SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUB-
LISHING CO.** for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

TWANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

THE TORONTO DROP FORGE CO., Ltd.,

68 Esplanade St. West, Toronto.



Manufacturers of Carriage **HARDWARE** and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed.

HARDWARE.



(PATENTED.)

H.R. IVES & CO., Sole Manufacturers, **MONTREAL.**

No More Broken Handles.
All Heavy Nickel Plated.
ATTRACTIVE,
DURABLE,
Easy to the Hand.
-NO EXTRA COST-



SHOWING A FULL SET OF IRONS.

THE GENUINE
MRS. POTTS' SAD IRONS
TAKE NO OTHER.
BETTER FINISHED.
BETTER VALUE.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-("TRAP")
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

DOMINION WIRE

MANUFACTURING CO'Y,
LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.

"LYMAN" 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

FENCING.

Staples and Fencing Tools.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY : 14, 16, 18 & 20 PEARL ST., TORONTO.

MAY 16, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED

WEEKLY

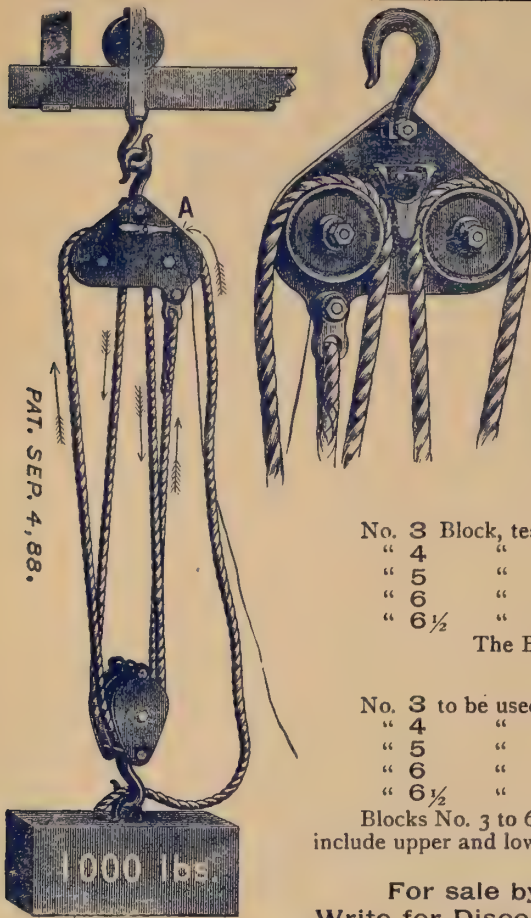
HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"
No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.



THE DETROIT PATENT SURE-GRIP STEEL TACKLE BLOCK.

This block will hold load at any point without fastening the rope. The wedge-shaped brake has a double grip, and is absolutely automatic and reliable. The heavier the load the better the grip. They are universally admitted to be the greatest improvement ever made in tackle blocks. In many instances fully half the cost of handling can be saved.

The body of the Block is made of steel plate. The pins are cold rolled steel. The essential castings are malleable iron, making the strongest and safest possible combination of materials, thus affording immunity from accidents in the highest degree.

Tested by Standard Weights.

No. 3 Block, tested without breaking.....	2800 lbs.	Capacity claimed.....	600 lbs.
" 4 " " " " " " " " " " " "	3800 "	" " " " " " " " " " " "	1000 "
" 5 " " " " " " " " " " " "	4500 "	" " " " " " " " " " " "	1800 "
" 6 " " " " " " " " " " " "	5800 "	" " " " " " " " " " " "	2500 "
" 6 1/2 " " " " " " " " " " " "	9000 "	" " " " " " " " " " " "	4000 "

The Brake always holds under the severest strain. Hundreds of testimonials.

List of Sizes and Prices.

No. 3 to be used with 3/8 inch rope, one man can lift 300 lbs., capacity 600.....	each	\$3 00
" 4 " " " " " " " " " " " "	"	5 50
" 5 " " " " " " " " " " " "	"	7 00
" 6 " " " " " " " " " " " "	"	8 50
" 6 1/2 " " " " " " " " " " " "	"	14 00

Blocks No. 3 to 6 require rope 5 times, and No. 6 1/2 7 times the height to be lifted. The above prices include upper and lower block—ROPE EXTRA.

For sale by the LEADING HARDWARE MERCHANTS in every town.
Write for Discounts to

RICE, LEWIS & SON, LIMITED, - TORONTO.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH	HARDWARE	AMERICAN
CONTINENTAL		CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, MAY 16, 1891

No. 20

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

OUR NEW YORK OFFICE.

Owing to the growing importance of our business on the American side, a permanent office has been established in New York, at Room 105, Times building, under the management of Mr. Roy V. Somerville. This gentleman is well-known in Canada, having been editor of the Dundas Banner, and lately manager of the advertising department of the Canadian Pacific Railway. He was President of the Canadian Press Association for two years. He is a son of James Somerville, M. P. for South Brant.

INSURANCE AND FIRE PROTECTION

The destruction by fire of a large part of the thriving village of Alliston draws the attention of business men forcibly to the importance of being insured. If they are insured their creditors are more or less secured from loss, and will be the more likely to hold out a helping hand when the sufferer by fire tries to get on his feet again. Where the bulk of the business men are insured the standard of a town is also likely to be raised in the scale of insurance, and the fire protection is likely to be adequate. It seems to be the case always that where insurance is not general, the facilities for quenching fires are poor. In Alliston the consequences are most ruinous to business men. One hundred and thirty buildings were consumed, and the majority of them were for trading purposes. Not a grocery nor dry-goods store was left standing. If Alliston had ranked in even the middle class fire towns, say in D, it would probably have escaped with

no more than the loss of one or two houses. But it was in the lowest grade, namely, F. If it had ranked one grade higher there surely would have been appliances sufficient to prevent the fire from crossing the street and burning a whole row of buildings.

CANADIAN PAINT MANUFACTURERS.

A movement towards the fusion of the paint manufactories of the country into one concern has been going on for some time. Several meetings have been held both in this city and in Montreal, and there was every prospect that the issue of them would be the formation of a single company. In fact it was commonly reported in the daily newspapers that such a result had already been reached. It has not, however. Though the manufacturers had gone the length of appointing Mr. Smail of Montreal to arrange a basis and plan the details for the organization of a syndicate, they have been unable to proceed to the last step. One firm stands out, and it is reported that its acquiescence is withheld by but a small majority of its stockholders. The objects of the movement have not been accomplished yet. They may be said to be pending.

The manufacturers are unanimous in their agreement that their industry is at present laboring under heavy internal disadvantages, and we see they are all but unanimous as to the best solution of the question how to overcome these disadvantages. The paint trade is in the bad position it is because there are too many engaged in the making of paint. In the last two years three very large plants have been added to the producing resources of the country, and our paint manufacturing capacity has been doubled thereby. Compared with the United States or the countries of Europe, Canada has an excess of manufacturing engaged in the production of paint.

If all were consolidated there would be a vast reduction in expenses. There are about forty travelers now on the road, whereas three could cover the ground. The reduction in the staff of travelers alone would shorten present yearly expenses about \$75,000. There are fifteen managers that two men could take the place of. In many other ways the saving would be immense.

A result of so many travelers disputing so small an area of demand is ruinous to prices and very injurious to trade. Not only do travelers vie to undersell each other, but they overstock the retailer. He is visited by so many travellers that he cannot escape buying even after he is convinced that he has enough either in stock or under order. He adds a little more, and with the increment caused by this traveller and by that traveller whose importunity is irresistible, he finally gets overstocked. That is a bad thing for trade. Its natural accompaniment or consequence is cancellation of orders, dating ahead, or renewal when pay time comes round. These are very bad things for all parties. If there were fewer travellers there would be fewer instances of these trade evils. Two of the large factories now operating could supply the whole Dominion. Prices would be the lighter of the removal of the heavy expense the running of the others now occasions. There would be better stock also, as it is notorious that depreciation in quality is an attendant of excessive competition. In this respect also the trade would be benefited.

The companies which were expected to merge were the following: The Wm. Johnson Co., Ferguson, Alexander & Co., A. Ramsay & Sons, P. D. Dodds & Co., of Montreal; The Toronto Lead & Color Co., A. G. Peuchen & Co., James Robertson & Co., Toronto; Henderson, Potts & Co., Halifax.

IRON SMELTING IN CANADA.

In answer to a request as to what the Canada Iron Furnace Co. was doing, Mr. Geo. E. Drummond, manager of that company, writes **HARDWARE** :

I have much pleasure in giving you information in regard to the operations of the Canada Iron Furnace Company (Ltd.) in the manufacture of charcoal pig iron from Canadian ores at their Radnor Forges, Que.

In giving you this information, I may say on behalf of the directors of the company, that they fully appreciate the fact that in the actual manufacture of charcoal pig iron no special progress has been made, or is being made, in Canada. Our own works since we purchased the Radnor Forges and property some eighteen months ago had been conducted in a somewhat experimental manner, and to produce charcoal iron mainly for our own use in car wheel making, and also to supply some few customers in a limited manner. We have done sufficient, however, to assure us that there is an opening in Canada for a Canadian charcoal iron, that it can, and ought to, be produced if Canada is to develop her resources or maintain her protective policy. We have demonstrated that we can produce from native ores a charcoal iron superior in many qualities to the finest iron made on this continent, not even excepting the celebrated Salisbury charcoal iron of the United States.

From long and careful tests conducted at our car wheel works, we find that the addition of 10 per cent. of our "C. I. F." Three Rivers iron to the mixture, replacing the best Lake Superior iron, gives an increased strength of 25 per cent. on our tests and a larger amount in same proportion. The iron is radically different from Lake Superior iron and fills a place in the needs of every foundryman, whether a user of charcoal iron or not, that gives it a special value. It remedies shrinkage and produces finer grained and stronger castings.

To demonstrate some of the tests that we have made I give you the following: Our basis of strength on first-class standard car wheel mixtures is expressed by a load of 2,800 lbs. carried on a bar 1 in. by 12 in, the bar being supported on its extreme ends. We could obtain from the best grades of Salisbury iron from 3,000 to 3,500 lbs. on this test, but the results were irregular, and the manufacturers not inclined to furnish iron subject to our particular tests of each car load for the above standard before acceptance. To encourage them to supply such iron we made publicly a general offer that we would pay at the rate of \$1.00 per 100 lbs. over the price of \$30.00 at the furnace, for iron giving 3000 lbs. test, for all extra strength given on tests, this would bring them \$40.00 for 4000 lbs. test and so on. Many of them tried it but all finally gave it up. By the introduction of 33 per cent. of our C. I. F. Co. iron

into our mixture we are able to secure a strength of 3500 lbs. without difficulty, and from tests of this iron itself have produced as a reliable result 3800 lbs. and over, this will explain the difference in the value of the metal. You will carefully note that we are seeking quality as a value more than quantity. After attaining the above results our directors at their last annual meeting decided to erect immediately at Radnor Forges a larger furnace capable of producing from 15 to 20 tons of charcoal iron per day. Our superintendent is now on the American side making full arrangements in regard to plans, specifications, etc., for the immediate erection of this furnace. If the Canadian founders, particularly manufacturers of malleable iron castings, fine engine work, car wheels etc., show their appreciation of the development of Canadian trade by giving us a generous support, the probabilities are that we will still further increase the enterprise in the near future. Of course, aside from our own needs we are not looking forward to great undertakings of this kind except as natural results of the future, and we think that the next few years should see a very great development of the mineral resources of this country. Speaking for ourselves we may say that, situated as we are in the Three Rivers district, with an illimitable supply of wood for charcoal of the finest quality, with property and plant at Grand Piles on the St. Maurice River suitable for the manufacture of iron or charcoal, with our valuable lake deposit at Lac a la Tortue, ores of every description above us on the River St. Maurice and with some 50,000 acres of bog ore rights in the district of Three Rivers, we can hope with the cheapest labor in Canada to produce either at our present Radnor Forges or at other points on our property, such as Three Rivers itself, where we have unsurpassed shipping facilities, to build up a very large and profitable industry, profitable not only to ourselves but to the country at large. Needless for me to say that other points in Canada are in many respects equally desirable for the development of the iron industry. It seems to me, all that is wanted is energy in developing the possibilities, and the proper investments to enable them. It may be that our faith in the possibilities is greater than that of people who are so familiar with the subject as a whole that they have never investigated it to any considerable extent, we are not seeking to place a large enterprise in operation, except that other good and competent judges see as good reason to push the work as we do. That some few men who had, I may say, almost everything they needed but ability for the work they undertook did not succeed, is no evidence that in proper hands it would not meet success.

For your information I may say that the Canada Iron Furnace Co., Ltd., was incorporated under Charter of the Dominion of Canada, on the 29th day of November, 1889, with

head quarters at Montreal. For the present the authorized capital is \$200,000. Officers and directors as follows:—

President—P. H. Griffin, President of New York car wheel works, Buffalo, N. Y., and St. Thomas car wheel works, St. Thomas, Ont.

Managing Director and Treasurer—Geo. E. Drummond, President of Montreal Car Wheel Co., and of the firm of Drummond, McCall & Co., Montreal.

Secretary—Thomas J. Drummond of Drummond, McCall & Co., Montreal.

Also additional directors:—James T. McCall of Drummond, McCall & Co., Montreal, Robert Schott, steel manufacturer, Sheffield, Eng. To show the importance of the iron industry to Canada I may state that even with the small furnace run by this company up to date, as many as 500 men and horses have been employed in the making and bringing in of raw material to the furnace, such as wood for charcoal, iron ore, limestone, etc., etc. The permanent staff employed in and around the furnaces were some 35 men.

I might say in closing, that the value of the Three River deposit has been known since a very early period in the history of Canada. The Jesuits seem to have recognized its great value in the sixteenth century, and official examinations were made by order of the government of France as far back as 1668, Sieur la Potardien, Frontenac, and De Denonville each reporting upon them at different periods, tests were made before the year 1700, and finally in 1737 a company was formed to erect a furnace and commence the manufacture of charcoal pig iron. The Government of France later on seem to have obtained control of the work, for in 1752 the St. Maurice Forge (erected and operated by the Government) was "blown in," and the old stone stack, bearing date 1752, and the government insignia, the Fleurs des Lis of France, still remain to dispute with that of Principio in Maryland the right to be considered the oldest in America. The Government even at that early period, when the population of the country amounted to a mere handful of pioneers, employed in connection with the furnaces upwards of 300 men, whose directors had obtained their skill in Sweden. According to the record and reports of Colonial Secretary Tranquet, the works were very successfully carried on and extended. In addition to pig iron, wrought iron of a very high quality was manufactured from the product of the bog ore, shot and shell were cast there during the war, and pigs and bars were even exported to France. After the conquest, the works were leased to private parties, and since then they have passed through several hands, never being worked to anything like the capacity that the vast ore and wood supplies of the district would warrant. Many samples of the articles—notably stoves—manufactured from the pig iron made in those early days at the St. Maurice and the Radnor Forges, still remain to attest the exceptionally grand quality of the iron, so fine in fact that the nineteenth century stove founders and machinery makers of Western Canada, should hail the reappearance in the market of such a brand of iron as a great boon in this age of cheaper grades.

NOT IN THE PAINT COMBINATION.

Messrs. Fergusson, Alexander & Co., proprietors of the Glasgow Lead and Color works, Montreal, have written to the Toronto papers as follows: "We beg to inform you that you are in error in stating that we are about to enter into a combination with other manufacturers of paints, colors, etc. We have no intention of doing so, and we are at present, far too busy to even entertain the consideration of any such scheme."

OTTAWA NEWS.

OTTAWA, 14 May.

Mr. Issac P. Gragg, manager of the Eastern Development Co., of Cape Breton, was in Ottawa on railway business. The company with which he is connected has acquired control of the Boxhe copper mines, in Cape Breton county, and as soon as they get a branch line from the mines to tide water, six miles distant, active operations will be commenced. The company has now 2,000 tons of copper ore in the dump and 10,000 more in sight, and the necessary capital of \$300,000 for smelting works has been procured.

THE SINGLE TAX IN RELATION TO MERCANTILE INTERESTS.

The doctrines of Henry George have been regarded with prejudice and disfavor in many quarters, and especially among the moneyed classes; even small capitalists assuming they were an attack upon their rights of property. But these doctrines are now meeting with such wide acceptance and discussion that it is worth while for merchants and mercantile men generally to make a dispassionate examination of them, and learn for themselves whether the Single Tax, which is the sum and substance of these doctrines, is really for or against their interests.

So many persons are now at least cursorily acquainted with this subject that all we need do is to remind our readers of the leading features. The proposition is that all taxation should be concentrated on the value of land, apart from improvements, and that this should be done gradually. The first step would be to permit municipalities to assess separately the buildings and the land on which they stand, and then gradually to shift the tax, a mill or two at a time, from the improvements of the land, until, if public opinion sustained it, the whole municipal tax was upon land value alone and all improvements were untaxed. The next step would be to still further increase the land values tax, and abolish indirect taxation.

The result would be to kill land speculation, to take all taxes off the merchants' stocks of goods and capital in every shape; and to encourage and aid him in the building of commodious and handsome premises,

in two ways: first, by freeing the buildings from taxation; second, by making land cheaper; for the effect of taxing land is to cheapen it. The merchant would also be greatly benefited by a substantial increase in the purchasing power of the mass of the people.

The persons who would be hit hard by such a change in taxation would be land speculators and those who live entirely on ground rent. Those owning houses which they rent to tenants would also lose somewhat at first.

But owners of improved property which they themselves occupy, would be directly benefited; and as we have shown, the Single Tax would be especially to the advantage of merchants. It is therefore the part of wisdom for all mercantile men to examine the matter for themselves. If such a change would prejudice them, they should understand the proposition, and find its weak points, so as to be able efficiently to oppose it; because it is being persistently pushed to the front. If, on the other hand, the change would benefit them, why should they oppose it?

It is urged that the Single Tax emphasizes the rights of private property. The ethical principle upon which it is founded is, that the value created by the individual belongs to the individual; and that the value created by the community belongs to the community. It is the community alone which creates the value of land, and they have the right to take it by taxation. That on the face of it is a reasonable proposition.

NEW MECHANICAL DEVELOPMENT.

Some American papers are drawing attention to a recent invention which promises to be more far reaching in its immediate practical results than almost any which has preceded it in the annals of mechanical discovery. It consists in the use of hardened steel ball bearings for all wheels, pulleys, or revolving shafts, with a view to accelerated speed, and many other incidental advantages by reducing friction to a minimum and almost inappreciable quantity. The bicycle system of bearings furnishes an illustration of the principle, but with partial and imperfect adaptation. Here the defects of the latter are remedied, and the principle given such large and apparently illimitable scope as to foreshadow what may not inaptly be termed the millennium of mechanicle art. A set of pulleys which have been in operation at the power-house of the Washington and Georgetown Railroad company for several weeks have demonstrated to the satisfaction of a great number of scientific and practical men many of them attendants upon the late Patent congress in Washington and others of high and authoritative standing in the government departments, that the abolishment of friction, which has long been the dream of a multitude of original thinkers, is almost an accomplished fact. Two

of the pulleys mentioned have been in use for three weeks, carrying the railway cable, requiring no attention, generating no apparent heat, and performing their work admirably in all respects. Two other pulleys have been running for about ten days and twelve hours a day, merely for exhibition, one of which is driven with a thread of No. 200 spool cotton to a speed of 1,200 revolutions per minute, without oil or any other lubricant and apparently without heating; the plane surfaces that are exposed to the bearings and the bearing themselves being at no time raised above the normal temperature of cold steel. It is thus shown that where no heat is developed there is no friction, and if no friction there is no wear.

The simplicity of the principle is obvious. Ball bearings that present to a level surface but one point of contact, practically do not wear. The experiment at Washington seems to show that when of proper material and construction, these bearings can not be worn away, nor out of shape. To the applicability of an invention that thus virtually annihilates friction, dispels heat, and does away with the use of lubricating oils there is no limit. It can evidently be made as available for the wheels of railway cars as for the pulleys that support the Washington street car cables. It has already been successfully introduced in Washington in the running gear of ordinary vehicles, to the great saving of horse-power and entire relief from the annoyance and unsightliness of the grease that is now the common disfigurement of carriage axles.—Ottawa Journal.

PICTOU'S BLAST FURNACE.

An engine, to lay off the grounds, and locate the position of the furnace and the various buildings in connection therewith, is expected at Eureka in the course of three or four weeks. The Journal says the erection of the furnace will not be given out to contract, but will be built by the company's own employees. Only one blast furnace will be proceeded with meantime, but the laying out of the grounds will look to a duplicate furnace and duplicate adjuncts. The first furnace built will not be a very large one. The size will be some sixty feet in height by fourteen feet. It is estimated the yearly output of pig iron from the one furnace will be 20,000 tons. This will represent a consumption of some 40,000 tons of coal, it being estimated that it takes two tons of coal to produce a ton of pig. In connection with the works the company will build from fifteen to twenty coke ovens, or a sufficient number to produce thirty tons of coke per week. These ovens are called, if we mistake not, the "Copic," and are of a design not at present in use in this province. One of the features of the new style of oven is that the coke is not drawn out by hand, in pieces, but is driven out en bloc by a ram. It is said that it only takes five minutes to discharge an oven and

recharge it. It is also claimed for it that any sort of coal, almost, can be made to produce a good quality of coke. The fire proof bricks for the furnace will be imported from Scotland, and the bricks for the ovens, from Germany. The erection of the furnace will be proceeded with as rapidly as possible, yet, owing to the large amount of labor involved in its construction, it is not expected smelting operations will begin till the last of the year or the beginning of next.

AMERICAN PIG IRONS.

The subject of American pig irons, is one of growing interest and importance to the foundrymen of the Dominion. These irons have been steadily gaining ground for the past two years, but it was not until recently they were pushed to the extent that they might have been. Now that a prominent local firm have taken up the business and have secured the selling agency for some of the principal furnaces of the States, the business will no doubt grow to large proportions, especially as it is under the charge of a gentleman of long and extended experience. The different brands of Scotch irons are of much the same nature, soft, fluid, good scrap consumers and of fair strength, and are consequently easily worked but the varying characteristics of American irons need practical knowledge of their qualities, to properly introduce them. This has not always been done and as a consequence there exists among some of the foundrymen a prejudice against them. Where they have been intelligently worked they have given every satisfaction. Knowing this trouble several of the American firms selling pig in Canada have sent experts here to assist our foundrymen in working the iron in such a way as to secure best results.

The Americans claim that their irons have several advantages over European. They say that particular attention is given to the grading of American irons, each pig being broken and carefully graded as to the grain at the fracture. This, of course, enables consumers often to use No. 2, for work, that they have been in the habit of using No. 1 Scotch.

Another point in their favor is their cleanliness. This is a point not always looked to by users of pig iron. American iron will show from 1 to 3 per cent. more pure iron in the pig than Scotch irons. One more advantage not to be lost sight of is that in buying American irons, shipments can be made at regular stated intervals, according to requirements, all the year round, and this in the matter of convenience and interest charges is often quite an item.

Next to making our own pig metals, "a consummation devoutly to be wished," the use of American irons seems at the moment to be most advantageous to our foundrymen.

Work can always be found in a store without double-million microscope.

NEW GOODS.

WIRE WOUND HOSE.

Among the improvements in hose put on the market this season has been the "Kink Proof." It is an improvement on the wire wound article. The objection to some of the varieties on the market has been the tendency of the wire to unravel when cut or broken. It is claimed for the "Kink Proof" va-



riety that it can be cut at any wind of the wire without loosening or uncoiling, owing to its self-gripping qualities. It is manufactured by the Gutta Percha Co., Toronto, by special machinery.

NOTES.

An attachment to lawn mowers for gathering the grass as it is cut is becoming very popular. They are made of canvass stretched on wire of various sizes and shapes.

The latest thing in knives is an improvement on the yachtman's knife. It is a nickel plated knife with one blade, a marlin-spike, corkscrew with ring and shackle at the end for attaching to the belt. By means of a spring the blade or marlin-spike are kept firmly in position when being used. These knives are not yet in the market only a sample having arrived here from England.

A representative of a Chicago firm has been here this week introducing to the architects wrought iron grill work for use in the railings of banks offices and for stairways, elevators and other similar works in the fine class of building. It is coming into very great prominence in the States and there is likely to be a great deal of it sold in the next few years. Much of the work is an imitation of old English designs and is most beautifully done. After the expert iron manipulators have completed their part of the work each piece is put through the Bower-Barff process giving it a dead black finish.

The gasfitters and plumbers of London, Ont., bosses and men—held a meeting recently, the object of which was to improve, by means of certificates or otherwise, the quality of the workmanship as a means of preventing improper plumbing. The appointment of a city inspector, towards this end, was recommended.

TRADE JOURNALS AND DRUMMERS

It is amazing how firmly false conceptions will fasten themselves in the minds of people. Take, for example, the erroneous idea entertained in some quarters that commercial travelers and trade journals work at cross purposes.

Clear thought ought to dissipate the notion of antagonism, but occasionally the clear thought seems to be lacking. For consider: The purpose of each is to promote business.

They each visit the trade in order to induce liberal, and at the same time profitable buying. This is, of course, assuming that each is honest.

Occasionally a wholesaler may be found who will declare that advertising in a trade journal does him no good because he has drummers in the field. But the work of the two is complementary, and co-operative.

If a drummer, about to visit his trade, has been preceded by a trade journal advertising the name of his house and the line of goods he carries, half his work is done in advance. The introduction has been made. He represents Blank & Co., and the retailer knows that firm. As a representative of that house, the drummer's identification is established from the start.

It is a plausible argument that the matter of introduction has but a limited application, and that on the second visit it has no force. But the argument is altogether specious. The drummer visits the retailer once, twice or four times a year. Or suppose he visits his trade as often as once a month. What happens in the interval? Simply this: Week by week the trade journal places the name of his firm before the eyes of the retailer, who may forget the name of the drummer, but cannot fail, upon his return trip, to identify him.

A practice, becoming common nowadays, serves to confirm this idea of the desirability of an advanced introduction and continual reminder. Agents notify the trade, in advance of the approaching visits, the firms they represent and the line of goods they handle. Its continued practice attests faith in the worth of this style of announcement.

The drummer may make the trade journal, in which the company that he represents advertises its business, of material aid, both in securing and retaining business. So far from being antagonistic to each other are they, that the trade journal and the drummer are the most natural allies, from the co-operation of which alone the best results may be secured.—St. Louis Dry Goods Reporter.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.

THE NIAGARA POWER PROBLEM.

Since the first intimation reached the public that a project was afoot for the utilisation of the water power of the Niagara at Queenston Heights, and the building up at that point of a great industrial centre, interest has steadily developed in the scheme, until now it is more talked-of than any other project before the public. The fact is recognised that in the power of the great cataract there is a source of wealth illimitable to whoever can successfully control it. And the manner in which the Niagara and Queenston Land and Electric Co. propose to utilise the power is certainly natural and simple.

A Globe reporter had a talk with Mr. Richard Armstrong, manager of the company, who said that interest in the project was keen in most of the great centres of industry in Canada. "It is altogether a question of advantage," said he. "The coal bill of Ontario last year was over \$9,000,000 and in the new City of Queenston there will be no coal bills. The power will generate electricity for light and the driving of machinery, while natural gas, found within a mile of the location, will supply heat. Success in business depends to-day on the advantage that one man can secure in manufacturing over another. In Toronto here we can hardly be expected to manufacture as cheaply as they do in Buffalo, where coal is about \$1.50 per ton cheaper. That is the great advantage of cheap power. The Niagara will enable Canadians to manufacture on equal terms with other nations. It is this aspect of the case that is exciting so much attention throughout the country. The use of Niagara power means a new direction and increased keenness to competition in business. Another view of the case is the possibilities of electrical development. The subsidiary company for the transmission of electric power to Hamilton, Toronto and elsewhere is going ahead rapidly. The

practicability of transmitting electric power a further distance than is contemplated here has been demonstrated. In Germany it has been transmitted 115 miles, while it is only ninety-five miles between Queenston and Toronto - round the lake. Mr. Ball, president of the Ball Electric Co. has been experimenting for over a year in Utah on transmitters, and he expects to produce machinery that will convey power by wire for 200 miles. In manufacturing and for haulage this will greatly cheapen the cost of power in Toronto. Then there is the probable development of the use of electrical power for railway purposes. Chauncey Depew a short time ago made the prophecy that within a few years the railroads of the country would be operated solely by electricity. Henry Villard, another great railway magnate, and also a prominent electrical stockholder, is of the same opinion, and many more are coming round to it all the time. The railways of half the continent centre around Niagara, and it may be that they will find it necessary to generate electricity there, or, still better, to buy the power we shall have for sale."

After some further conversation as to the prospects of building up a great commercial centre around the Heights of Queenston through the agency of Niagara, Mr. Armstrong turned his remarks to a discussion of the natural advantages of the situation. "The climate over there," said he, "is not praised enough by the people who live around. I have heard strangers say it compares well with Italy, but of course that must be an exaggeration. We all know that the Niagara district possesses the finest climate around the great lakes. The air is clear and bracing, the spring comes early and the summer stays late. I was over there a month ago and the trees were beginning to blossom. When a storm comes it seems to avoid the Niagara district and invariably sweeps southward over the people at Buffalo.

As a residential centre with the finest scenery of nature near by and a climate more than usually healthy Queenston has a big future before it."

In response to further inquiries Mr. Armstrong expressed the belief that the success of the project was already beyond question. From one town some 150 applications are expected for lots in the new city when the plans are opened on May 15th.—Globe.

THREATENED IRON STRIKE.

All the Pittsburg lodges of the Amalgamated Association of Iron and Steel Workers have voted in favor of asking an advance of fifty cents a ton in the price of puddling for the next scale year, dating from July 1. The request for the increase will be resisted by the manufacturers who claim that the continued depression in trade will not permit of an advance in wages. On the other hand, the amalgamated people assert that the enormous demand for iron and steel consequent upon the Columbian Exhibition will not only push the mills to their fullest capacity, but naturally create an advance in prices, in which the workers have a right to share. The amalgamated convention, before which the matter will come, will open June 1.

M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c

PETROLIA, - ONTARIO.





NOTES.

Purdy, Mansell & Mashinter, Toronto, have obtained the contract for steam warming and ventilating the Ontario Parliament buildings at \$55,400.

The contract for doing the plumbing and gasfitting work for the new Ontario Parliament buildings has been awarded to Purdy, Mansell & Mashinter of this city.

A petition regarding journeymen plumbers which is to be presented to the London City council is in circulation. The object is to require all men working at the trade to have certain qualifications, which will entitle them to a license, thus shutting out certain tinkers, etc., calling themselves plumbers from imposing on the public.

The sanitary engineers in the newly organized Health department of Toronto, are George Banks, graduate in sanitary engineering from Glasgow College, who has had charge of the sanitary engineering departments in Glasgow and Helensburg, and for ten years was lecturer and teacher in sanitary science in western Scotland, and William Copping, who has passed the examination before the city engineer and the Master Plumbers' Association, and has been for some time in charge of all sanitary plumbing in the city engineer's department.

VENTILATION.

Probably all, or very nearly all, says the Engineering Record, of the lawyers, bankers, brokers and business men of the country would object most emphatically to wearing underclothing which had just been taken from the body of another person, or to drinking water in which a man had dipped his hands, or to eating food which had been in another person's mouth; and this objection would be raised even if they knew the person by whom the clothing, or the water, or the food, had thus, in their opinion, been contaminated, was as clean and as healthy as themselves.

Very few persons, however, object seriously to drawing into their lungs air contaminated with the effluvia and exhalations from the lungs and skin and clothing of a number of people such as they meet in concert-rooms, theatres, courts of justice and other places of assembly, although they know that a certain proportion of these other persons are neither clean nor healthy. They may know from the sense of smell that the air of the room into which they entering is impure; they may tell you that if they go to a certain theatre they will have the "theatre headache;" but they will go in all the same. It is not the custom of society to demand a supply of reasonably pure air. We do not expect it when we go to a dinner party, or a

reception, or a ball at a friend's house, and, as a rule, we do not get it under such circumstances.

At irregular intervals some physician gives a lecture in which he very disinterestedly explains that a considerable part of his practice is due to the breathing of foul air by his patients, or some journalist with a sore throat and a theater headache pens a trenchant editorial on the need of pure air in public places of amusement, or the proprietor of a patent ventilator calls attention to the statistics of the British army as given thirty years ago, to prove the necessity for his device; but all this effects little change in the arrangements in our habitations or buildings of public resort. Architects do occasionally include what they call ventilating flues in their plans of public buildings, but, unless for hospitals, they do not usually pay much attention to them; and even if they are provided it is very seldom that any arrangements for fresh air supply are made. We are not specially blaming the architects for this state of things, for they supply what the public demands, and for the class of buildings for which the services of architects are usually requested it is the external appearance and the internal decoration which are the points of most consequence in the eyes of their patrons. Nevertheless, an educated architect ought to know better than to furnish plans so defective in means for ventilation as are those of many of our public buildings, and if he does know better he should not neglect this point merely because his employer knows and cares nothing about it.

The essential point is to provide means for introducing and properly distributing a sufficient supply of fresh air in such a way that it shall not cause discomfort, and especially so that it shall not cause the room, or any part of any person in the room, to become uncomfortably cool in cold weather. Satisfactory ventilation in this climate is, therefore, a problem of satisfactory heating as well.

The heating apparatus for a large building is usually supplied under a special contract, awarded to the lowest bidder, the specifications being more or less vague and indeterminate. The object of the bidders is to furnish the smallest amount of boiler, mains, radiating surface, valves, etc., which will comply with the specifications. If these specifications were full and complete as to the work to be done in each room in the way of heating and ventilation, but without details as to the apparatus, the bidders would have to do some elaborate figuring if they wish to furnish just enough, and no more, air warmed to a proper temperature by just enough radiating surface and no more, etc.

Such calculations of minima are not easy to make, and few bidders would probably make them.

We believe, however, that the day is not far distant when public opinion will demand, and when architects and engineers will fur-

nish, in accordance with this demand, drawings and specifications for heating apparatus for public buildings at least as minute and accurate as those which are now provided for other details of construction; and when this occurs ventilation will also be provided for. Meantime we would say to all building committees, and to all whose approval of plans and specifications for a building to be erected, either for themselves or for others, is requisite, do not approve such plans and specifications, until you are satisfied that they provide for the admission in cold weather to each room of enough air to secure proper ventilation, and also for the comfortable warming of each room while this cold air is being admitted; and if you do not know how much air is required, or whether the plans submitted will effect what is wanted in the way of heating and ventilation, get the advice and opinions of some one who does, and pay for them.

COVERING FOR STEAM PIPES.

The Stationary Engineer gives the following fact in illustration of the benefit to be derived from properly covering steam pipes to prevent loss of heat by radiation. The Thomson-Houston Electric Light Plant, in Ann Arbor, has about sixty feet of 7-inch pipe connecting the boilers with the engines, and two large steam drums above the boilers. In March, 1887, the steam at the far end of this pipe was tested to determine the amount of entrained water, the pipes and drums at the same time being uncovered. An average of nine experiments gave 31.01 per cent of moisture. In June of the same year, after the pipes were covered with magnesia sectional coverings, the quality of the steam was again tested, the average of five experiments giving 3.61 per cent moisture. The tests were made by the same men, from the same connections and in the same manner. The pipes and steam drums in March were subject to a draught, which, of course, aided the condensation. Enough water passed into the cylinder to retard the engines, producing a disagreeable noise. In June, the weather was warmer, and the pipes and steam drums were well protected; the quality of steam at the boilers was tested in June, and showed about three per cent of moisture. Assuming that 100 i. h. p. were being developed at the time, and that each horse power required thirty pounds of steam per hour, we would need 3,000 pounds of steam. If the steam is assumed to have twenty-five per cent entrained water, due to condensation in the pipes and connections, then 4,000 pounds of steam will need to be produced in the boilers, 1,000 pounds more than necessary. To produce this steam will require about 125 pounds of good coal per hour, or 1,000 pounds per day of eight hours. One-half ton per day, at \$3 per ton, for 300 days, equals \$450, which at six per cent pays the interest on \$7,500. The actual cost of the covering, put on, complete, did not exceed \$150.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price - lists,
circulars, etc., as soon as they are ready.
No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for
lime kilns, furnace linings, smelting furnaces,
cupolas, and general foundry purposes.
Write for prices and mention **HARDWARE**.

The Colman Hamilton Co., Ltd.

Livingston's Building,

Telephonone 1998.

34 Yonge Street.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
A. J. Phillips.

TORONTO, ONT.

OUR NEW CATALOGUE

Of Paints, Varnishes, Artist's Materials and
Painters Supplies, will be sent to any address
Hardware and Paint dealers. It is profusely
Illustrated and contains eighty-two pages.

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,



Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

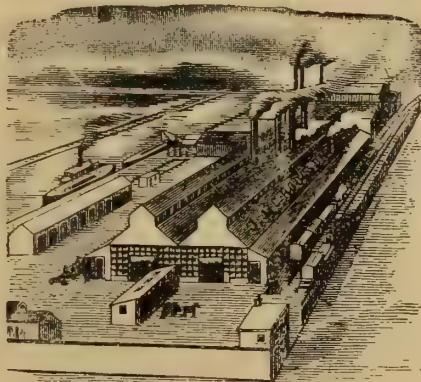
BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
Hydraulic and

ELECTRIC

for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

PAINTED SCREEN WIRE CLOTH.

Painting and Quality unexcelled.

SPECIAL SAND SCREENING CLOTH, JAPANNED HARDWARE GRADE WEBS,
LATH CLOTH and special strong power Loom Webs.

Manufactured by

THE B. GREENING WIRE CO., LTD.,

Hamilton, Canada.

Send for Catalogue.



A. W. Paulin, Treborne, Man., has accepted the agency for the McCormick machinery.

The merchants of Magog, Que., close every trading day except Mondays and Saturdays, at 8 p. m.

Mr. W. W. Groom, of London, has been appointed manager and buyer for Van Tuyl & Fairbanks, Petrolea.

The western Ontario commercial travelers have fixed on July 25 as the date of this year's picnic at Port Stanley.

Ed. Davey, late of the Cornwall Manufacturing Co., left on Saturday for Manchester, N. H., where he takes a good position.

Mr. D. P. McCrea, of Easton's corners, has secured the sole right to sell and manufacture Warren's Standard Aerator, for the Province of Ontario.

Mr. T. J. McBride, Winnipeg, manager of the Massey Company, says the sale of farm implements this spring has been far in advance of last year.

Mrs. Rosalie Boilean's bid, made by tender, for the stock and carriage making outfit of P. Boilean, insolvent, Ottawa, was accepted. The price was \$2,300.

The town of St. Stephen, N. B., is going to buy a stone crusher for use in the corporation. Readers of *HARDWARE* who manufacture this article should write.

Mr. Learkin, Brandon, Man., has opened out in the wholesale line of builders supplies, and will keep a stock equal to the business of the province and territories.

J. O. Cadham intends putting a complete stock of hardware, stoves, tinware, etc., in building next to Geo. W. Robinsons, opposite Town Hall in Portage la Prairie.

The clerks of Cornwall have at last won an early-closing by-law. They tried in former seasons, but could not get the necessary three-fourths of the merchants on their side.

The Business Men's Association of St. Catharines has resolved that the demonstration intended to be held in that city on the 24th of May, shall be postponed till the first of July.

H. E. Reed has a nice general store at Middletown, N. S. Mr. Reed was at one time a traveller on the road, and has picked up some good ideas in running a general store.

Mr. T. Schram of Wellandport has sent to Ottawa a car coupler of his own invention for use upon railway cars, upon which he is applying for a patent. The contrivance is very neat and does away with all danger of being caught while coupling cars, as the machine is worked by levers from the top or on

the ground. When coupling, the pressure of the link entering the drawhead presses a spring which allows the pin to drop in its position, thus making the connection.

Mr. D. Brown, hardware merchant, Portage la Prairie, Man., is moving into new quarters in the Hay block soon. He expects to do better, west of the present site on the avenue.

Messrs. Chewings & McLeod, Cypress River, are erecting warehouses and preparing to handle goods for W. Johnston and Massey & Co., and greet the agricultural community with a smile.

The Lieut. Governor of British Columbia has given his assent to the bill depriving the municipality of Victoria of the power of enforcing its by-law imposing a license on genuine commercial travellers.

Mr. Peter Peterson, an employee of the St. Thomas Car Wheel Works, had a narrow escape the otherday. While he was working a piece of iron weighing about 200 pounds fell grazing his cheek and raising a large lump on it.

Mr. Louis Arnett, of Brandon, at one time a prominent merchant of Winnipeg, died in the general hospital at the latter place last week. Mr. Arnett formerly kept a general store at Kerrwood, and was well-known to residents of Western Ontario.

Schooner Sea Bird, a recent arrival brought to St. John from Spencer's Island, N.S., moulds for the iron knees of the 2,200 ton, which ship is being built there by the Spencer's Island Company. The knees will be made by J. A. & W. A. Chesley.

It is stated that after experiments at the Washburn and Moen Works, at Worcester, Mass., a process has been discovered whereby steel wire can be made that will stand a strain and tension equal to copper wire. It can be manufactured cheaper than copper wire.

As a result of the joining hands of two large implement concerns, Massey Manufacturing Co. and A. Harris, Son & Co., it is stated that a large brick implement warehouse will go up in Brandon, to accommodate the extensive operations of the company in Brandon as a distributing point.

Mr. R. D. Thexton, Lindsay, Ont., has decided to retire from the hardware business and confine his operations in future to the wood and coal and pressed hay branches, which have developed to such an extent as to claim nearly the whole of his time.

At a meeting of the town council of Perth the following motion was carried: "That the Clerk be instructed to advertise in two Toronto papers and one Montreal paper that the town is prepared to offer liberal inducements to manufacturing industries to start operations in town."

A number of the storekeepers of Quebec city are agitating for the re-enactment of the civic by-law imposing a tax on transient

traders, as the city, they contend, is overrun by commercial travelers, especially from Montreal, who greatly injure local trade, without contributing a cent to the taxes.

Mr. Barker, representing George Butler & Sons, cutlery manufacturers, Sheffield, was here this week and has returned to England.

Mr. George McAgy, secretary of the Pellow-Hersey Co., Montreal, was in Toronto this week for a few days.

It is understood that negotiations are pending which will result in the removal of a couple more large factories to Toronto Junction, one from Toronto and the other from a western city. The shipping facilities of this place are attracting an excellent class of manufacturers, and the better it becomes known the better it will be appreciated.

Mr. Robert Munroe of the firm of Messrs. Fergusson, Alexander & Co. of Montreal, has gone West for a brief vacation. During his absence, Mr. W. H. Evans will "occupy the chair," and patrons of the "Elephant" brand can depend upon that prompt attention and quick shipment to their letter orders which has always been characteristic of this popular house.

The three days' tests of armor plates at the Annapolis (Ind.) naval proving grounds ended on Friday. Three kinds were tried—Harvey nickel, nickel and steel and steel plates. The steel plates were shattered, the nickel and steel perforated, but the Harvey nickel plates pulverized the projectiles and were not punctured at all. Each plate had 26 pounders from a Hotchkiss gun fired at it at a distance of 35 feet, striking the plate at a velocity of 1,800 feet per second.

The Lunenburg Progress says: The boiler and engine of the new steamer Lunenburg, which recently arrived at Halifax, weighs 87 1/2 tons. The machinery which is from Messrs. Doty, of Toronto, is said by experts to be as good as any made on the Clyde. The engineers employed in putting in the machinery, after a careful examination of the lines of the steamer's hull, gave it as their decided opinion, that instead of attaining only a 13-knot speed, as guaranteed in their contract, she will run 15 knots with ease.

A practical illustration of the benefit derived by the Dominion from the visits of such bodies as the British Iron and Steel institute has just been given here by the arrival of Mr. George Harrison, of Stourbridge, Worcestershire, England, who is about to settle at Sudbury and invest in the nickel industry. He is the second member of the institute who has returned to Canada to settle and it is understood that several other members have expressed a similar intention. Another incident arising out of the visit of the British institute is the fact that Sir James Bain who was one of our visitors, has since been elected M.P. for Whitehaven, in the Conservative interest, and has expressed his intention of speaking a friendly word for Canada when convenient.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

CANADIAN CUTLERY.

Among the new industries recently established in Halifax is that of the Parkins Cutlery Company. It was not inaugurated with any flourish of trumpets or newspaper notoriety; nevertheless, having the Canadian field practically all to itself, it ought to have a successful future. Nearly all the raw material entering into the manufacture of cutlery is produced in Nova Scotia; the principal article imported is high grade steel for the finest blades. The protection afforded by the tariff averages 25 per cent., so that all that is needed is the establishment of the industry by practicable men, aided by sufficient capital, to supply the home market. A year ago R. S. Parkins, who had been engaged in the business in Sheffield, came to Halifax, and started the manufacture of knives in a building at the head of the Arm, near Fenerty's Shovel Works. Then he brought out several experienced workmen from Sheffield, and began to introduce his goods in the local market. His enterprise was favorably regarded by Halifax wholesale men. And he received orders from all the leading houses. The business has since extended to New Brunswick, P. E. Island, Quebec and even as far west as Ontario. The demand grows so steadily that

Mr. Parkins finds it necessary to remove to larger quarters, and will establish himself in the city, and run his machinery by steam instead of water power. At present operations have been confined to the manufacture of the cheaper kind of pocket knives. A 25 cent jack knife is a simple contrivance, but its manufacture gives employment to several specialists. One man forges the blade; another man grinds and polishes it; a third saws the handle; a fourth cuts and drills the scales, fixes the spring and puts the various pieces together. Then the handle is ground and polished, the blade sharpened, etc. Most of this work is done by machinery; but each is a business in itself; the man who forges the blades knows nothing about grinding or polishing, nor does the grinder know how to hammer out the blade. Mr. Parkins, however, has a practical knowledge of all the branches. While on this point, it may be mentioned that among the machinery is a small improved boring machine, the invention and manufacture of Harry Hill, of the electrical department of the Halifax gas company. This machine does faster and better work than the one hitherto used, and is also an economiser of labor. The commoner kinds of blades are stamped; but the better qualities are forged. Of the latter, one man can forge about 18 dozen a day.

The handles are made of bone, ash, rosewood, ebony, etc., and the output of knives is about one gross per day. Mr. Parkins sought outside capital, and the factory is now in the hands of a company with an authorized capital of \$20,000. With the aid of new capital, the company will branch out into the manufacture of table knives and forks, carvers, butchers knives, razors etc. They are now filling a large order from St. John for pocket knives. With the cheap raw materials to be obtained in Nova Scotia, the protection afforded by the tariff, a market of 5,000,000 people to supply, with the necessary capital and intelligent management, this factory, from its small beginning, ought to grow into one of our most successful industries.—Halifax Herald.

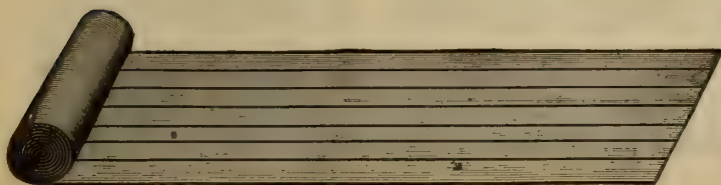
ATTRACTING FOREIGN CAPITAL.

M. Langer, a practical and experienced steel worker of Austria, is in New Glasgow, N. S., in connection with the steel works. He has erected a new smelting furnace and is to manufacture a new and finer grade of steel for the company. He will manufacture 1,000 tons before leaving. Mr. Davis, of Philadelphia, is also there and is making tests of the different kinds of steel. He is a practical chemist and has charge of that department of the works for the present.

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

MARKETS

EUROPEAN MARKETS.

Cables are nearly all stronger this week. Pig iron continues to advance in Great Britain. This week's cable show a rise of 11d. in Scotch warrants in Glasgow and 1½d. in No. 3 Middlesboro' as compared with a week ago. Tin plates dropped another 3d. to 16s. 6d. Ingot tin and lead are each 2s. 6d. dearer; copper has advanced 10s., and spelter 7s. 6d.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£91 12s. 6d.	£90 10s. 0d.
Future—	91 02s. 6d.	91 10s. 0d.
Copper, B.E.S.—	57 00s. 0d.	56 10s. 0d.
Lead, S.E.	12 15s. 0d.	12 12s. 6d.
Spelter,	22 17s. 6d.	22 10s. 0d.
Antimony,	53 0s. 00d.	53 10s. 0d.
Tin Plates—Cokes	16s. 9d.	16s. 9d.
Pig Iron—Scotch	49s. 10d.	48s. 11d.
Warrants.		
No. 3 Middlesboro',	39s. 10½d.	39s. 9d.

MONTREAL MARKETS.

MONTREAL, May 14, 1891.

CANADA PLATES

Canada plates are firmer, but the volume of business continues light. The price is now \$3.10, only special large lots being offered at \$3, last week's quotation.

TIN PLATES.

There is no change in the position of tin plates. All arrivals are going out immediately to fill orders, and the market remains very bare. Some business is reported for future delivery at a fraction below \$5 to \$6 for charcoal, prices on spot are unchanged.

PIG IRON.

There is nothing doing in pig iron on spot, but there is a firmer feeling appreciable. Values are nominal, but it is not likely that orders could be filled except at a respectable advance on \$19. Summerlee rules steady at \$22 and warrants are 48s. 6d.

BAR IRON, ETC.

Canadian bar continues in fair demand at about \$2.10, the general condition of the market being unchanged. Sheet iron hoops and bands are unchanged.

NAILS.

There is a good business doing in nails on a \$2.15 to \$2.20 basis. The cutting in rates continues unabated, and while all sorts of wild stories are being circulated, it is not likely that any sales are being made below these figures, which are too low to allow the maker any profit.

IRON CUT NAILS.

10 dy to 60 dy, hot cut, per keg	....	2 20
8 dy to 9 dy, " " "	....	2 45
6 dy to 7 dy, " " "	....	2 70
4 dy to 5 hot cut, Am. pat	....	3 05
3 dy, hot cut, per keg, Am. pat	....	3 70
3 dv fine hot cut, " "	....	5 00
2 dy, fine hot cut, Am. pat.	....	5 20
4 dy to 5 dy, cold cut, per keg,	....	2 70
3 dy, cold cut, per keg,	....	3 20

STEEL CUT NAILS.

10 dy to 60 dy, per keg	.....	\$2 30
8 dy to 9 dy, " " "	.....	2 55
6 dy to 7 dy, " " "	.....	2 80
4 dy to 5 dy, " " "	.....	3 05
3 dy " " "	.....	3 80
5 dy fine, " " "	.....	5 30

CASING, FLOORING AND BOX NAILS.

3 dy, per keg	.....	\$4 20
4 dy @ 5 dy, per keg	.....	2 77
6 dy @ 7 dy, " "	.....	3 27
8 dy @ 9 dy, " "	.....	2 95
10 dy @ 30 dy, " "	.....	2 70
Cut spikes, " "	.....	2 25

COMMON FLOUR BARREL NAILS.

¾ inch, per keg	.....	\$4 50
1 " " "	.....	3 90
1 ½ " " "	.....	4 20

STEEL WIRE NAILS.

10 dy to 60 dy per keg	.....	\$3.15
9 dy to 60 dy " "	.....	3.45
8 dy to 60 dy " "	.....	3.70
7 dy to 60 dy " "	.....	4.00
6 dy to 60 dy " "	.....	4.30
5 dy to 60 dy " "	.....	4.30
4 dy to 60 dy " "	.....	4.60
3 dy to 60 dy " "	.....	5.50
3 dy fine,	.....	6.60

Finishing nails 45c. per keg over same size hot cut, viz., from \$6.15 for inch to \$3.20 for 3-inch per 100 lbs. Clinch and heavy clinch nails from \$6.15 for 1-inch to \$2.95 for 3-inch per 100 lbs. Sharp and flat pressed nails from \$6.65 for 1-inch to \$3.45 for 3-inch per 100 lbs. Horse nails, No. 7, 24c., No. 8, 23c., and No. 9, 22c. Terms—"M R M," "P B," and "C" brands in 100 box lots 50 and 10 per cent. off discount, for large lots; small lots 50 per cent. off; four months' or 5 per cent. off for cash in 30 days.

PETROLEUM.

The movement in Canadian oil is small on spot, there being still a large stock of cheap oil on hand to be disposed of, which was bought when prices were away down. Crude is easier at \$1.37¼ per bbls. American oil is in fair demand. We quote:—Canadian, 12½c. at Petroli, 14 to 14½c. in car lots at Montreal, and 16c. for single casks; American, 23c. in car lots and 23½ to 24½c. in smaller quantities; American benzine, 23 to 25c., and Canadian 11½ to 15c.

CEMENT AND FIREBRICKS.

The delay in arrival of London and Newcastle steamers with further supplies of Portland cement has caused a temporary scarcity and prices for round lots from stock are firm at \$2.35 to \$2.60, according to brand, and about 5c. per cask less for later delivery. Jobbing quotations are \$2.40 to \$2.75 per cask, with only a fair demand. Firebricks are quoted at \$18 to \$24 per 1000, ex ship, with a good demand passing for medium sized lots.

NAVAL STORES.

There is a good enquiry reported from all lines of naval stores, and a large business is expected when the shipping season is more advanced. Turpentine is firm at quotations stocks being light and the demand good. We quote:—Turpentine, 60 to 61c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste 5 1-2c. for colored, and 7c. to 10c. for white; oakum, 5 1-2c. to 7 1-2c.; and cotton oakum, 10c. to 12 1-2c.

CHEMICALS.

There is no change to note in the price of chemicals, and all goods arriving going into consumption at once. The foreign markets are reported steady.

OILS.

There is a better enquiry noted for linseed oil, which is scarce and quoted at 66 to 67c. for raw and 63 to 64c. for boiled. There is a fair demand for Newfoundland cod oil at 41 to 42½c. Prices are tending upwards, but there is no Gaspe or Halifax on the market. Seal oil, steam refined, is rather firmer at 47½ to 52½c., and castor oil is easier at 9½ to 10c. with a fair demand passing.

LEADS.

There is a moderate demand for leads, but business is not up to the average. Prices are unchanged, as follows:—White \$6.25 @ \$6.75; No. 1, \$5.25 @ \$5.50; No. 2, \$4.50; No. 3, \$4.25; dry white, \$6 @ \$6.50; do. red, \$4.50 @ \$5.

GLASS.

Glass continues unchanged at \$1.45 to \$1.55 for first and second breaks.



ENAMELLED WARE

CAST IRON AND PRESSED.

We have made an immense purchase of these goods and now offer them at prices that will close them out quickly.

GOODS AND PRICES CANNOT BE REPEATED.

It will pay to defer buying till you see our samples and get quotations.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

TORONTO MARKETS.

TORONTO, May 15, 1891.

Trade continues to improve. The only unsatisfactory feature in the market is the cutting in nails which is having an indirect effect on many other lines. There has been an active demand for most lines of building hardware at steady prices; wrought iron butts are firmer, prices in the States having gone up $7\frac{1}{2}$ per cent. Wednesday.

METALS.

IRON AND STEEL—All kinds of iron including pigs, bars, boiler and tank plates, etc., have been much more active this week, and trade is in a much more buoyant condition. Domestic bars are quoted at \$2.05 to \$2.10, but sales have been made at \$2.00. Nova Scotia bars are held at \$2.10, with some smaller sales reported at outside points.

Pig iron is steady, though complaints are made that a Hamilton firm is cutting on Carnbroe which is rather surprising as there is none of that brand being made now, and cables say it is becoming very scarce. It was offered for importation at \$20.65 delivered at a point west, but it is said the Hamilton firm in question secured the order at a very much lower figure. There is a much better feeling among holders owing to the continued steady rise in European markets and reports of a probable advance in the States. A few small lots of Siemens have sold at \$22.50. American Scotch irons rule at \$22.50 to \$23.00, and Soft Southern \$20.50 to \$21.50. British irons to import are quoted as follows:—

No. 1. Calder \$23. Mo. 1 Middlesboro \$21.
No. 3 Calder \$22. No. 3 Middlesboro \$20.
No. 1 Sum'rlee \$23. Carnbroe \$20.75-21.

BAR IRON—Has not shifted from the point to which it had dropped last week, viz., \$2.05 to \$2.10.

COPPER—There has been a very large demand for sheeting copper. Several contracts have been let since last week. One was closed on Wednesday for 35 tons. Quotations are unchanged, but prices are firm. Ingots and sheets are unchanged.

TIN—The demand is very good, and the stock is short. The prices are 22 1-2 to 22 3-4c. in lots, and 23 to 23 1-2c. for small quantities.

LEAD—There have been several large sales of lead. The stock, domestic, is almost nil. Prices are almost nominal therefore at $3\frac{3}{4}$ to 4c. Imported is 4 to $4\frac{1}{4}$ c.

ANTIMONY—Shows no change. Cookson's is 18 to 18 1-2c. and other brands 17 to $17\frac{1}{2}$ c. The demand is low and there is no excess of stock.

ZINC AND SPELTER—There is no inquiry for or sale of any to speak of. The demand is always small at this season.

TIN PLATES.

No change in tin plate is likely to take place before July, when the price will probably take a sharp decline. The demand from the United States now keeps the market up, as the aim of manufacturers who use tin plate as raw material is to get themselves stocked before the added duty goes on. Consequently they hold up the market at present. Extra charcoal tin is \$5.50. Orders for July and August shipment are \$4.50, the price being lower because the United States demand will then be a comparatively unimportant factor for some time.

NAILS.

Prices are still unsettled and unsatisfactory, and may be changed at any moment. There is no doubt but that manufacturers are heartily sick of the cutting they have been engaged in for the past few weeks, and it is thought that they will come to terms before long. The market here is slightly easier than a week ago, the general quotation being \$2.35 with five per cent. off for cash. Other varieties of nails are unchanged.

TWINE.

There is a fair demand at the recent decline. Blue ribbon is offered in 1,000 lb. lots at 14c.; red cap at 12c.; crown at 11c., and silver composite at 9c. Sales of cars are reported at 5 per cent. better terms for cash in fifteen days.

BUTTS.

A meeting of the four manufacturers of wrought iron butts in the States was held yesterday, when it was arranged that they should all go into a pool. Two factories have been closed, and the Stanley and the McKinley companies are the only ones now in the market. Prices have been advanced about $7\frac{1}{2}$ per cent. above old quotations.

GLASS.

Prices are unchanged. Demand has been good and houses are busy receiving and sending out early shipments.

PAINTS, OILS, ETC.

Paints, both dry and colors in oil remain unchanged. There is only a fair movement, but a better feeling prevails in the market.

Linseed oil is firm at 1c. advance. Raw is now 65c. and boiled 68c. Castor oil is quoted on spot at 11 to $11\frac{1}{2}$ c., but to arrive shortly sellers are asking $10\frac{1}{4}$ c.

Turpentine is firm at 62 to 63c. The market is still practically bare of stock. There are a good many inquiries from both jobbers and retailers. Shipments are expected here in a few days.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F ves's Oswego.	F ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.00	\$4.45	\$4.15
" Net.....	3.57	3.97	3.70
Egg Gross.....	4.10	4.55	4.25
" Net.....	3.66	4.06	3.79
Stove Gross.....	4.10	4.55	4.25
" Net.....	3.66	4.06	3.79
Chestnut Gross....	4.10	4.55	4.25
" Net.....	3.66	4.06	3.79

OLD MATERIAL.

A weakening of prices in stove cast scrap, old copper bottoms, and heavy red scrap brass shows that the advantage remains on the side of the demand. The supply of stock continues to come in beyond the capacity of the foundries, and prices are therefore on a less firm basis than they were in lines where the quotations are unaltered. They are as follows:—For No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 45 to 50c.; No. 1 wrought scrap 65 to 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, $9\frac{1}{2}$ to 11c.; heavy scrap copper $11\frac{1}{2}$ to 12c.; old copper bottoms, $8\frac{1}{2}$ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9 to $9\frac{1}{2}$ c.; scrap lead $2\frac{1}{2}$ to $2\frac{3}{4}$ c.; scrap zinc, 2 to $2\frac{1}{2}$ c.; scrap rubber, $2\frac{3}{4}$ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

The local market shows no change. Business shrinks with increasing daylight, but prices are steady.

The Petrolia advertiser reports: Petrolia crude \$1.38½ per bbl., Oil Springs crude, \$1.40½ per bbl. Little or no change has taken place in oil matters since our last issue, and until some new developments are brought forth by the drill, things will remain pretty much the same as they are. Every set of tools are going night and day, and so far nothing but small wells are got. The refineries are almost at a stand-still, their owners preferring to wait awhile rather than to continue paying the present price for crude. The price of refined remains the same as last week.



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

HIDES, ETC.

HIDES—Have not improved in price, though they are better quality, being less grubby than they were. Green are 5 to 5½c., and cured 6c.

SHEEPSKINS—Run up to \$1.50. Calfskins are 6 to 8c.

TALLOW—Is unchanged at 5½ to 6c. for refined, and 2c. for rough.

WOOL—Is in undiminished dullness at 18 to 19c.

RAW FURS.

Raw furs are unchanged at quotations—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50, Muskrat, fall, 12c.; spring rat, 25c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

AMERICAN MARKETS.

NEW YORK, May 14, 1891.

IRON AND STEEL.

In the several branches of the iron and steel trade the situation is practically the same as it was at the beginning of the month. Not the slightest change is apparent in the character of the demand for any class of finished productions here or at other centres, nor does any new move appear to have been made by manufacturers despite the somewhat trying conditions against which they have had to contend for some time. That buyers hold aloof in expectation of prices declining is doubtful. The movement all along the line suggests that moderate requirements, rather than a disposition to contest with sellers, is accountable for the present sluggish condition of trade. With the movement of the productions of mills and foundries thus on a moderate scale, operations in crude material are conducted very cautiously, but in this, as well as in other lines, values hold remarkably steady.

The poorer class of foundry pig iron is in liberal supply and somewhat irregular as to price, but standard brands are kept well sold up and remain quite firm. No. 1 is quoted at \$17 to \$18, and No. 2 at \$16 to \$16.50, according to brand. Mill grades are plentiful and quoted at \$14 to \$15. Bessemer pig is selling for early delivery at \$17 to \$17.50 at furnace, but bids for supplies for future delivery are not as good by 50c. per ton. Foreign 20 per cent spiegeleisen is still quoted at \$28.50 to 29.50, and 80 per cent ferro manganese at \$64 to 65, according to brand and time of delivery, with but little business passing. Transactions in old iron are few in number and the demand is small. Tee rails are quoted at \$22.00 f. o. b. cars and \$21 to 21.50 is asked for No. 1 wrought scrap.

Very few and only small orders for steel rails have been placed. Of these, 6,000 tons for the Erie Railroad company is the largest, and that order was divided, 4,000 tons going to one mill and 2,000 tons to another. In the way of new demand nothing important comes to the surface, but manufacturers, confident that there must be a change before long, stand firmly together and make no concessions. The figures named for heavy sections are \$30.75 to \$31 at tidewater, \$30 at Pittsburgh and \$31 at Chicago. Billets and slabs are relatively lower, selling at \$25.50 to \$26 in Pittsburgh and corresponding prices at Eastern mills. Wire rods are relatively as low, at \$36.50 to \$37 at Pittsburgh, with the demand moderate.

TIN.

Pig tin speculations have been on a moderate scale. London quotations have been variable enough to satisfy the average oper-

ator, but only a few members of the trade have shown courage enough to venture, and their operations were insignificant. June delivery, sellers right to double, at 19-80 to 19.85c. to the extent of 30 tons on Monday, but 20c. regular was bid on Tuesday, and 30 tons were taken at that price for prompt delivery. At the close 20c. seemed to fairly reflect market value for ten-ton lots.

COPPER.

Business in copper has been very slow and the market presents no new feature. Sellers refrain from offering in a manner that would seriously disturb values, but the demand is still surprisingly light and the market rather weak. Lake Superior ingot is quoted at 13 to 13¾c., Arizona at 12¼c. and casting copper at 11¼c.

LEAD.

The lead market has undergone no change. Demand is light, the offering moderate, and neither buyer or sellers seem inclined to make any decided move. Single carload lots would probably bring 4¼c., but larger quantities offered at that price were passed.

SPELTER.

The demand for spelter has not improved, but, while the market remains positively dull, sellers make no further concessions on price. Prime Western, in carload lots, is valued at 4.85c. Common may be had at a shade less.

TIN PLATES

In the tin plate market, business remains very quiet, and further concessions on price seem to be unattractive to buyers in view of the large stock here and to arrive during the next sixty days. We quote:—Charcoal, ½ cross assortment, Melyn grade, \$6.12½ to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.8c to; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.20 to ..; M. F., 20x28, \$15.00; Worcester, 14x20, \$5.62½ to Worcester, 20x28, \$10.50; Dean grade, 14x20, \$5.05 to; Dean grade, 20x28, \$10.10 to; D. R. D. grade, 14x20, \$4.85 to; D. R. D. grade, 20x28, \$9.75 to; I. C. Coke—Penlan grade (iron), \$5.12½ to \$5.15; J. B. grade, 14x20, \$5.27½ to; I. C. Bessemer steel, 14x20, coke finish, \$5.15 to \$5.17½; I. C. Siemen's steel, coke finish, \$5.35; I. C. Bessemer steel, squares, \$5.65 to \$5.70 basis; I. C. Siemens steel, squares, \$5.70 to \$5.75.

The undertaking projected at Knowlton, Que., by Dr. Latimer, of Montreal, may develop immense proportions, if the anticipations of the projector can be realized. It is proposed to establish iron smelting works, and also a steel manufactory, the coke being made from coal on the spot. The metal is intended to be manufactured at the same works, into utensils, nails, heavy castings, &c. The doctor modestly suggests a thousand hands to begin with. What gives an air of certainty to the propositions, is the purchase by the syndicate—of English founders be it noticed—of heavy loads of hematite and titanic iron ore, in the vicinity, which have been found on analysis to yield 67 per cent. of metal. Large areas of coal seams have already been secured in Nova Scotia, and some developed iron mines as well, are the very promising deposit which has long been worked near Ironsides, Ottawa county. The syndicate, will require water power for the lighter machinery.

AN IMPORTANT MEETING.

Two or three weeks ago the retail hardware men of New York City held an important meeting and perfected an organization, the purpose of which was to force manufacturers to give up selling direct to consumers at less than retail rates. The general sentiment of all present was that the retail hardware trade was being killed by two things, viz., the manufacturers underselling the retailers, the dry goods houses selling hardware. Their first step is being made in the direction of overcoming or curing the first evil, and as soon as this is accomplished they will turn their attention to the dry goods people. After long and exhaustive arguments a boycott was finally declared, and when the association gets into active operation each member will agree to purchase no goods of manufacturers who sell direct to the consumer at less than retail prices.

It is difficult to tell just what the outcome will be, but no little interest has been excited throughout the country, and many are watching the effect of this new organization's plan. Manufactories are multiplying so fast that it is difficult for each one to get the cream of the trade through the usual channels, and in order to secure a proper introduction, many manufacturers go direct to the consumer and offer reduced rates as an inducement for trial orders. This is demoralizing not only to the retailer but the jobber as well, still it is difficult to see how it can be prevented. The manufacturer who fails to get his product into the hands of the jobber or retailer, or who thinks his goods are not being properly pushed by them, feels the necessity of getting into the market by some means or other, and the methods adopted in attaining that end are not always in accordance with strict business principles. A boycott, however, is apt to increase the demand for the boycotted goods if done in the usual way.

Just now to prevent dry goods men from selling hardware is considerable of a question, and it is not for the Ironmonger to attempt to solve it. We don't recommend laying in stock of dry goods in order to compete with the dry goods people, nor do we indorse the boycott system. It is believed that the evil will cure itself in time.—The Ironmonger.

Mr. J. T. Reid, of the Ontario Wheel Works, Gananoqua, has just completed a bargain with the National Malleable Castings Co., of Cleveland, Ohio, by which he grants to said company the exclusive right to manufacture and sell in the States his ornamental hub bands and the machines for applying rings to hub bands, expounders, etc. The sale is made upon a mixed contract of part royalty and part percentage of profits, such as to guarantee to Mr. Reid an income of at least \$1,500 per year. The National Malleable Castings Co. is one of the largest malleable iron works in the States, having business connections with all large carriage factories, and as they will push the sale of these goods for their own profit, Mr. Reid's share will be likely soon to greatly exceed the sum mentioned.

STRANGE MANŒUVRES OF THE WELSH TIN PLATE TRADE.

Tin plate trade manufacturers have decided to take a month's holiday in July, for it is definitely decided that nearly 400 mills will be idle during the whole of the month. A meeting of the trade was held at Swansea this week, when the proposal to close the works was formally adopted by a large majority of the trade. The makers who have declined to join the combination will not have a very busy time, for it is a foregone conclusion that there will be no American business in the market. The alleged reasons for the closing of the mills is to allow the accumulated stocks to be worked down. These stocks will presumably be in America, and just when it seems desirable to cultivate the trade in other countries it seems rather a bad policy to attempt to shut up all the works. The Scotch iron smelters for other reasons adopted this policy, and forced their customers to go elsewhere for supplies. Many of them, having made a change, will never renew their Scotch connections. Without any combination most of the tin plate mills must have been stopped in July, not to work off stocks, but to prevent their accumulation. The men employed in the mills are not overjoyed at the prospect of a month's idleness. A representative of the men says: "The decision of the masters has come upon the men as a terrible surprise, inasmuch as the result of the masters' meeting shows plainly that the real cause is not the reduction of stocks, but the maintenance of the present high prices. The production of tin plates during the last seven months has been about 7,000,000 boxes taking into account the various general holidays and stoppages. This means an average of 1,000,000 per month. The masters now say that the stocks have accumulated to about 1,000,000 boxes, but to get this the men must have been driving very unreasonably above the average of 36 boxes per shift allowed by the rules of the men's union, which is undoubtedly adhered to throughout the trade. To attain the present alleged stock during the course of the past seven months the men must have been working at the rate of 41 boxes, which every master must know is impossible to be turned out as an average throughout the whole trade; and even if all the plant at the existing works were of the most modern type it is very well known that one eighth of these works could not really turn out an average of 400 boxes per week. The real object of this project is, according to the masters, the reduction of stocks; but the men must have been working 41 and 42 boxes per shift before they would be able to turn out 8,000,000, so as to leave a balance of plates in stock to the amount of 1,000,000 boxes." A workman's scheme for limiting the output is "that operations should cease every Saturday and Monday in all the works in the trade for two months after the end of June. If this were adopted it would

mean a reduction of 500,000 boxes, which is half the amount of the present supposed stock. Knowing, as the masters do, that they require nearly the whole of the other 500,000 boxes for the sake of transit, etc., their object in reducing the stock, if it is a real one, could be obtained by that method, one which would not entail so much hardship on the workmen as a successive four weeks' stoppage would do." When the mills start up again in August it will be interesting to note the selling prices of plates. Cokes now quoted at 17s 6d. are said to have been offered at 12s. 6d., delivered in August. The question of prices rests with the makers. If they can agree among themselves there is no reason why the prices current after the tariff should not be fully equal to those now ruling.—London Iron and Steel Trades Review, April 25.

AN OFFICIAL REPORT ON PROFIT SHARING.

Some time since, says the American Manufacturer, the British Government appointed Mr. Lowry Whittle a commissioner to investigate and make a report upon the various plans of profit-sharing in operation throughout the world. That gentleman recently made his report, in the latter part of which he gives his conclusions in reference to the system. He notices that trade unions are not generally advocates of profit-sharing, and while not affirmatively hostile, they are unsympathetic. The Parliamentary Committee of the Liverpool Trade Union Congress, without condemning the system, directly declared "it would be difficult to consolidate organization in any body where a system of deferred pay, either in the form of perquisites or pensions prevailed." Mr. Whittle contends that there is no essential antagonism between the ordinary work of a union, between many of the objects which the older unions have pursued and the policy of profit-sharing. Profit-sharing probably diminishes the danger of strikes. To the union, however, whatever its policy may be, a strike is not a primary end, although it may sometimes be a means to an end. One of the main objects of the union is generally the regulation of current wages, and the just regulation of current wages is one of the conditions precedent to the efficient working of a profit-sharing system. In principle, therefore, there appears to be no reason why a trade union should not find useful work in assisting to regulate the basis on which profit-sharing rests. Profit-sharing, Mr. Whittle holds, is no rival to or substitute of trade unions. It is not sufficient to convert into intelligent, self-respecting workmen, hundreds of men whose work is directly influenced by the presence of the foreman.

In concluding his report the gentleman mentioned expresses the opinion that profit-sharing as a system requires much time and pains to produce substantial results. He

states, however, that in a very large number of industries, where employer and employed are on terms of mutual respect, an intelligent, painstaking employer will find in this system a contrivance which, although requiring much personal care at first, will ultimately work, automatically, to continue and extend good relations between him and his workmen, to guard against possible mischiefs in the future, and in the long run to materially increase his own profits and his people's well being.

A reputation for truthfulness is indispensable to permanent and satisfying success.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

THE A. G. PEUCHEN CO.,

ARE NOW MAKING

100 TONS
OF

Pure Paris Green

ALSO MAKING

300 bbls. of PAINT OIL.

See our New Catalogue containing 32 pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

THE A. G. PEUCHEN CO., Ltd.,

Manufacturers Paints and Varnishes,
TORONTO.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade
Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

BETTER THAN A BANK.

The following should be posted over every merchant's desk. It means discount your bills: 1. One half per cent. on a 30-day bill paid in ten days is equal to interest at the rate of eight per cent. per annum. 2. One and one-half per cent. on a 60-day bill paid in ten days is equal to interest at the rate of eleven per cent. per annum. 3. Four per cent. off on a four months' bill is interest at the rate of twelve per cent. per annum, or a four months' bill paid in thirty days with three per cent. discount is interest at the rate of twelve per cent. per annum. 4. Five per cent. discount off on a four months' bill is interest at the rate of fifteen per cent. per annum; or if paid in 30 days, less four per cent. it is sixteen per cent. per annum. Bills paid are safer than money in any bank, however strong. Cash discounts are the dealer's first profit and one he is sure of.—Ex.

THE CULTIVATION OF INDIA-RUBBER.

In a recent letter to a contemporary, says the Ironmonger. Mr. W. R. Fisher gives some interesting particulars with regard to rubber cultivation in Assam. After some preliminary experiments, the Government of Assam in 1873 determined to plant caoutchouc in the Charduar Forest at the foot of the Hymalayas. This district is essentially damp, and the moist, hot atmosphere in the summer months resembles that of a forcing-house. The plan of concentrating rubber-trees in artificial plantations was carried out as follows:—At first attempts were made to propagate by cuttings, but it was soon discovered that rubber-seed germinated freely on well-drained beds covered with powdered charcoal or brick-dust, and that the seedlings, though at first small became about 2 feet high in twelve months, and were much hardier against drought than plants produced from cuttings. In order to imitate nature as much as possible, some strong seedling rubber-plants were placed in the forks of trees in 1874, but by 1885 only a few of them had reached the ground and were growing. Large nurseries were ultimately formed, in which the plants were retained until they were 10 feet high, and then planted out in belts of 40 feet, separated by alternating strips of untouched forests 60 feet wide. It was found that the rubber-plants did not get sufficient light with lines less than 40 feet broad, whilst the strips of forests kept the soil and atmosphere moist, and afforded side shelter to the plants, forcing them to grow upwards. As this method involved considerable expense in clearing the lines, and wasted the wood, which was frequently unsaleable, the Chief Commissioner of Assam, in 1874, directed that plantations of *Ficus elastica* should also be made in grass-land near Tezpur. The trees, however, when tapped yielded scarcely any rubber. An area of only eight acres was therefore planted out

near Tezpur, whilst the area of the Charduar plantation in 1889 was 1,106 acres, and contained 16,054 plants, besides large nurseries with 84,000 seedlings. The present average annual growth in height and girth, taken from 350 plants, are respectively 5 feet 2 inches and 8 inches. The up-keep of the plantation consists chiefly in clearing the lines round the plants, but four years after planting, the under-growth is well kept down by the shade of the rubber-trees. Experimental tappings were made in 1883 and 1884 on 50 natural-grown rubber-trees in the Charduar Forest, the total yield being 438 lbs. in 1883 and 206 lbs. in 1884, giving an average yearly yield of 6½ lbs. per tree.

THE TIN PLATE TRADE.

In view of the coming into operation on July 1 of the higher duties imposed by the McKinley Act in the United States, the tin plate makers of South Wales and Monmouthshire have decided to take a step which may seem curious to those who are not well posted in the history of the industry. They have resolved to stop their works for twenty-eight days in July, the object of this cessation of production being the prevention of any serious fall in the prices of their products. The remedy is not novel in connection with the tin plate trade. It has often been talked about, and occasionally applied, but there are very few instances indeed in which it has been successful on former occasions. In an industry which is at present a virtual monopoly of South Wales and Monmouthshire, it might be supposed that the manufacturers could manipulate the trade pretty much as they pleased, but we know that such is by no means the case. In the present instance it is probable that the output during May and June will be so augmented as to nearly or quite compensate for the stoppage during July—in which event it follows that the cessation of production during the last-named month will be rendered entirely nugatory. That sort of thing has happened aforetime, and there is no guarantee that it will not take place. The most striking feature of the present project, however, is the fact that the attempt to maintain selling prices will be made concurrently with a serious falling off in the demand from the chief market for tin plates. That market has been buying on a very large scale for many months past, and is now stocked to repletion, consequently the demand from it is sure to be small for several months after June, even if no great progress is made in the production of tin plates in the United States. This is recognized by the market generally, seeing that plates for delivery beyond June have for some time past been purchasable at 3s. to 5s. per box less than prompt lots. Although the course of the market thus indicates the natural happenings after the coming into operation of the McKinley Act, the Welsh

makers profess a fear that prices may be driven down to a point below the cost of production—hence the heroic remedy they propose to apply. In the opinion of many careful observers their remedy will fail, partly because it is almost certain that the stoppage will be fully discounted by the enlarged make of May and June, and partly because it is in no sense likely to prove a cure for a serious disease. As we remarked on former occasions, we do not anticipate anything like the total loss of the United States market for our tin plates. There is not the slightest evidence, or probability, of any such occurrence. There is no "rush" into the new business on the other side, and for a long time to come the few plates made in the States will exercise but slight influence upon the general course of prices or of the trade at large. But even if this is admitted now to be a correct hypothesis, and subsequently demonstrated by hard facts, the Welsh and Monmouthshire makers are anything but wise in their action. What they should aim at is not the maintenance of prices by artificial and inefficient means, but to so cheapen the cost of production as to bid defiance to the whole world under any conceivable conditions. The Americans, if and when they go into the business fully, will do so on new lines, and, particularly, will use machinery and improved appliances in every process. The Welshmen must do the same if they really mean to retain command of the industry. There is no alternative. If they stand still and rely upon the old-fashioned way of doing things they will be stranded high and dry, whereas if they will move on, and use their quick wits and undoubted energy, all that other nations may do will not suffice to sap their supremacy. Something is being done, we admit cheerfully, in the right direction. Better engines and boilers are being put down. Improved machines for pickling, coating, and cleaning are being adopted here and there, but the makers as a whole are not sufficiently awake to the latest improvements. Amongst these is a self-acting tinning machine, which enables the washman and the riser to be dispensed with, and, instead of evaporating the tin and the oil in five pots, does the work automatically in one pot. Only one man is needed to keep the machine supplied with plates, whereas three men are required on the present plan. It is advisable, also, that increased attention should be directed to the use of gas and regenerators for the annealing and tin furnaces. In other trades these and many other points have to be constantly considered, and if the tin plate industry is to remain one of our principal manufactures, they must be considered by those who are engaged in it. No industry can stand still. Either it must move onward or retrograde. The tin plate makers try hard to stand still. They are unsuccessful, but we hope that in the near future they will make such improvements as will enable them to defy the world.—The Ironmonger.

THE TRUTH ABOUT TIN PLATES.

Up to the present time, the amount of tin plates produced in this country since the passage of the McKinley bill is inconsiderable in comparison with the amount imported and consumed in this country. It was expected that such would be the case. Indeed, the tariff act of 1890 expressly anticipates such a condition and provides for it. In the first place it provided that the increased duty on tin plates shall not go into effect until the 1st of July, 1891. The avowed object of this provision was to give time for preparation for the manufacture of tin plates in this country before the duty should go into effect. In the second place, the law provides also for the admission, of tin and terne plates of certain sizes into this country free of duty after October 1st, 1897, unless it shall appear that the quantity of such plates "lighter than sixty-three pounds per hundred square feet produced in the United States during either of the six years next preceding June 30th, 1897, has equaled one-third the amount of such plates imported and entered for consumption during any fiscal year after the passage of the act of 1890, and prior to October 1st, 1897," re-exports of tin plate on which a drawback is paid not being included in the amount necessary to make up said amount. In other words, the tariff act of 1890 contemplates that in the next six years the maximum production in any year shall be equal to only one-third of the importation. Now the importation of tin plates for the calendar year ending December 31st. 1890, was 368,867 net tons, while the importation for the calendar year 1889, was 371,068 net tons. Taking the larger of these importations, that is 371,068 tons, for 1889, one-third of this would be 123,689 tons. It is fair to presume that the production will increase somewhat in the United States in the next six years, but it must be remembered that the law provides that the production must be one-third of the importation. If we assume that the consumption of tin plate in this country—less that entered for drawback in that year in the next six years during which the production of tin plates in this country shall be the greatest—is 400,000 tons, this would require that 300,000 tons be imported and that 100,000 tons be produced in this country, so that the iron and steel manufacturers of this country who desire to enter into the production of tin plates must calculate that sometime during the next six years they must produce in the neighborhood of 100,000 tons of tin plates, or, in other words, as the law provides that an amount equal to one-third of the importation must be produced in this country, the amount that must be produced in this country will therefore equal one-fourth of the consumption of both imported and domestic production.

Of course it is impossible to say at the present moment just what will be done, but there is every indication that in the period

mentioned the production of tin plate in this country will be 100,000 tons and more, though at this time but a small amount is being produced, chiefly at the works of the United States Iron and Tin Plate Company, at Demmler, at Laufmann's mill in Apollo, and at the Niedringhaus works in St. Louis. Several concerns, however, are building tin plate works. It is reported that the Illinois Steel Company, at Chicago, another firm in Chicago, who are large consumers of tin plate, and one or two concerns in the south, are getting ready at present to manufacture tin plates, while others contemplating it, are having plans drawn and estimates made.

But there is one point that the iron and steel manufacturers of this country should know, and that is, unless very active measures are taken to begin the manufacture of tin plate in large quantities in the not very distant future, we do not believe that they will have the six years provided for in the bill during which to reach this maximum production of one-third of the importation. We believe that if Congress sees that earnest endeavors are being made to reach this production that the tin plate clause of the law will be allowed to stand. If such efforts are not made we believe that it will be repealed, and it is of the utmost importance, if the proper tariff on tin plate is to be retained, that our manufacturers make decided efforts toward producing tin plate in large quantities. —American Manufacturers.

BONDING TOWNS FOR MANUFACTURERS.

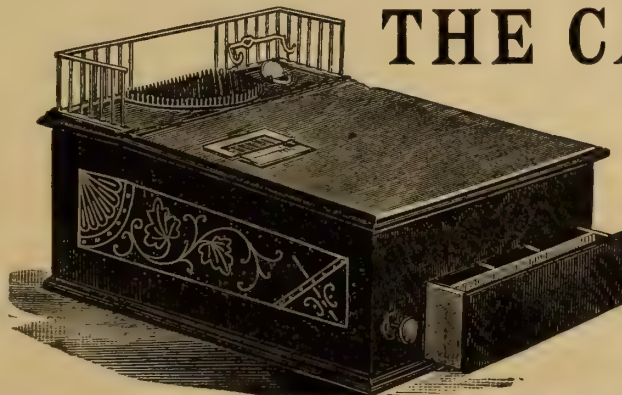
Following in the wake of the craze for bonding Ohio towns for natural gas purposes, has come the introduction of the iniquitous system of issuing bonds by municipalities for the purpose of aiding the establishment of new industries. At recent elections, quite a number of Ohio cities and towns decided by votes more or less over-

whelming to take money out of the people's pockets and put it into the hands of individuals. That the system of bonusing by taxation is unwise, unjust and unwarranted by law, has been repeatedly shown in these columns, but the exact legal status of the case is not, we are sure, generally understood, and for an abstract of a recent decision of the Supreme Court clearly showing the illegality of the procedure we are indebted to the Cleveland Press. The reference is as follows:

In a similar case, to wit, that of "Loan Association vs. Topeka, 20 Wallace, p. 655," the Supreme Court declared: "To lay with one hand the power of the government on the property of the citizen, and with the other to bestow it on favored individuals to aid private enterprises and build up private fortunes, is none the less robbery because it is done under the forms of law and is called taxation. * * * This is not legislation, it is a decree under legislative forms. Nor is it taxation. * * * Beyond cavil, there can be no lawful tax which is not laid for public purposes."

We quite agree with the Press in holding to the opinion that the bonds, if issued, will not be worth, in law, the paper they are written on, provided that one takes the question of their validity to the highest tribunal in the land. So flagrant had become the evil in Canada that a general law was passed prohibiting such a power of taxation, and the question may well be raised whether a similar law is not needed in Ohio. The alarming increase in municipal indebtedness would alone seem to call for such action, aside from the clearly unjust and illegal aspects of the case, and we trust that some interested body of taxpayers will carry the question up to the end that it may be definitely settled in this State and the practice forever stopped.

Every line of goods embodies a history and a science worth years of study to understand.



THE CASHIER

Is the cheapest and best Cash Register ever offered for Storekeepers' use. Price, \$45.00. It gives about the same results as the high-priced machines, detects dishonesty and carelessness, and is adapted to any business. Send for Circular or call and examine at 24 Front St. West, Toronto.

CEO. F. BOSTWICK.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,
27 Front St. E. Toronto.

60W

STORAGE



SALES MADE OR PENDING.

The stock of Hill & Currie's general store, Selkirk East, Man., is sold.

D. Ricker, general merchant, Wawanesa, Man., has sold out to Barclay Bros.

A. McBean, general merchant, Clearwater, Man., has sold out to Mary McBean.

John McConachie, general merchant, Badjeros, Ont., has sold out to Earl & Co.

Mrs. H. R. Eagles, general merchant, Delhi, Ont., has sold out to Ransom Bros.

J. N. Hooper, general merchant, Shelburne, Ont., has sold out to S. Trewin & Co.

Longstreet & Co., hardware dealers, Stonewall, Man., have sold out to Toombs & Co.

The estate of Thos. Austin, grocer, Fennelon Falls, Ont., is advertised for sale by tender.

Young, Bickle & Co's branch store at Northfield, B. C., has been sold to J. H. McMillan & Co.

The general stock in the estate of B. Learn, Arkona, Ont., is advertised for sale by auction on the 16th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Anderson & Forrest, plumbers, Quebec, have dissolved.

W. Conn & Bro., hardware dealers, Simcoe, Ont., have dissolved. W. Conn continues.

G. & G. Flewelling, matchmakers, etc., Hampton, N.B., have admitted James Titus as partner under style The G. & G. Flewelling Mfg. Co.

FIRES.

W. Cowan, general merchant, Blackstock, Ont., is burnt out.

James Aiken & Sons' foundry, W. B. Clifton's tinware store, and P. D. Kelly & Sons' hardware store were burned in the Alliston, Ont., fire.

The following general merchants were burnt out in the Alliston, Ont., fire: J. C. Badger, J. C. Hart, Mrs. Ellen Hurst, Geo. Hutchinson & Sons, C. C. Lee & Co.

REMOVALS AND DEATHS.

W. K. McHefey, of W. K. McHefey & Co., general merchants, Windsor, N.S., is dead.

C. H. Robertson, of C. H. Robertson & Co., wholesale and retail crockery dealers, Halifax, is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Daniel McLeod, general merchant, Whycomagh, N. S., has assigned.

G. T. Sackville, general merchant, Bewdley, Ont., has assigned to Chas. Langley, Toronto.

H. W. Perry, hardware dealer, Streetsville, Ont., has assigned to J. Harvey, Streetsville.

A demand of assignment has been made by N. Girouard, general merchant, St. Guillaume d'Upton, Que.

POINTS ON LUBRICATION.

The value of lubricant to the consumer depends upon its efficiency in reducing friction, its wearing qualities, its freedom from gum, grit or acid, and its endurance at high temperature.

The actual amount that should be paid for a lubricant is almost impossible to calculate; the requirements vary in accordance with the speed and pressure, and therefore can have no dependence upon the market valuation.

One can save a few dollars in buying a barrel of oil, because it can be bought at prices ranging all the way from ten cents to seventy-five cents per gallon, and even higher; but if it is not just the proper oil for the machine it may cause an expense of many times its value by heated bearings.

There are many articles which could be used to great advantage in lubrication, of which the consumer has little or no knowledge, owing to the great demand for them for other purposes for which they bring higher prices, and they are consequently substituted by cheaper articles which do the work nearly as well and at prices in favor of the consumer.

In the lubrication of slow and fast running machinery, the mode of application varies according to the size of the bearing, the rapidity with which it revolves, the amount of friction generated, the temperature surrounding the part to be lubricated, the condition of the journal, and the nature of the surfaces to be lubricated.

The difference in the friction generated by the bearings, owing to their various speeds and pressures, makes it necessary for a manufacturer to be thoroughly conversant with the practical as well as the theoretical part of the business, in order to make an oil which will lubricate any journal or do any work on special or other machinery.

A heavy bearing at low speed requires a heavy lubricant, if to be applied slowly; but if to be applied fast a light, greasy oil will do the work well. In the former case a heavy mineral oil will not fail to do the work as well as any other oil, and at one-third less cost, because other oils of the same body and viscosity would be too sticky to work economically.

A heavy bearing at high speed requires an oil especially viscous, of very high fire test, and a gravity which permits of its spreading quickly into the smallest crevices, while its lubricating properties are such as will keep bearing cool. A light bearing at low speed needs the lightest possible oil which will do the work. A light bearing of high speed is best lubricated by an oil of high gravity and high fire test, one that will not evaporate, and is entirely free from any acidity either in its manufacture or in the process of refining. The slightest gummy property in an oil of this sort renders it the most expensive article that can be used. The viscosity of an oil of this sort should be in proportion to the work required of it.—Kuhne.

POINTS FOR RETAILERS.

Success in trade is not accidental.

The dealer who notes what a community is most in need of, and supplies that want most thoroughly, possesses the attributes of a merchant.

Experience demonstrates that the merchant who keeps his purchases fairly within the line of the current wants of his trade is the one in the long run who makes the most money.

Dealers had far better cry over the goods on their shelves than to cry over accounts in their books, for goods in hand represent a value that can never be found in scattered accounts.

Many a good country merchant, by allowing his bills to run over time—a week or ten days, and even longer—has caused the city house with whom he is dealing to look upon his accounts with disfavor.

It is generally far better to suffer a small loss and maintain the reputation of being a good merchant, than to show the contrary by returning goods, which is very often regarded as an evidence of poor buying.

Selling goods for glory is one thing, and selling them to make money is quite another and different thing. Anyone who has money or credit can do the former; but to do the latter, it requires a merchant in the fullest sense of the term.

General competition, together with the circumstances and necessities of any market, usually establish such rates of prices for goods as are normal and legitimate, and the dealer who ignores this fact generally suffers the consequences.

In nine cases out of ten the quality of goods has more to do with the making or the losing of a customer than the price, for the reason if a customer is pleased and well satisfied with the former he does not generally take the time to compare prices.—Ex.

VALUE OF AN ATTRACTIVE DISPLAY.

It is surprising to find what little things impress the outside public, and a circumstance that was brought under our notice not very long ago, is calculated to illustrate our meaning. It was a store that was very prominently situated, the windows of which for many years had simply displayed in it the name of the firm. It was certainly kept clean, but that was all the attraction. The new blood that had been introduced into the firm decided that they would take this sign down and have what they termed a respectably dressed window. The result was that the first prominent display of an article that was made in the window was surprising. Encouraged by the success which the first experiment resulted in, made the firm think the matter over very carefully. It was ultimately decided that they should have a series of displays of certain articles every week, and the influence was to be noted down carefully upon the sale of these various articles. One of them was an article that had been in stock for considerable time, and it was decided to make a price on this particular one, filling the window and displaying attractive show cards, calling the attention of passers by to the bargain that waited them. The result was that the entire stock of this particular article was cleared out inside of a week, to the great gratification of the firm.—Ex.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

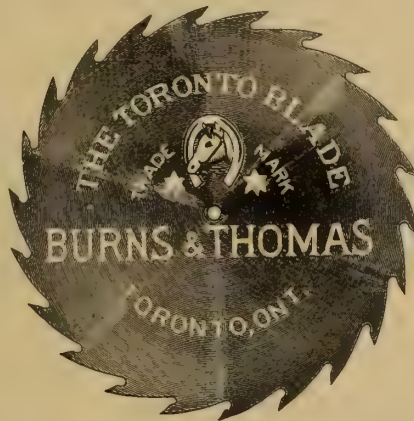
W. H. STOREY & SON,
ACTON, ONT.

F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET
LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



SAWS CIRCULAR, Shingle, Re sawing, Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner.

Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO.

GARDNER SASH RIBBON AND PULLEYS.



This cut shows Gardner's Steel Sash Ribbon and pulleys attached to sash and weights as cord or chain.

It is the best balance on the market for light or heavy windows or doors.

No friction or wear. Windows run smoothly and noiselessly.

Sample or any information from

Gardner Sash Balance Co.,

No. 8 Yonge St. Arcade, Toronto.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Breweries' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

SPOONS, FORKS ETC-STAMPED

1847. ROGERS BROS. A1

ARE GENUINE, ROGERS' GOODS.

ICE CREAM FREEZERS.

IF YOU WANT TO SATISFY YOUR CUSTOMERS--SELL THEM
THE BEST, THE MOST CONVENIENT AND
ECONOMICAL

The Gem Freezer
The Best in the World.

DO NOT ALLOW YOURSELF TO BE IMPOSED UPON BY THOSE
WHO MAY TRY TO SELL YOU OTHER FREEZERS BY
TELLING YOU THEY ARE "JUST AS GOOD" OR
"JUST THE SAME AS THE GEM."

IF YOU CAN'T GET THE GEM FROM YOUR REGULAR JOBBER,
WRITE TO US AND WE'LL TELL YOU WHERE YOU CAN GET THEM
OR GIVE YOU PRICES AND DISCOUNTS.

DOUBLE ACTION. WHITE CEDAR PAUL.
GEARING COMPLETELY COVERED. SELF-ADJUSTING SCRAPER.
CANS FULL SIZE. USES LEAST ICE.



MANUFACTURED BY
**AMERICAN
MACHINE CO.**
LEHIGH AVENUE AND
AMERICAN ST.,
PHILADELPHIA.

JOHN H. GRAHAM
& CO.,
MAN'FRS AG'TS,
113 CHAMBERS ST.,
NEW YORK.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the

MARK. GRANTED

TRADE 1764.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

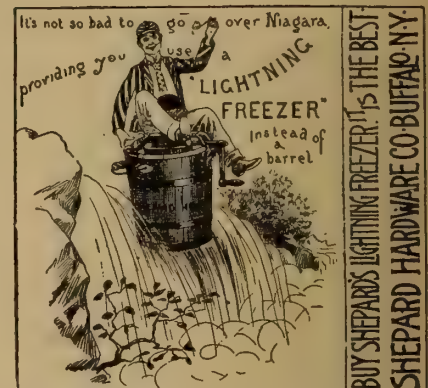
McRAE & Co.,
Ottawa and Toronto.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 23½
Straits 100 lb ingots..... " .. 23 23½
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box

I.C., usual sizes .. \$6 50 \$6 75
I.X., " .. 7 75 8 00
I.X.X., " .. 9 00 9 25

Raven & P.D. Grades—
I.C., usual sizes .. 5 50 5 75
I.X., " .. 6 50 6 75
I.X.X., " .. 7 50 7 75
I.X.X., " .. 8 50 8 75
D.C., 12½ x 17 .. 5 00
D.X., " .. 6 00
D.X.X., " .. 7 00

Note—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes .. 4 75 5 00
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual
sizes .. 4 85 5 00

Note—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 75 9 00
I.X. Terne Tin .. 10 75 11 00

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs }
14x60, " } 6½c, 7c
14x65, " }

Iron and Steel.

Base Price.
Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb. .. 0 13½ 0 14
Russian Sheet .. 0 10½ 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 11½c
1-inch .. 16½

Boiler Plate.

½ inch..... \$2 50
5-16 " .. 2 40
¾ " and thicker .. 2 30

Sheet Iron.

1 to 20 gauge .. 2½, 3
22 to 24 " .. 2½, 3
26 " .. 3, 3½
28 " .. 3½, 3½

Canada Plates.

Blaina..... ½ bright 3 20 3 25
Boars Head..... " None
Maple Leaf..... " None
All Bright..... " None

Iron Pipe.

Wrought 57½ to 62½ p.c. dis.
Galvanized, 30 to 30 and 5 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5½, 5½
26 gauge, " .. 5½, 6
28 " .. 5½, 6½

Gordon Crown—
16 to 24 gauge, per lb .. 5½, 6
26 gauge, " .. 5½, 6½
28 " .. 5½, 6½

Note—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb. 7½ 7½
" ½ " " .. 6 6½
" 5-16 " " .. 5½ 6
" ¾ " " .. 5½ 6½
" 7-16 " " .. 5 5½
" 1 " " .. 4½ 4½
" 1½ " " .. 3½ 3½
" 2 " " .. 3 3

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per
doz yards .. 0 13 0 50
Jack chain, double, per doz
yards..... 0 15 ..
Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper—Ingot.

Lake Superior, per lb .. 0 00 0 00
Baltimore " .. 0 13½ 0 15
English B.S. " .. 0 13½ 0 15

Bolt or Bar.

Cut lengths, round, ½ to 1 in. \$0 25 \$0 28
round & square .. 0 23 0 26

Note—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light,
16 oz, 14x48 and 14x60 \$0 1 0 19
Untinned, 14 oz. and light,
16 oz, irregular sizes 0 19 0 20

Note—Extra for tinning, 2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 0 29 0 30

Brasiers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb. .. 0 22 0 26
35 to 45 " .. 0 21 0 22
50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.
Plain Tinned, per lb. 0 25
Spun " .. 0 29

Wire.

Pure, in coils—
From 1 to 20 gauge..... 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up .. 0 26 0 32
Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.
Foreign, per lb..... 0 05½ 0 06
Domestic " .. 0 05½ 0 05½

Zinc Sheet.
5 cwt casks..... 0 06½ 0 06½
Part casks .. 0 06½ 0 07

Lead.

Imported Pig, per lb..... 0 04 0 04½
Domestic " .. 0 03½ 0 04
Bar, 1 pound .. 0 05 0 05½

Sheets, 2½ lbs, per square ft,
by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00

Note—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Soldier.

Half-and-half (guar.) per lb. 0 17 0 19
Note—Prices of this graded according to
quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb..... \$0 18 0 18½
Other makes " .. 0 17 0 17½

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. irons, per lb..... 5½ ..
No. 1 Do..... " 0 5½
No. 2 Do..... " 0 4½
No. 3 Do..... " 0 4½

Prepared Paints.
(In ½, 1 and 1 gallon tins.)
Pure, per gallon \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.
(25 lb tins, Standard Quality.)
Venetian Red, per lb 0 05
Chrome Yellow " .. 0 09
Golden Ochre " .. 0 06
French " .. 0 05
Marine Black " .. 0 09
" Green " .. 0 09
Chrome " .. 0 08
French Imperial Green .. 0 14

Colors, Dry
(J.F.L.S.)
Yellow Ochre (J.C.) in bbls, per cwt 1 40
" " " .. 1 75
Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 2 00
English Oxides " .. 3 25
American " .. 2 25
Paris Green, per lb 0 16
Burnt Sienna " .. 0 08½
Burnt Umber " .. 0 05
do pure " .. 0 07
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
" Greens " .. 0 12
Golden Ochre " .. 0 03½

Varnishes (in bbls).
No. 1 Furniture, per gal 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac " .. 2 20
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).
Raw, per gal 0 65
Boiled " .. 0 68

Turpentine (in bbls)
Selected Packages, per gal..... 0 62 0 63

Castor Oil.
Best, per lb..... 0 11 0 11½

Glue (in bbls)
Common, broken .. 0 10 0 11
French medal .. 0 12 0 15
Cabinet makers .. 0 17 0 18
White..... 0 16 0 17

HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting,
 Amer. net list. B.B. Caps, discount
 45 p.c. Amer.

Wads.
 E e 's, per 1,000. \$0 25 \$1 60

Anvils.
 Per lb. 0 10 0 12½
 Anvil and Vice combined
 each. 4 50

Augers.
 Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz. 13 00 20 00
 Adjustable " each 5 50 6 50
 Post Hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.
 Sewing per gross 5 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled 3 60 7 30
 Saddlers', " 0 45 1 60

Awl Hafts.
 Patent Peg, per gross 7 25 8 00
 " Sewing, " 7 25 8 00

Awl and Tool Sets.
 Millar's Falls, per doz. 2 80 3 30

Axes.
 Per box. 6 00 12 00

Axle Grease.
 Per gross 6 50 14 00

Bath Tubs.
 Zinc discount 25 per cent.
 Copper, discount, 30 p.c. dis. off Re-
 vised list.

Bells—Hand.
 Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.
 Gongs, Sargent's 5 50 8 00
 " Peterboro, dis. 50 per cent.

Cow.
 American make, discount 60, 60 and
 10 per cent.
 Canadian, dis 45 and 50 pc.

Farm.
 American, each 2 00 5 00

House.
 American, per lb. 0 35 0 40

Bellows.
 Hand, per doz 3 35 4 75
 Moulders' " 7 50 10 00
 Blacksmiths' discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.
 Per doz. 5 00 6 00

Bits—Auger.
 Gilmour's dis 55 to 60 per cent.
 Excelsior—Jennings', discount 60 per
 cent.

Jennings' Imitation, list 45, 47½ per
 cent.
 Jennings' Gen, net list to 5 p. cent dis.

Car.
 Gilmour's, 47½ to 50 per cent.

Expansive.
 Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.
 Clark's, per doz 0 65 0 90
 Diamond, Shell " 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.
 Annex 1 25 1 75
 Mascot 1 35 1 85

Blind and Bed Staples.
 All sizes, per lb. 0 11 0 15

Bolts.
 Carriage, dis, 65 and 10 to 70 and 5 per
 cent. dis.
 Tire, dis. 50 and 10 per cent to 60 p.c.
 Stove, dis., 45 to 50 p.c.
 Elevator, dis., 35 to 40 p. c.
 Machine, dis., 65 to 70 per cent.

Boring Machines.
 Complete, with Augers, ea. 4 40 7 50

Braces.
 Barber's 6 00 7 75
 Barber's Ratchet 10 00 11 00
 Farmers' 2 00 2 75
 Millar's Falls 15 50 29 00

Brackets—Shelf.
 Japanned Canadian, per
 doz. pairs 0 50 3 40
 Berlin Bronze Cana'n 0 85 3 20

Broilers.
 Light, dis. 65 to 67½ per cent.
 Reversible, dis., 65 to 67½ per cent.
 Vegetable, per doz. 1 12 2 35
 Henis, No. 8 " 6 00
 No. 9 " 7 00
 Queen City 7 50 10 00

Butchers' Cleavers.
 From 8 to 12 inch, per doz. 500 4 23

Batts—Brass.
 Wrought Brass dis. 60 and 10 to 70 per
 cent.

Cast Iron.
 Loose Pin, dis 65 to 65 and 5 per cent.
Wrought Steel.
 Fast Joint, dis. 60 & 5 to 65 pc., dis.
 Loose Pins, " 80 & 5 to 65 pc., dis.
 Berlin Bronzed, dis. 70, 70 and 5 per
 cent.
 Gen Bronzed, per pair. 0 40 0 65

Can Openers.
 Acme, per gross 9 00 10 00
 Sardine Scissors, per doz. 3 75 4 50

Card.
 Horse, per doz. 0 70 0 95

Carpet Stretchers.
 American, per doz. 1 00 1 50
 Bullards " 6 50

Carpet Sweepers.
 Bissell, per doz. 22 50
 World " 21 75
 Daisy, " 24 00
 Star, " 18 00
 Crown Jewel, per doz 29 00
 Grand Rapids, " 32 40

Cartridges—See Ammunition.

Castors.
 Bed, new list, dis. 50pc. } to 50 and 5
 Plate " dis. 50pc. } per cent.

Cattle Leaders.
 No 31 and 32, per gross 8 50 11 25

Cement.
 Portland, car load lots 2 70
 Thorold " 1 10
 Queenston " 1 10
 Napanee " 1 10

Chalk.
 Carpenters' Colored, per
 gross 0 90 1 10
 White, lump, per lb. 0 01½ 0 01½
 Red " 0 05 0 05
 Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer.
 American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz. 0 85 4 00

Churns.
 Boss or Daisy, dis. 50 and 10 to 60 p.c.
 from factory 60 and 10 per cent

Clamps.
 Judd's, dis. 20 p.c.
 Stearns, per doz. 3 00 10 00

Clips.
 Axle, dis. 65 p.c.

Coffee Mills.
 Box 3 60 13 00
 Side 3 60 4 00
 Enterprize, No. 0. 1 35
 No. 2. 2 70

Compasses, Dividers, etc.
 American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.
 Canadian, discount 25 p.c.

Door Springs.
 Torrey's Rod, per doz 2 00
 Coil, per doz. 0 88 1 60
 English, " 2 00 4 00

Draw Knives.
 American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.
 Millar Falls, per doz. 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.
 Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.
 Dis 20 to 33½ p. c.

Fawcetts.
 Cork Lined, per doz. 0 30 0 60
 Wine, per doz. 1 30 2 25
 Star, 2 80 3 90
 Fenns Corkstops, No 2 p.doz 1 70
 Petroleum, per doz 4 50 6 50

Files.
 Kearney & Foote's discount Am. List,
 50 & 5 to 50 & 10
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5
 per cent.
 Canadian, dis., Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25pc.
 Horse Rasps, Kearney & Foote's dis
 Am list, 50 pc. 50 p.c. to 50 and 5 p.c
 Horse Rasps, dis. 45 p.c. Amer. } Hellers
 50 p.c. Can. }
 Horse Rasps, Spencer's, dis. Can. list
 33½ p.c.

Fluting Machines.
 Each 0 60 2 00

Forks.
 Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.
 Gem, dis, 50 and 5 to 50 and 10 p.c.
 Shepard's Lightning, dis. 50 to 50
 and 10 p.c.

Fruit Presses.
 Henis' per doz 4 00
 Enterprise, discount 10 p.c.
 Shepard's Queen City, dis. 15 p.c.

Fry Pans.
 Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
 Stanley's. dis. 50, 55 p. c.

Wire Gauges
 Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.
Window.

United Inches—Box Price.

Size	Star.	Double	Diamond
up to 26	Per	Per	Per
inches	50 ft.	100 ft.	50 ft. 100 ft.
1.40-1.45	2.15		
1.50-1.55	2.35		
41 to 50	3.40-3.50	5.45	
51 to 60	3.70-3.80	6.25	
61 to 70	4.00-4.10	7.20	
71 to 80		7.80	
81 to 85		8.75	
86 to 90		10.95	
91 to 95		13.75	
96 to 100		16.25	
101 to 105		22.00	

Pilkington.
Ordinary
 1st break 33 65
 2nd " 3 90
 3rd " 4 60
 4th " 4 95
 5th " 5 40
 6th " 5 90
 7th " 6 50

Picture Glass.
Pilkington's ordinary.
 1st break 4 30
 2nd " 4 70
 3rd " 5 40
 4th " 5 90
 5th " 6 50
 6th " 6 90
 7th " 7 7c

Glue Pots.
 Tinned, each 0 30 0 90
 Enamelled " 0 55 1 20

Grindstone Fixtures.
 P. S. & W., per doz 4 25 4 65

Hammers—Nail.
 Maydole's net list to 5 per cent. dis.
 Can. discount 25 to 27½ p.c.

Tack.
 Magnetic, per doz 1 10 1 50

Sledge
 Canadian, per lb. 0 12½ 0 15

Ball Pean.
 English and Can., per lb. 0 25 0 37½

Handles.
 Axe per doz 1 00 3 50
 Store door " 1 00 1 80
 Chest, per doz pairs 0 40 2 50

Chisel.
 Firmer per gross 3 00 4 50
 Socket Firmer " 3 25 8 00
 Socket Framing per gross 3 75 5 00

Fork.
 C. & B., discount 30 per cent. to 35 p.c.

Hoe.
 C. & B., discount 30 per cent. to 35 p. c.

Saw.
 American, per doz 1 00 1 25

Plane.
 American, per gross 3 15 3 75

Hammer and Hatchet.
 American, per doz 0 50 0 80

Cross Cut Saw.
 Canadian per pair 0 18 0 25

Hangers.
 Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.
 Can., dis. 37½, 40 p.c.

Hinges.
 Blind, Parker's, dis. 60 to 60 and 10 p.c
 " Shepard's Noiseless, dis. 60 p.c
 " Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per
 Heavy, per lb. 0 42 0 05
 Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets.
 Screw, Eureka 1 13 1 80
 Gate, Clark's 1 50 2 20
 " Shepard's, dis 50 to 60 p.c.

Per doz. pairs
 Spring 1 50 3 50
 " Shepard's Niagara 1 75 1 90

Hoes.
 Garden, Mortar, etc., discount 40 per
 cent.
 Planter's per doz 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz 0 50 1 10
 Clothes Line, " 0 27 0 63
 Harness, " 0 72 0 88
 Hat and Coat, per gross. 1 00 3 00
 Chandelier, per doz 0 50 1 13

Wrought Iron.
 Wrought Hooks and Staples, Can
 dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver. Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.
Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 40, 5, 45 per
cent.

Horse Nails.
Canadian, dis. 50 and 10 to 60 and 5
per cent.

Horse Shoes,
Per keg..... 3 60 3 75

Ice Picks.
Star, per doz..... 3 00 3 25

Kettles.
Brass spun, per lb 7½ per cent. dis. off
new list.

Copper, "..... 0 40 0 45
Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.
Lock, Can. dis. 50 p.c.
Cabinet, Trunk, and Pad-
lock, Am. per gross..... 1 60 4 75

Knobs.
Door, japanned, and N.P., Can. list
dis. 50 p.c.
Bronze, Berlin, per doz.. 2 75 3 25
Bronze, Gem, "..... 6 00 9 00
Lava, "..... 8 75 10 00
Shutter, porcelain, F. &
L. screw, per gross..... \$1 30 4 00

Ladles.
Melting, per doz..... 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized, "..... 1 87 3 85

King, wood, "..... 2 75 2 90
" glass, "..... 4 00 4 50
All glass, "..... 1 20 1 30

Lines.
Fish, per gross..... 1 05 2 50
Chalk, "..... 1 90 7 40

Locks—Door.
Canadian, dis. per cent..... 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.
Eagle, dis. per cent, 30 per cent.

Padlock.
English and Am. per doz 50 6 00
Scandinavian, "..... 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.
Tinmiths', per doz 1 25 1 50
Carp'trs', hickory "..... 1 25 3 75
Lignum Vita, "..... 3 85 5 00
Caulking, each..... 1 60 2 00

Mattocks.
Canadian, per doz..... 8 50 10 00

Meat Gutter.
Enterprise, dis. per cent. 20 25
Canadian, 37½ to 40 per cent.

Dixon's, each..... 1 60 2 00
Woodruff's "..... 1 10 1 70
Hale's, "..... 1 05 1 50
Hume, "..... 13 00 16 00

Mincing Knives.
American, per doz..... 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.
Cut, 3 in. and upwards,
per keg base, price..... 2 35
Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.
German & American..... 1 85 3 50

Nail Sets.
per gross..... 3 38 4 00
Diamond..... 12 00 15 00

Oil.
Canada Refined Oil (Toronto) 15½ 16
Carbon Safety "..... 0 18 0 18
Canada W.W. "..... 0 20
American W.W. "..... 0 25
S. R. Seal..... per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron
Oil Can, with Pump,
per doz..... 19 50

Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz..... 1 25 3 50
Brass, "..... 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz..... 2 25 3 25

Pencils.
Dixon's, per gross..... 1 00 4 25
" Carpenter..... 2 25 3 60

Picks.
per doz..... 6 00 9 00

Picture Nails.
Porcelain Head, p. gross 1 65 3 00
Brass Head, "..... 40 1 00

Planes.
Wood, bench, Canadian dis. 60 per
cent. Canadian, American dis. 45
to 50 per cent, American.

Wood, fancy Canadian, or American
dis. 35.
Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.
Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.
English, per doz..... 2 00 5 00

Pliers and Nippers.
Button's Genuine, per doz. prs. dis
37½, 40 p.c.
Button's Imitation, per
doz..... 7 40 10 25
German, per doz..... 60 2 60

Plumbs and Levels
S. R. & L. Co., dis. 65 p.c.

Poppers.
Corn, square, per doz.... 1 35 2 00

Pruning Shears.
Per doz..... 4 00 5 50

Pulleys.
Hothouse, per doz..... 55 1 00
Axle, "..... 22 33
Screw "..... 27 1 00
Awning..... 35 2 50

Pumps.
Rumsey or Canadian Cistern &
Pitcher Spout, 60 to 65 p.c.

Punches.
Saddler's, per doz..... 1 00 1 85
Conductors' "..... 9 00 15 00
Tinners' solid, per set.... 72
" hollow, per pinch..... 1 00

Putty.
Bladder, per 100 lbs..... 2 00 2 25
Tins, lbs..... 2 50 2 75

Rail.
Barn Door, per foot.... 3 3½
Sliding Door, "..... 3½ 3½

Rakes.
Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.
Boker's, per doz 7 50 11 00
Wade & Butcher's "..... 3 60 10 00

Razor Stropps.
Currier's, per doz..... 1 25 3 60

Rivets and Burrs.
Copper Rivets, dis. 45 per cent; dis
Iron "..... 40 to 45 per cent.
Burrs, Iron, 30, 33½ p.c.

Rivet Sets.
Canadian, dis. 30, 35 per cent.

Rope.
Sisal, per lb 10 11½ smaller than
Manilla, "..... 13½ 14½ 7-16, 3c. extra.
Cotton, "..... 22 25
Russia Deep Sea, per lb.. 13½ 16
Jute "..... 08 08½

Rules.
Boxwood, dis. 75 to 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.
Mrs. Potts, per set 0 85 0 90
" N. P. "..... 1 15 1 20

Sad Heaters.
Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.
B. & A., sand, 30 p.c.
Emery, per quire..... 55 90

Sash Cord.
Per lb..... 22 50

Sash Locks.
Triumph and Morris, dis 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p.c.

Sash Weights.
Sectional, per lb..... 2½ 3 00

Sausage Stuffers.
Each..... 1 00 3 00

Saws.
Hand, Disston's, dis 10 p.c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D., dis. 30 to 35 per cent.
Hack, complete, each.... 1 75 2 75
" frames only..... 75

Saw Sets.
Per doz..... 1 65 9 00

Scales.
Canadian List, dis. 40 p.c.

Scale Beams.
Canadian, B. S. & M. dis. 40 per cent.

Scrapers.
Box, per doz..... 2 10 4 50
Foot, "..... 40 3 50

Screens.
Window, patent, per doz 6 00 7 50

Screw Drivers.
Sargent's, per doz..... 65 4 00

Screws.
Wood, F. H. Iron, 77½ per cent. dis.
" F. H. " 72½ " " "
" F. H. Brass 75 " " "
" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 80 per cent.
Bench, wood, per doz.... 3 25 4 00
Bench iron per doz..... 4 25 5 75

Scythes
Discount 40 per cent.

Scythe Snaths.
Canadian, dis. 37½ to 40 p.c.

Shears.
B. & W., japanned, dis. 75 per cent.
B. & W. N. P., dis. 65 p.c.
Seymour's dis. 60 p.c.
Etna, dis. 75 to 75 and 10 per cent.
Heinrich 60 per cent.

Sheaves
Sliding Door, per set.... 77 1 40

Steel Shingles.
The Metallic Roofing Co. of Canada,
per square.

Heavy Eastlake Galvanized..... 5 75
Light "..... 5 25
Heavy Eastlake Painted..... 4 00
Light "..... 3 75
Tower or Mansard Galvanized..... 6 25
Tower or Mansard Painted..... 4 50
Terra Cotta Painted Tile..... 7 00
Eastlake Painted Siding..... 3 50
Manitoba Galvanized Siding..... 4 75
Heavy Man. Painted Siding..... 3 50
Light Manitoba Painted Siding..... 3 25
Heavy Sheet Pressed Brick..... 3 50
Light Sheet Pressed Brick..... 3 25
Painted Crimped, Siding or Ceil. 3 50

Shot.
Canadian, dis 7½ per cent.

Shovels and Spades.
Canadian, dis. 37½ per cent

Sieves.
Wood Rim, black, p. doz 1 15 1 35
" tinned, "..... 1 35 1 60
Tin Rim, "..... 2 30 2 45
" black, "..... 1 80 2 25

Snaps.
Harness, German, p. gro. 2 00 5 50
Acme, "..... 3 00 5 00
Lock, Andrew's "..... 4 50 11 50

Soap
Sapolia ½ gross boxes..... 3 25
" ¼ and ½ gross boxes per
gross net cash..... 12 00

Soldering Irons.
Per lb..... 0 28 0 30

Wrought Spikes.
Discount, 15 to 20 per cent.

Spoke Shaves.
Wood, English..... 1 80 5 00
Iron, American..... 1 35 2 35

Spoons and Forks.
Tea Spoons..... per gross 7 50 12 00
Dessert "..... 21 00
Table "..... 30 00 30 00
Dessert Forks..... 24 00
Medium "..... 27 00
Table "..... 36 00

Squares.
Iron, per doz..... 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.
Fence, galvanized, per lb 4½ 4½
Wrought Iron, dis. 75, 75 and 10 per
cent.

**Stocks and Dies, Amer. dis. 25 per
cent.**

Stone.
Washita, per lb..... 0 15 50
Hindustan, per lb..... 0 06
" Slips, per lb..... 9
Labrador, per lb..... 0 18
" Axe, "..... 0 15
Turkey "..... 0 50
Arkansas "..... 1 50
Water-of-Ayr "..... 0 10
Scythe, per gross..... 3 50 5 00
Grind, per ton..... 15 00 18 00

Tacks, Brads, etc.
The following are for ordinary-sized
lots; in quantities an extra 30 p.c.
Cut, Carpet, gimp, blue, dis. 35 p.c.
" tinned, dis. 45 p.c.

Swedes' iron, blue, ordn'd, dis. 42½ p.c.
Upholsterers' dis. 42½ p.c.
Copper Tacks and Nails, dis. 35 p.c.
Trunk and Clout Nails, " 40 p.c.
atent Brads, dis. 40 p.c.
Finishing Nails, dis. 35 p.c.
Cigar Box Nails, dis. 35 p.c.
Shoe Finders' Tacks & Nails, dis. 25 p.c.

Tape Lines.
English, ass skin per doz. \$2 75 \$5 50
English Pat. Leather.... 5 50 9 75
Chesterman's, each..... 0 90 2 85
" steel, each. 0 80 8 00

Thermometers.
Tin case & dairy, dis. 75 p.c.

Thimbles.
Asbestos, filled, per doz., dis 25 off

Ties.
Cow, per doz..... 1 25 2 50

Tinner's Shears and Snips
P. S. & W., 10 p.c. advance on American
list.

Tinware.
Stamped, dis. Assn list, 70, and 12½ per
cent. to 70 and 25 p.c. on special
lines.
Japanned, Prices on application.
Pieced, " " " "

Tinned Plates.
72x30 up to 24 gauge..... 6½ 7
26 "..... 7½ 7½
28 "..... 7½ 8

Transom Lifters
Payson's, dis. 25 per cent.

Traps.
Game, Newhouse, dis. 17½, 20 per cent
Game, H. & N., or P. S. & W., discount 57½
to 62½ p.c.
Mouse, per doz..... 0 35 1 50
Rat "..... 2 00 4 50

Trowels.
Disston's, discount 10 p.c.
German, per doz..... 4 75 9 00
Brade's "..... 00 10 50
S. & D., discount 35 p.c.

Triers.
Butter, per doz..... 6 25 9 00

Twines.
Bag, per lb..... 0 12½ 0 20
Wrapp'g, mott'd, pr. pack. 0 50 0 60
" cotton, per lb.. 0 18 0 20
Mattress, per lb..... 0 33 0 45
Staging "..... 0 27 0 35
Bron "..... 0 30 0 35
Binding, flax, per lb.....
" lute.....
" Blue ribbon..... 0 14
" Red cap..... 0 12
" Crown..... 0 11
" Silver Composite..... 0 09

Freight allowed to any station
south and east of Owen Sound in
1,000 lb. lots of any one brand.

Vises.
Hand, per doz..... 4 00 6 00
Bench, parallel, each.... 2 00 4 50½
Coach, each..... 6 00 7 00
Peter Wright's, per lb..... 0 12 0 13
Pipe, each..... 5 50 9 00
Saw, per doz..... 6 50 13 00

Washer Cutters.
Per doz..... 4 00 8 50

Well Wheels.
Amer., per doz. 8, 10 & 12 in. 3 38 6 00

Wire.
Plain iron and steel—Bright, anneal-
ed, coppered, coppered spring and
galvanized, 7½ p.c. dis. f.o.b. Mont-
real, f.o.b. (Hamilton and Toronto,
10c. per 100 lbs. net added for freights)
f.o.b. London 14c. added.
Tinned, net list: brass and copper 7½
p.c. dis.
Market, tinned per lb.... 0 04½ 0 08
Tinned Broom, from 19 to
22 gauge, per lb..... 0 06½ 0 06½
Malin's Wire on spools, 30 to 45 per
cent. dis.
Clothes Line, galv., p. 100ft 0 25 0 55

Fencing Wire.
Galv. steel barb fencing
"Lock Barb," 4 point..... 0 04½ 0 05
Ditto Glidden 2 point..... 0 04½ 0 05
Galv. Steel, plain twist..... 0 04½ 0 05
Galvanized Barb, "Ly-
man," 2 to 4 points..... 0 04½ 0 05
Staples..... 0 04½
Terms, 60 days or 2 per cent off for
cash—10 days.

Wire Cloth.
Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 00 2 25

Wrenches.
Agricultural, 65 to 70 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'l, dis. 32½ p.c.
Diamond, dis. 33½, 35 p.c.
Towler's Engineer, each.. 2 00 3 00
" S., per doz..... 5 80 7 60
G. & K.'s Pipe..... 6 00
Burrell's " each..... 13 40
Pocket, per doz..... 1 25 2 00

HARDWARE.

CINCINNATI BELL FOUNDRY CO.
 SUCCESSORS IN BLYMYER BELLS TO THE
BLYMYER MANUFACTURING CO.
 CATALOGUE WITH 2200 TESTIMONIALS.
BELLS CHURCH SCHOOL FIRE ALARM
 No Duty on Church Bells. Please mention this paper

TRAVELLERS
 SHOULD SEND 25c. FOR
"DRUM TAPS"
 The Experience of a Hard-
 ware Traveller,
 RECENTLY PUBLISHED IN
HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
 Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope,

DEAR SIR,—I am pleased to say that after nearly three years constant use, day and night, on our largest engine your Copperine has stood its work well. I have not had to renew any of the heavy bearings yet, so I consider that speaks for itself. I am pleased to recommend it to any one in need of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,

Chief Engineer Toronto Waterworks.



J.L. JONES,
 WOOD ENGRAVER,
 8½, 10 & 12, KING ST. EAST,
 TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

ASK FOR and see that you get

"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, LIGHT, HANDY, DURABLE. Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask

your dealer for it and take no other. The name of "TARBOX" cast on every mop.

Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

TARBOX BROS.,

73 Adelaide Street West, Toronto

Sole Manufacturers.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
 & PARIAN CEMENTS
 FIRE BRICKS, FIRE CLAY,
 FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
 SANDSTONES,
 CALCINED PLASTER

BUILDERS' & CONTRACTORS'
 SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING Co. for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

THE TORONTO DROP FORGE CO., Ltd.,

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

Do you own a Horse worth \$25.00 ?

If so, send for descriptive circular of Kasper's Oat Cleaner.

Manufactured by H. R. IVES & CO., - MONTREAL, P. Q.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

DOMINION WIRE

MANUFACTURING CO'Y,
LIMITED.

Montreal and Toronto,
MANUFACTURERS
—OF—

IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.

“LYMAN” 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

} **FENCING.**

Staples and Fencing Tools.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY : 14, 16, 18 & 20 PEARL ST., TORONTO.

MAY 23, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

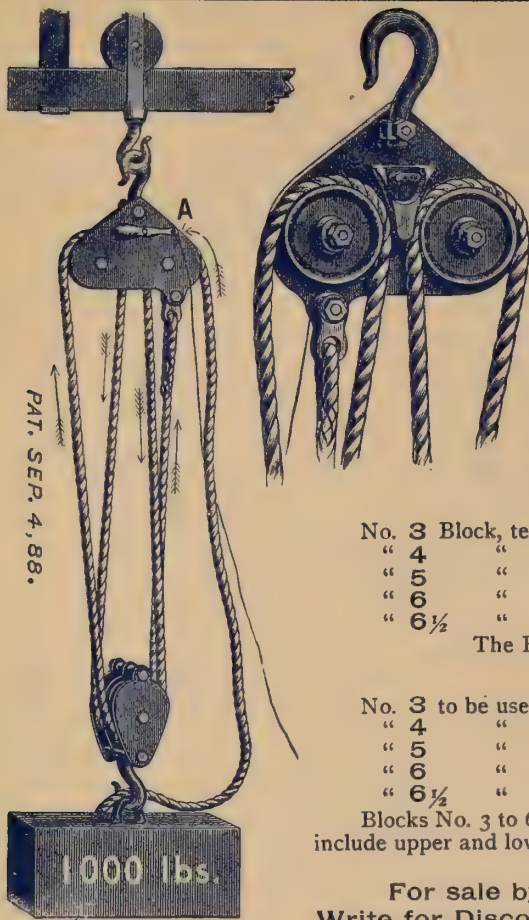
HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



THE DETROIT PATENT SURE-GRIP STEEL TACKLE BLOCK.

This block will hold load at any point without fastening the rope. The wedge-shaped brake has a double grip, and is absolutely automatic and reliable. The heavier the load the better the grip. They are universally admitted to be the greatest improvement ever made in tackle blocks. In many instances fully half the cost of handling can be saved.

The body of the Block is made of steel plate. The pins are cold rolled steel. The essential castings are malleable iron, making the strongest and safest possible combination of materials, thus affording immunity from accidents in the highest degree.

Tested by Standard Weights.

No. 3	Block, tested without breaking.....	2800 lbs.	Capacity claimed.....	600 lbs.
" 4	" " " " " " " " " " " "	3800 "	" " " " " " " " " "	1000 "
" 5	" " " " " " " " " " " "	4500 "	" " " " " " " " " "	1800 "
" 6	" " " " " " " " " " " "	5800 "	" " " " " " " " " "	2500 "
" 6½	" " " " " " " " " " " "	9000 "	" " " " " " " " " "	4000 "

The Brake always holds under the severest strain. Hundreds of testimonials.

List of Sizes and Prices.

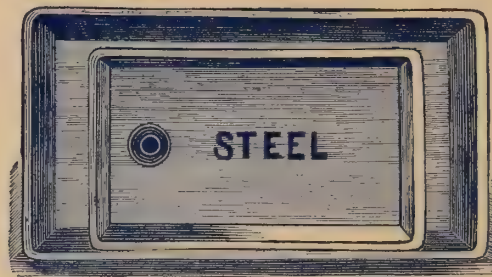
No. 3	to be used with ⅜ inch rope, one man can lift 300 lbs., capacity 600.....	each	\$3 00
" 4	" " " " " " " " " " " "	350 " 1000.....	" 5 50
" 5	" " " " " " " " " " " "	400 " 1800.....	" 7 00
" 6	" " " " " " " " " " " "	450 " 2500.....	" 8 50
" 6½	" " " " " " " " " " " "	850 " 4000.....	" 14 00

Blocks No. 3 to 6 require rope 5 times, and No. 6½ 7 times the height to be lifted. The above prices include upper and lower block—ROPE EXTRA.

For sale by the LEADING HARDWARE MERCHANTS in every town.
Write for Discounts to

RICE, LEWIS & SON, LIMITED, - TORONTO.

SEAMLESS WROUGHT STEEL KITCHEN SINKS.



These **sinks** are pressed from **single sheets of steel** without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (**steel**) **breakage is impossible**, and in consequence of their comparative lightness, **freight charges** are less than **half the price** of the cast iron article.

These Kitchen Sinks are finished in **painted, galvanized and Tinned.**

Kemp Manufacturing Co.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, MAY 23, 1891

No. 21

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

WHOLESALE AND RETAIL.

SIR,—I would call the attention of the retail trade to the fact that, as hardware merchants of Ontario, we must deal only with such houses as are protecting the retail trade. I find certain coal dealers at the Bridge selling to consumers, whose names must be published if it is not stopped. Also, certain varnish dealers that are peddling through the country are selling any and every carriage maker in the country, and filling up hardware stores to their loss. Also, houses carrying no heavy hardware selling tons of iron and rope at little or no profit, and selling ½ dozen horse rasps. Numerous other such deals have been made.

WIDE AWAKE.

There is no need for retail hardware men to put up with these inroads upon their trade. The hardware trade is not the first one in which wholesalers and manufacturers have tried to do a direct business with consumers, but never with ultimate success. The trade with consumers would be a short-lived matter if hardware retailers took the same methods of suppressing it as have been taken by the retailers in other lines. Take the grocers, for instance. The encroachments upon the trade of the retailers by the wholesalers at all our distributing centres was a common grievance until a few years ago. The retailers at a few of the leading points organized and demanded that the thing be stopped, and backed their demand by a threat of withdrawing trade. The evil was by degrees removed. Those wholesalers who stuck to it the longest suffered the most in the loss of trade. Manufacturers of soap and other articles undertook to stem the opposition of the trade and sell to consumers. They were soon glad to make

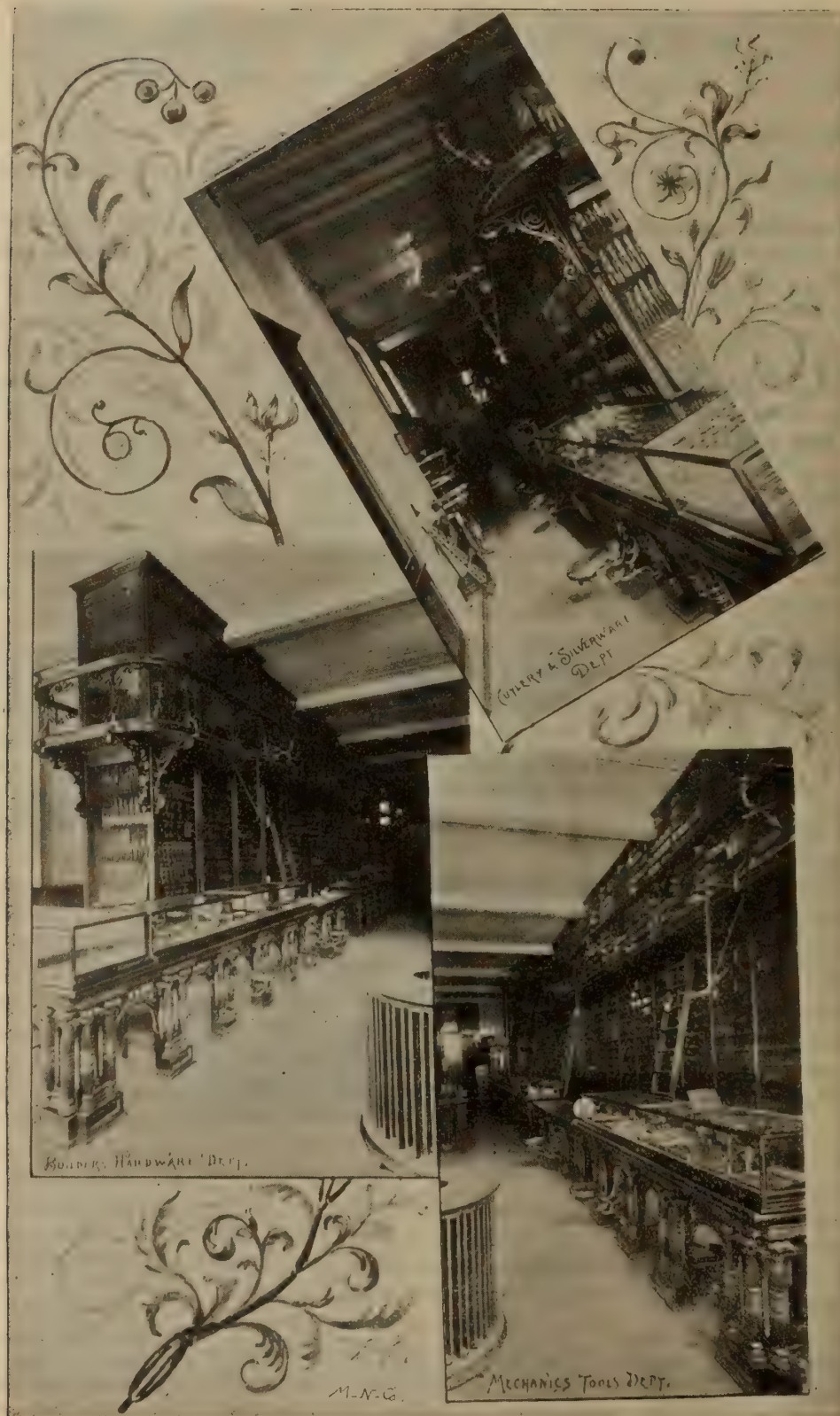
terms with the vigilant, determined retailers. If there were only one wholesale house or manufactory controlling the trade in a particular line, it is conceivable that the trade would have to submit to the seizure of their custom by such grasping concern. But there are competitors engaged in the distribution of hardware stock and paints, and if one house injured the trade, the trade has recourse to another. If all injure the trade, the trade can depend upon its union to overcome the evil. There is no need to be helpless sufferers.

Nothing raises the ethical standard higher among the large producing or distributing concerns than the conviction that no injustice will be brooked by those to whom they ought to look in normal circumstances of trade for their support. To expect a house to be considerate of the rights of its customers from choice is in some cases to expect too much. The treatment retailers receive has its basis in advantage after all. If the retailers show that they are conscious of being able to enforce observance of their rights, there is no doubt their rights will in most cases be conceded, and if they are not conceded the violation of them can be punished by a united body of traders. Every individual trader may have a strong feeling of loyalty to the general cause of trade, alongside of devotion to his own particular business, but he can show it in no other way so well as by using his influence to forward union among his fellows, to put down such wrongs as those referred to in Wideawake's letter. Every trader ought to have a little surplus interest in the general welfare of trade, otherwise his own private business will be too narrowly managed for its fullest development. That interest finds its strongest, most uncompromising expression in organization. In isolation is weakness as much as in union is strength.

THE PIG-IRON SITUATION.

The tendency of this article is towards more firmness just at present, much more so in fact than anyone expected a few weeks ago, and the ruling conditions at present are such as to preclude the idea of any material alteration in prices in a downward direction in the immediate future. The most active factor towards this result has been the squeeze occasioned by the scarcity of Scotch warrants, which assumed a more acute form than ever a week ago, and led to further substantial rise in price. Naturally this was not without its due effect on the regular market for makers' brands and the result is that buyers are now met with much greater firmness than they were three weeks or a month ago. The stocks at primary points are not large either, while, as regards the local supply in Montreal, it is safe to say, that never for a long time previously has the stock of Scotch pig been so limited as it is now. In fact, had it not been for the long lull that was experienced during the early spring, even with the most ordinary kind of a trade, there would have been some of the liveliest kind of hunting around for iron. That every one allowed their supplies to run down to the lowest ebb is generally admitted; in fact with the exception of one Montreal firm, almost everyone in the trade is run almost out of stock. The consequence of this is that we have a \$21 market for Carnbroe after the middle of May, as we know of several 10-ton lots that have been moved at the figure. Of course a round quantity can be had for less, and sales of 200 ton lots are noted at \$19.50, but if anyone in April had ventured to predict business in Carnbroe at this date on a \$21 basis he would have been set down as altogether wrong in his facts.

To show the restricted movement in Scotch pig it is only necessary to cite the following figures: For the week ending



INTERIOR OF RICE, LEWIS & SON.

May 2nd, 1891, the shipments from Scotland were 5,379 tons against 9,808 for the same week in 1890, and from the 1st of January to the 2nd of May, 1891, 77,036 tons against 150,469 tons for the same period in 1890, or in other words a decrease of almost 50 per cent. in shipments during the first four months of 1891. This means a short supply somewhere, and buyers are beginning to act as if they thought it was time to lay in a supply, business therefore showing some improvement.

Then too the American market statistically is in a stronger position than it was at the same time last year. According to the Iron Age on May 1st, 1890, there were 344 furnaces in blast with a total weekly capacity of 180,099 tons. At that date production was at the maximum or 23,384 tons more than the stocks now in operation in the States, while the current output there is the smallest on record for any period in two years' time save last month. With relatively the same decrease in the months of May and June, the output during the first half of the present year will have been at least 600,000 tons behind that of the first six months in 1890. This should offset the smaller consumption as far as a factor in shaping the course of values, and the New York Commercial Bulletin from which some of the above statistics are obtained holds that the indications favor steadiness in prices until well into the mid-summer season, unless a great many more furnaces are started in the interior.

A CORNER IN CANADA PLATES.

This article which comes into such active use just at this season has been practically cornered as far as the supply in Montreal is concerned. For some weeks back one leading dealer in iron goods has been picking up whatever lots were offering, and finally last week he consummated matters by securing control of a round lot of 1000 boxes which had been held all through the winter on English account. The basis at which the purchase is made is not definitely known, but it is said to be very favorable and to give quite a liberal margin on sales made at over \$3 at which it is reported he has been turning over some of the lots he recently purchased. In fact it is claimed that one party offered him over this figure if he would promise to sell only at a certain price, but he refused. Just at present therefore he has all the stock there is on the Montreal market, and the difficulty is that the fresh supplies near at hand are small owing to the conservative course buyers have been pursuing all along. Everyone is out of stock, and those who can't afford to wait have to pay for what they want. This is just where the operator in question has made his ten strike, but perhaps it would be just as wise for him not to try and over do it now that he is at it.

MODEL STORES.

On another page appears a cut of the first floor in Messrs. Rice Lewis & Sons' magnificent hardware establishment. The picture renders a very good description, but it does not exhaust the subject, and hardly any amount or vividness of writing could do that. It is necessary therefore to supplement this view by a few explanatory words. In the first place the gallery cannot receive justice in any cut. It runs round the walls 18 feet from the floor, and at that height it is almost out of range of reproduction in a picture. From this gallery greater heights are reached between it and the ceiling, and the walls in the intervening space are filled with goods. The gallery gives the advantage of two storeys in one, and greatly enhances the noble appearance of the sales-room. Travelling ladders run from the floor to this gallery and from the gallery to the ceiling, and form one of the features which have been imitated in other recently constructed business buildings. The cut does not enable the spectator to see into the shelves and cases, and note the faultless arrangement of stock that gives splendor to the interior.

Criticism can run but the one way, and that in the direction of admiration and praise. The highest flattery has been rendered by the adoption by great houses in the United States of features first introduced in Rice Lewis & Sons' store. Hardware dealers throughout the country can pick from it the lessons and suggestions that suit their respective cases.

The second floor we have not given a view of, though its importance merits depiction. A briefly worded account of the matter will have to suffice. That floor contains a suite of offices in the front, a sample room in the central part, and the buyer's office in the rear. The sample room takes up the main space, and the nature and disposition of its furniture are what will be to readers the chief matter of interest on this floor. Handsome, spacious glass-fronted cases are ranged along the side walls, and three ranks of cases of a gable structure, mounted on tables, run the length of the room. These latter have almost the advantage of upright cases in the matter of space, and have all the advantage of upright cases for easy inspection. The apparatus for opening these cases is a model of convenience, noiselessness and ingenuity. It is worked by weights, and at a touch the cover is lifted without apparent friction or sound. The contents of these cases are mechanics' tools in their multifarious forms, house-fittings and cutlery. The art and economy of attractive arrangement had ample scope for exercise in the laying out of the samples in the bewildering number and variety in which they are shown in this room. The almost numberless samples are marked with every detail of infor-

mation necessary for the ready use of the salesman, selling-price, discount and all other matters being clearly noted.

Messrs. Rice Lewis & Sons' store is the first in a series whose parts will be separated by intervals of three or four weeks. The cause of good shop-keeping could not be better served than by the circulation of pictures exhibiting the finest examples. That is the sort of art the trader wants to study, and the more a connoisseur he is the better shop-keeper he is.

KEEP THE HOLIDAY.

Sunday next is the anniversary date of the Queen's birthday, but the following Monday is the day fixed by royal proclamation for its celebration in this country. The twenty-fifth ought to be an off-day with every shopkeeper. Holidays are rare among the followers of trade, time for recreation being one of the things sacrificed to the spirit of competition. But on days when the market place is deserted, when there is no going to and fro for merchandise, why should the trader sit pensive at the door, waiting for custom that comes not? When there are no buyers, surely competitors can call a truce and agree to close together, or if they cannot, surely those who wish to close will not be withheld by the mere desire to outstay a rival. If it is a festive occasion in the place where a man trades, he will lose little by closing, as people are there to amuse themselves, not to trade. If it is not a festive day in that place, it is somewhere else, and people have gone thither to enjoy themselves. The trader need not be a pleasure-seeker because he closes. He ought to close with the object of doing something that takes him and his assistants out of the shop. If he does a little gardening, he will get the worth of the time taken from business, and will be as loyally engaged as the beholders of holiday spectacles.

THE PLUMBING DEPARTMENT.

The Plumbing Department will hereafter be an improved feature of **HARDWARE**. Instead of appearing once a week it will appear every fourth week. It will be under the supervision of an expert, and no pains will be spared to make it one of the most useful divisions of the paper. The co-operation of the plumbing trade is invited. Practical plumbers are requested to send in any news or questions connected with their craft, and the same will be given the fullest attention.

At a recent meeting of the St. Catharines council a petition was read from the various merchants and business men, requesting the council to pass a by-law to require all places of business to be closed every evening excepting Saturdays and eves of holidays at eight o'clock during the months of June, July, August and September. The petition was granted and the mayor authorized to have the by-law prepared accordingly.

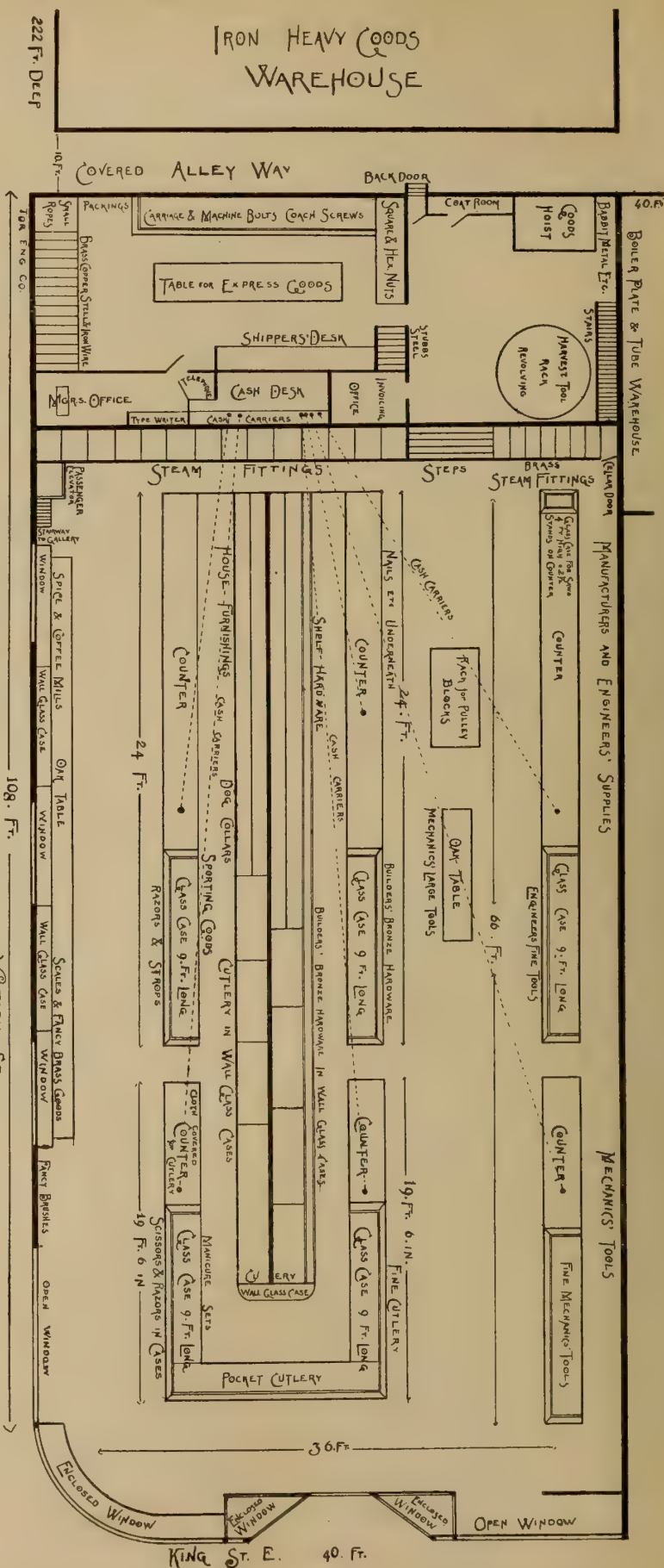
A USEFUL BOOK.

FIRST LESSONS IN METAL WORKING.
By Alfred G. Compton. Illustrated with 95 engravings; 170 pages; bound in board covers. Published by John Wiley & Sons. Price \$1.50.

The writer of this book is in a position to speak from both the theoretical and the practical standpoint of metal working. He is Professor of Applied Mathematics in the College of the City of New York, and instructor in charge of the workshops of that college. His book is the careful work it might be expected to be, emanating from such a source. The aim of it is to be serviceable not only to the learner, but to the full-fledged workman. This latter will find his mind exercised very profitably in the reading of it, and will be interested by the explanation of the scientific basis upon which many familiar mechanical usages are founded. The large number of engravings are a great assistance to the reader in apprehending the text. The work deals with tools, care of fire, drawing, pointing, bending, turning an eye, flattening, punching, twisting, welding, upsetting, blacksmithing, testing iron, manufacture of cast-iron, foundry-work, manufacture and properties of wrought-iron and steel, hardening and tempering, clupping, drilling, sawing, filing, soldering, the Bunsenburner, the blowpipe. It has a handy alphabetical index.

HOW TO DRAW NAILS OR SPIKES.

When a nail or spike has been driven into a live tree, or into timber, after a year or more the fibers of the wood will have contracted so tightly about the metal that it will be exceedingly difficult to withdraw the iron. But, strike a nail or spike a sharp blow with a hammer, and drive it in a trifle so as to break the wood fibers around the metal, and a nail can be withdrawn with only a little force. Iron gate hinges are frequently driven into a living tree. When one is not in possession of a strong claw bar, bore a hole close to the hinge on the under side, and the hinge can be easily crowded down into the hole and withdrawn. When a large nail has been driven head and all beyond the surface of the timber, bore a hole close to the nail, and with a nail set crowd the nail into the hole. When nails have become rusty, they will usually break in two, leaving a portion of the iron in the timber. But, strike a rusty nail a sharp blow, and one can sometimes withdraw it with his fingers. In tearing down an old building, if it is desirable to take off the boards or casings without splitting them, place a nail set on the head of each nail, and with a hammer start it inward about the eighth of an inch. One blow will break the hold of a nail so that most of the nails will come out when the boards are driven off.—World's Progress.



GROUND FLOOR PLAN
RICE LEWIS & SON

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.

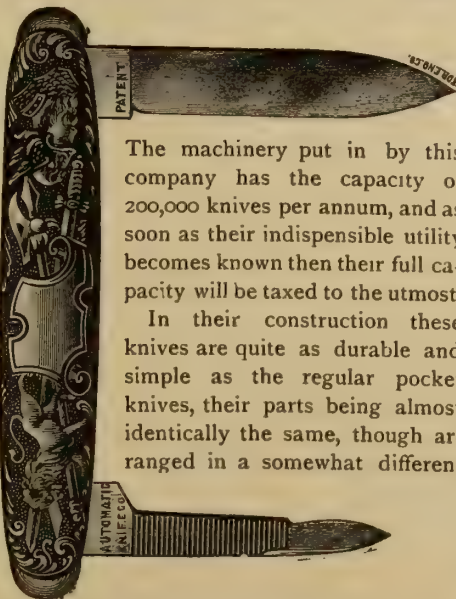
FREE PETROLEUM FOR FUEL.

Mr. George Taylor, M. P., introduced a deputation of manufacturers from Gananoque to the Minister of Finance, who presented a petition, submitting a statement regarding the duty on petroleum as affecting its use as fuel in furnaces. This set forth: "1. About three years ago petroleum was introduced as fuel for furnaces into Canada under American patents, which covers the burning of petroleum with air. 2. The plant required for this process is costly, and several manufacturers have gone to great expense in putting it in. 3. At the time they put in the plant petroleum could be bought, f. o. b. cars, at Petrolea, for \$1 per barrel. Now it is \$1.36 per barrel. 4. When petroleum was \$1 per barrel there was a saving in using it for fuel as compared with anthracite coal of about 25 per cent. Now when the price of petroleum advances there is no saving, but rather a loss, and the manufacturers who have put in plants for burning oil lose not only the profit they expect, but the interest on the money invested in the plant. 5. Should petroleum advance, which is usual in the fall and winter months, manufacturers who have put in plant for burning it will have to take out their plant and change their furnaces for coal, consequently losing the cost of said plant and having the additional expenses of altering their furnaces to coal burners. 6. Petroleum in Buffalo is about 75 cents. per barrel, but the duty is about \$2.45 per barrel—over 300 per cent. 7. In order to avoid this loss we request the Government to allow petroleum, when imported by manufacturers for their own use for fuel, to come in free. 8. Anthracite coal is admitted free, and we respectfully submit that although petroleum is found in Canada, the supply is not sufficient for it to be sold at such a price that it can be used for fuel instead of

anthracite coal. That the labor in pumping oil from the well is much less than mining coal; therefore the producers of petroleum will not be ignored by the duty being removed. On the other hand, if the present duty is enforced, it will be a permanent check to our industries and a serious injury to some of our chief manufacturers." The Minister promised the usual consideration.

POCKET KNIVES.

The manufacture of pocket knives in the Dominion is one of the new industries of Gananoque, and the first of its kind for the Dominion. The Automatic Knife Company of Ontario (Ltd.) has brought upon the market a knife that will revolutionize the trade in this line, as the automatic knife will, it is claimed, soon take the place of all other first class pocket knives. These knives are an entirely new invention, which have been patented in the United States and Canada. They are simply the knife of the future.



The machinery put in by this company has the capacity of 200,000 knives per annum, and as soon as their indispensable utility becomes known then their full capacity will be taxed to the utmost.

In their construction these knives are quite as durable and simple as the regular pocket knives, their parts being almost identically the same, though arranged in a somewhat different

manner. In appearance they have the advantage of blades more completely sunk in the handle, and men will appreciate the ab-

sence of sharp corners and projecting edges to catch and wear out the pockets. But their action is so entirely novel and so strikingly useful, that they need only to be shown to be sold. The automatic knife is equal in quality and workmanship to the highest grade of Sheffield or American make. The very best Sheffield steel is used in the blade, which is hand-forged and the temper of each blade fully tested before leaving the factory, so the manufacturers do not hesitate to warrant every knife, and offer to replace any blade free of charge, if any should prove defective. The cost of the automatic knife is no more than the ordinary two bladed knife of the same quality. The handles are attractive and made of silver metal, very nearly the color and lustre of sterling silver, they have a jewelry finish, handsomely embossed. The wholesale trade are looking with favor on this new invention as a standard article in the cutlery trade, and several wholesale houses have already put them in stock.

OTTAWA NEWS.

OTTAWA, 21 May.

Hon. Mr. Tupper's bill, prohibiting the carriage of gunpowder and other dangerous compounds on passenger vessels, renders a master or owner liable to a penalty of \$200 for transgressing the law, but no prosecution can take place unless with the consent of the Minister of Marine and Fisheries with respect to the quantity of powder which a vessel may carry for signalling purposes for one round trip only. It must be stored in a place on the vessel approved by a steamboat inspector.



CASH VERSUS CREDIT.

The great bugbear of retailers in England, says the *Merchants' Review*, is undoubtedly the co-operative stores, which, in that country, have reached a development unknown elsewhere, and the problem which they have constantly to study and which chiefly engages their attention is how to compete with these enormous aggregations of capital and enterprise. Recently, a dealer in London, tired apparently of wrestling with the question, or desirous of eliciting the views of a greater mind than his own, wrote Mr. Gladstone, the Home Rule statesman, on the subject of the destructive competition. He received the following reply:

"I do not hesitate to say that, in my judgment, the system of dealing upon long credit, which so widely prevails in London, has every fault which a system of trade can have, and no merit whatever to redeem it. I believe it to have been the main source of that system of co-operative dealing with which I have myself had nothing whatever to do, but which has hit so severely the retail trade of London. On the other hand, every trader who deals for ready money, I hope, serves himself, and most certainly confers a great boon upon the public."

We believe the famous writer of the above letter alludes to a system of retail credits entirely unknown here, where accounts are not expected to run at the most longer than a month, that is to say, in cities and large towns, whereas, if we are not misinformed, many English retailers even in urban districts, make collections only once a quarter, and in some cases not oftener than twice a year. Assuming this to be true, it can be readily understood how deplorable the consequences of such a credit system must be when once a co-operative distributive movement has been begun. With a large percentage of his capital lying idle in this manner, when it ought to be repeatedly turned over and bring in fair interest on a reasonable margin of profit, the retailer is forced to charge pretty steep prices to recoup his loss on capital, and thus leaves an opening for the cash dealing co-operative establishments, which, once having a foothold, expand to tremendous proportions, especially at the retail dealers' expense. The more modern system of retail credits in the United States sometimes causes considerable inconvenience to dealers who do not look closely after their credit customers, and who allow them more than a week or a fortnight before settling. There being always more or less loss from bad debts under the credit system, and the capital being locked up longer than it might be, the prices cannot be fixed at the same level as those of the cash buyer and seller, and besides, the credit man cannot take advantage of the wholesale discounts so readily. His money returning so slowly, he is generally equally slow in settling with his jobber. Mr. Gladstone's views,

therefore, are of value to the American retail trade, and we print them as an endorsement of what has been said in these columns relative to the competition which legitimate dealers are meeting with from farmers' co-operative schemes. Those who buy for cash and sell for cash can not suffer, all other things being equal, from the competition of the farmers' stores for any length of time, the contest would be too one-sided. The co-operative distributors must either rely upon the attractions of cash sales at very low prices, or remunerative dividends to the shareholders. To adopt the first plan and carry it out successfully, would require an experience in storekeeping which the farmers do not possess, in order to pay operating expenses and meet the cash dealers' prices, while to attempt the latter experiment would quickly invite disaster, because large dividends mean high prices, which the cash dealer can cut under and take all the trade.

GUN-MAKING IN BELGIUM.

The most important industry of Liege is the manufacture of firearms. There are over 180 gunmakers in the town alone, and in the district the industry gives employment to more than 40,000 workmen. The peculiarity of the Liege gunmaking is that there are hardly any manufactories, as we understand the term, the various component parts of the firearms being made by the workmen in their own homes and brought in ready-made to the gunmaker, who thus merely requires premises for finishing and storing the arms. It will be at once seen how the economy realised by no extensive plant nor costly workshops being required enables the Liege maker to compete favourably with the manufacturers in, in this respect, less favoured countries. A consular report says that the Leige proof-house, which is a Government institution, is the oldest and by far the largest in Europe, and probably in the world, and has lately been greatly enlarged and improved. Every firearm manufactured in Belgium has to be proved at the Liege proof-house before it is allowed to be sold (with the exception of certain arms that are allowed to be sent to a recognized proof-house—to Birmingham, for instance—to be proved), and the proof-master, in addition to his ordinary duties, is specially delegated by the Government to inspect and control all firearms made in the kingdom, with the exception of the military rifles made at the Government factories, which do not pass by the Liege proof-house. Every double-barrelled rifle and shot-gun has to be proved three times—first, each barrel separately; secondly, the two barrels when soldered together; and finally after the breech-action has been attached—and the charge of powder employed is considerably more powerful than that used at other proof-houses. One of the great advantages arising from this triple proof is that each class of workmen

has a direct incentive to only turn out, or accept, really reliable material, for no one who has worked upon the gun is paid for his labour unless the arm passes the three proofs satisfactorily. Thus, if the barrels burst at the first proof (viz., that of each barrel separately), the barrel-maker loses the cost of his labour and the material, for he is obliged to replace the burst barrels without any indemnity. Should the barrels burst at the second proof, it is not the barrel-maker alone who suffers, but the solderer as well, who also loses the price of his labour, because he had not examined the pair of barrels carefully enough before working on them. If the gun bursts at the third proof, all those who have worked upon the gun, from the barrel-maker upwards, lose the benefit of their labour. Revolvers are only proved once, but each portion of the pistol is subjected to a rigorous examination, and any defective arm is at once rejected. There are in Europe five proof-houses—viz., Birmingham, London, St. Etienne, in France; Fellah, in Austria; and Liege—but none of the others can at all compare in importance with the latter.—*Ryland's Iron Trade Circular.*

MONTREAL BAR IRON.

It is generally conceded by the trade that the Montreal mills turn out the best bar iron in the country, and yet despite this fact they cannot supply the local demand, but allow iron from Londonderry to be brought in on the one hand, and Hamilton iron on the other, although local dealers would much prefer to supply their wants from the Montreal works. It certainly is a severe reflection upon our local mills, to think that with their facilities for turning out bar iron they permit outsiders to pay the extra freight to this city and bring in a less desirable article right under their very noses, and this in face of the annoying fact that Ontario mills which are ready enough to supply our merchants with iron here and at points east of Toronto, have endeavoured to drive them off the ground west of Toronto, because they want to exercise a monopoly for their own exclusive benefit in that section of Canada. It is a well known fact that the Ontario mills refuse to quote Montreal merchants for delivery at any of the points above referred to, and yet our local mills, which make a better iron than their Western rival, allow such trade indignities to be heaped upon our merchants, when they should be in a position, not only to supply all local wants, but deliver bar iron in any part of Canada required, and not allow our wholesale men to be at the mercy of a company which virtually says, we will allow you to do business only in certain sections of the Dominion. Have our local mills not pluck enough to step in and put a stop to this kind of partial and unfair trading? It is understood that the Londonderry Company is turning out more bar iron than formerly, and as it has always been willing to sell and deliver goods in any part of the country our merchants desire, its iron should certainly have the preference over the product of a company which discriminates against Montreal men, by refusing to sell to them in certain parts of Canada.—*Trade Bulletin.*

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price - lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for
lime kilns, furnace linings, smelting furnaces,
cupolas, and general foundry purposes.
Write for prices and mention **HARDWARE**.

The Colman Hamilton Co., Ltd.

Livingston's Building,

Telephonone 1998. 34 Yonge Street.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
A. J. Phillips.

TORONTO, ONT.

OUR NEW CATALOGUE

Of Paints, Varnishes, Artist's Materials and
Painters Supplies, will be sent to any address
Hardware and Paint dealers. It is profusely
Illustrated and contains eighty-two pages.

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,



Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

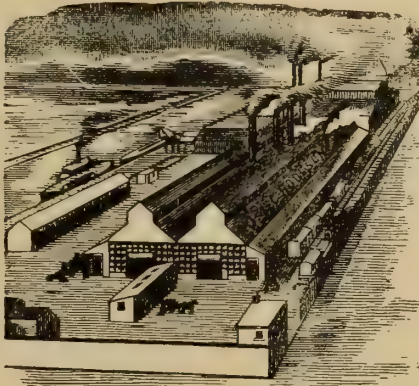
BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe. 74 York St., Toronto.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
Hydraulic and

ELECTRIC

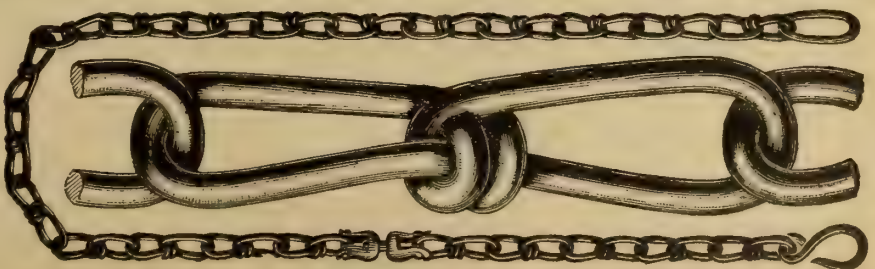
for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

TEMPERED STEEL WIRE TRACE CHAINS. Made of Brown's Patent
Steel Wire Chain.



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full
line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.

The B. GREENING WIRE CO., Ltd., Hamilton, Canada.



The business men of Sarnia close on every business day but Saturday at 6 p. m.

Detective Crites seized 226 gallons of smuggled American coal oil in Cornwall on Tuesday morning.

The Regina Board of Trade will send an exhibit of the products of that district to Europe this fall.

The Polson Iron Works at Owen Sound expect to be in full blast once more by the end of next week.

R. Gaskin, late with Muckleston & Co., Kingston, Ont., has secured a position in the wholesale hardware house of Fletcher, Jonks & Co., Detroit.

Mrs. Powell, wife of Mr. W. M. Powell, manager of the stove department in the James Smart Manufacturing works, Brockville, died last Saturday.

Mr. J. Langman, a Portage la Prairie merchant, was fined \$5 and costs for selling goods after hours. He was prosecuted by the Early Closing association.

The Clerks' Association in Vancouver, B. C., gave a free concert a few nights ago, with the aim of winning over the general public to support the early closing movement.

Messrs. Rice Lewis & Son are now ready to supply the trade with the best line of ice cream freezers. Write them for prices. See their advertisement in next week's issue.

Almost half a car of hardware was shipped from Brockville the other morning via C. P. R. by the James Smart Manufacturing Company to McLennan & McFeeley, Vancouver, B. C.

A project is on foot to open a glass factory in Wallaceburg, Ont. A joint stock company is being formed. R. J. McLaughlin, Dr. Mitchell and W. Woolover are connected with the movement.

T. J. Reid, manager of the wheel works, Gananoque, has made arrangements with the National Malleable Castings Company, Cleveland, for use of his wheel patents. Mr. Reid will receive \$1,500 per annum.

Messrs. Shaw & Downey, of St. Catharines, Ont., who recently started a machine repairing shop at 28 King street, have dissolved partnership and the business will now be continued by Mr. Henry W. Downey.

J. Mathewson & Co. of New Glasgow N. S. have made most extensive additions to the machinery in their boiler and machinery establishment of late. A boiler house is to be built at once, 150x75 feet, probably the largest in Canada.

Dr. Brainard, president of the Hamilton Powder Co., has been on the Pacific coast for some time, and during his stay has made

arrangements for the erection of extensive works at Nanaimo for the manufacture of all grades of giant powder.

Mr. W. E. Stafford, of Sheeden, Ont., has just applied for a patent for a new invention in the shape of a plow, or rather a riding attachment to a plow. Mr. Stafford has the attachment so arranged as to work with any plow at different depths and with different widths of furrow.

Mr. H. J. Hamilton, superintendent of the St. Lawrence foundry, Toronto, the other night was presented by the employes with a very handsome dinner and tea set and an address on the occasion of his marriage. Mr. Hamilton replied suitably, after which a very pleasant evening was spent.

A burglar effected an entrance to Mr. G. J. Rogers' hardware store, Tilsonburg, the other night, by cutting out a panel in one of the outside cellar doors. Once inside he proceeded to help himself to revolvers, pocket knives, scissors, razors and about 60 cents in change that was in the desk, amounting in all to about \$50.

Rice Lewis & Son were given the contract for general stores; Royal Oil Company for lubricating oils; brass work, Wilson & Cousins; special castings, Galloway, Taylor & Co.; bar iron, Rice Lewis & Son; pipe laying, McMillan & Co.

The Waterworks Committee held a special meeting yesterday afternoon to receive the report of the sub committee on tenders for supplies. These were sent on to council for approval: Rubber valves and packing to the Canadian Rubber Company; foot valves, \$12.60; air pump valves, \$1.58; pump valves, \$3.47; sheet packing, \$15.50.

Castiron pipes: St. Lawrence Foundry, 12-inch, \$35; 6-inch, \$35.30; 4-inch, \$35.80. Valves and meter chambers: William Stollery, \$14.80 per one thousand. Iron stop cock boxes: John Abell, double, \$1.30; single, 80c. Lumber: Reid & Co., pine per thousand, \$13.23; hemlock per thousand, \$11. Oak chamber tops; John Nicholson, per sett, \$5.

Coal. William McGill & Co.; by vessel, large egg, \$3.85; egg, \$4.65; stove, \$4.95; small egg, \$4.95; Blossburg, \$4.65; pine, \$3.95 hardwood, \$5.45. The contract is awarded on condition that McGill & Co pay the union scale of wages to long shoremen. The tender of McGill & Co. for carting and screening coal was also accepted on the following figures: to main pumping station 13c. per ton, to St. Alban's station 50c.; to High Level station, 57c.

As two employees of Campbell and Anderson, hardware merchants, New Westminster, B. C., were tapping a barrel of varnish, a lighted lantern produced an explosion, which seriously injured both employees, and set the cellar instantly in a blaze. The injured men were carried out, and the fire brigade arrived promptly on the scene. The place was deluged with

water from top to bottom, and a large and valuable stock of hardware and crockery was injured to the extent of \$15,000.

The Anti-Treating Society have had two pledges printed side by side. One binds the signer to "Neither treat nor be treated to intoxicating liquors." The other is a total abstinence document. It is intended to circulate these pledges through members of the Traveller's Association, King's Daughters, Epworth League, and Young People's Society of Christian Endeavour.

The Ontario Gazette contains a notice of the incorporation of J. G. Jones, H. G. Mackenzie, and Edward C. Jones, of Toronto, Elsie Jones, of Brockville, E. P. Jones, of Gananoque, and A. R. G. Heward, of Montreal, as "The Automatic Knife Company, of Ontario (limited)," with a capital stock of \$25,000.

Mr. F. J. Leigh, manager of the Kingston Locomotive Works, and M. H. Ketchum, of the Chignecto Marine Transport railway, have been in Ottawa conferring about the locomotives which the Kingston company is constructing for the railway for the purpose of hauling vessels across the isthmus. A contract for four locomotives has been signed. They will be unequalled on this continent for strength, size and power, will each weigh 90 tons, and have ten wheels. It is satisfactory to know that a railway company can find in Canada a first class shop to turn out these mammoth locomotives.

About 3.30 on Friday morning the foundry section of the Bomanville Agricultural and Carriage Company's works was burned. The foundry consisted of the machine, moulding, and blacksmiths shops, and office, and the west range was used for storing machinery implements, and materials, and carriage showrooms on the ground floor, and showrooms, storerooms and paint shops on the second flat. Nearly all the carriages, reapers, mowers, ploughs, rakes, and other manufactured articles were burned. The loss will be very large, over the amount of the insurance which was only \$3,200 in the London, Liverpool, and Globe, as much of the building was comparatively new, and contained a lot of very expensive machinery.

The late Senator Leonard, who died last week at his home in London, Ont., was born near Syracuse, New York state in 1814. In 1830, he came to St. Thomas, then a mere hamlet, where he commenced to manufacture engines and boilers in a small way. In 1838 he removed to London, Ont., and built a foundry on Fullarton and Ridout streets, where he continued in business until fire destroyed the works in 1865. In 1853 he had erected a large building on York street, between Waterloo and Colborne streets, which he used for car building purposes in connection with his foundry, and when the latter was burned down he converted these premises into the present foundry and machine shop. Deceased had been

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

a prominent figure in civic and political life. He represented old St. Patrick's ward in the council of 1855. In 1857 he was elected the third mayor of the city of London, succeeding the late William Barker. His name also appears as a charter member of the board of trade, organized in 1857. He represented Malahide division in the Legislative council in the old Parliament of Canada from 1862 to 1867, defeating the late H. C. R. Becher the former year in a popular election. In the latter year he was called to the Dominion Senate under the British North American Act.

Some three or four weeks ago the desirability of adopting a "business tax" was brought up in the Ottawa city council by Alderman Henderson, and on motion was referred to the finance committee for consideration. The committee reported at the meeting held on the 12th instant, recommending that the system be adopted in Ottawa and stating briefly the reasons which had influenced them in coming to this decision. On account, however, of some of the members of the council not being prepared—in view of the novelty of the subject—to pronounce upon it intelligently, the report was withdrawn for the present, but will most probably be re-introduced at an early date.

TRAFFIC IN TRADE-MARKS.

Touch an English manufacturer on the subject of his trade-mark and you touch him on a tender spot. American manufacturers, who pay far less attention to such matters, can scarcely appreciate the sacredness with which this protecting symbol is regarded abroad. No one can blame a Sheffield manufacturer, for instance, for seeking to maintain the high reputation of his cutlery, but his efforts to enforce his rights sometimes bring unexpected results. Prior to the passage of the Merchandise Marks Act, the hue and cry was that German makers were stamping their goods with Sheffield trade-marks. But, nefarious as was this practice on the part of the German manufacturers, it was many times surpassed by certain Sheffield manufacturers who were discovered in the act of receiving German-made goods, affixing Sheffield trade-marks thereto, and shipping them back to the Continent. But the height of commercial depravity seems to have been reached in the recent revelation that certain English manufacturers have engaged in the iniquitous task of stamping "good honest Sheffield cutlery" with the name of a German manufacturer and at the same time affixing to "some rubbish made at Solingen or Remscheid" the

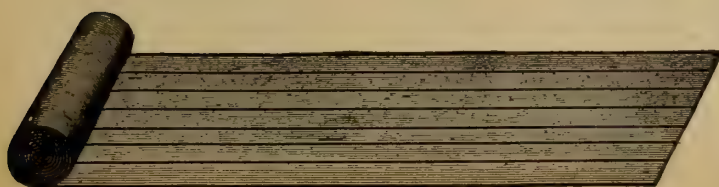
Sheffield trade-mark. Thus the good and the bad article would both be shipped to neutral markets under false colors, and the natural result would be that the customer, choosing the better make, would turn to German rather than English manufacturers for his supplies. It must be admitted that commercial treason could not well go farther, and it is difficult to decide which to blame the worse, but, if possible, the English manufacturer would seem to be a little more steeped in dishonesty. After all, however, it is barely possible that too much stress is laid on trade-marks and not enough attention paid to pushing for foreign markets in advance of more wide-awake competitors.—Iron Trade Review.

The B. Greening Wire Co., Hamilton, has met with very satisfactory success so far with the Brown patent chain which they are manufacturing into cow ties, dog chains, halter chains, trace chains, etc. They were, however, handicapped for want of the smaller sizes. These they are now making and will send catalogues to any dealers desiring them. In addition to their list issued in January they are now making No. 2 coil, halter and dog chains at the following list prices: Coil, \$4.65 per 100 feet; 4½-foot halter, \$3 per dozen; 6-foot dog, \$4; also 9-foot dog chains, No. 000, \$8.50; No. 00, \$7.20; No. 0, \$6.20; No. 1, \$5.70; No. 2, \$5.10 per dozen. The discount is the same as on the other sizes.

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

MARKETS

EUROPEAN MARKETS.

This week's cables show a much sharper advance in iron than at any time during the present rise. Quotations are now 4s. 2d. higher than a week ago on warrants and 1s. 1½d. on Middlesboro. Tin plates down 9d.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£92 10s. od.	£91 12s. 6d.
Future—	92 00s. od.	91 02s. 6d.
Copper, B.E.S.—	57 10s. od.	57 00s. od.
Lead, S.E.	12 10s. od.	12 15s. od.
Spelter,	23 00s. od.	22 17s. 6d.
Antimony,	53 00s. od.	53 10s. od.
Tin Plates—Cokes	16s. od.	16s. 9d.
Pig Iron—Scotch		
Warrants.	45s. ood.	49s. 10d.
No. 3 Middlesboro,	41s. ood.	39s. 10½d.

MONTREAL MARKETS.

MONTREAL, May 21, 1891.

The market for heavy materials has furnished a fairly active trade during the past week and some noteworthy features have transpired conducive of change in the position. Pig-iron is notable in this respect and its position is altered materially from that which it occupied some weeks ago, the ruling condition now pointing to a much firmer market while the statistical position, both in Great Britain and the United States, greatly favors this assumption. Buyers, too, seem to recognize the fact, and also realize that stocks are light, for they are far more disposed to talk business than formerly and some fair quantities of pig have been moved in consequence and at figures that would have been scoffed at for May business three weeks ago. This firmness is not only noticeable in pig, but other leading lines of metals are the same way also, and in some lines buyers find a temporary scarcity which has been taken advantage of by more wide-awake operators. Canada plates is one of these articles, and the market here is practically cornered on them while the supply is very small and no fresh stock can arrive here much before August so that buyers who can't wait have to pay for what they want. It will be seen therefore that the conservative buying to which

hardware has already referred, was too conservative in some instances and some buyers are left.

PIG IRON.

The pig iron market has adopted a much firmer tone and prices have been realized recently, that had they been predicted a month ago would not have been credited no matter what the authority. Stocks here are very small and buyers are commencing to realize that it will not do to wait much longer, consequently there is a more active feeling to the market although business is not very wide as yet. However, 10-ton lots of Carnbroe have been moved at \$21 and over, a figure that would have been laughed at for May delivery a month ago, and the statistical position both in Great Britain and the United States favors more strength.

Within the week several round lots of 100 tons Carnbroe have been turned over at \$19.50, while for smaller quantities an advance has to be made, and we note several sales of 10-ton lots at \$21 to \$21.50. Summerlee and the higher brands may be quoted firm at \$22.

CANADA PLATES

The supply of this article has been practically cornered as referred to elsewhere, and as no fresh supplies can be had here before August, at least, buyers who can't wait have to pay the price, and whimper as much as they like. From \$3 to \$3.25 about represents the idea of the present holders.

TIN PLATES.

There is no change in the position of the article, and with the shutting down of the works in Great Britain for a month a firmer tone is apparent from primary markets. There is no stock here, all arrivals going out immediately on order, and prices are firmly maintained.

BAR IRON, ETC.

There is nothing doing in imported bar, and so far no importations are to hand, while figures are unchanged. Domestic bar runs about the same in a jobbing way at \$2.10, or thereabouts. Sheet iron hoops and bands, etc., are unchanged.

NAILS.

In the present state of the nail market it is impossible to give a list price of nails. Cutlery of all sorts is being still indulged in, and if some of the figures given are correct, makers have very little margin to work on. In fact as low as \$2.00 has been talked of for round lots from makers hands, but it cannot be verified.

CHEMICALS.

This market has been fairly active during the week, for heavy chemicals especially, for sal and caustic some large quantities of

which have been moved both ex. steamer and wharf within the week. Other lines have shown nothing particular, but prices all round have been well maintained.

OILS.

There is little doing in oils at present except in seal. The arrival of it, however, are not heavy, and no consignments are noted as all the stock coming forward is sold to arrive principally on a 47½ to 52½c. basis which we quoted. There is no change in other lines.

LEADS.

There is a moderate business doing in leads with no change in prices and we quote:—White, \$6.25 @ \$6.75; No. 1, \$5.25 @ \$5.50; No. 2, \$4.50; No. 3, \$4.25; dry white, \$6 @ \$6.50; do. red, \$4.50 @ \$5.

GLASS.

Glass continues unchanged at \$1.45 to \$1.55 for first and second breaks.

CEMENT AND FIRE BRICK.

There has been some fair business doing in cement within the week at firm prices and some fair lots having changed hands, ex wharf at \$2.35 @ \$2.60. Jobbing quotations are \$2.40 to \$2.75 per cask, with only a fair demand. Fire bricks are quoted at \$18 to \$24 per 1,000 ex-ship, with a good demand passing for medium sized lots.

NAVAL STORES.

There is a good fair business doing in naval stores, and it is showing symptoms of increase as the season advances. Turpentine is firm with stocks light. We quote:—Turpentine, 60 to 61c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste 5 1-2c. for colored, and 7c. to 10c. for white; oakum, 5 1-2c. to 7 1-2c.; and cotton oakum, 10c. to 12 1-2c.

TORONTO MARKETS.

TORONTO, May 21st.

A good business is being done in most departments of the hardware trade. The falling off in the volume of business in the early part of the year is in some measure being recovered by recent operations and it can safely be said that business since the first of the month has not been at all disappointing. Payments have also been rather better this week. Rope is easier in sympathy with the weakness in American markets. Metals show no important changes in prices. Canada plates are firmer and are getting into small compass.

METALS.

IRON AND STEEL.—Pig iron has been quieter but prices are firmer owing to the advances in Great Britain and the improve-



ENAMELLED WARE

CAST IRON AND PRESSED.

We have made an immense purchase of these goods and now offer them at prices that will close them out quickly.

GOODS AND PRICES CANNOT BE REPEATED.

It will pay to defer buying till you see our samples and get quotations.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

MARKETS—Continued.

ment in States markets. There is very little Scotch iron now held in Canada, and most of the spot business is being done in American brands. A few sales of Carnbroe have been made at \$21, Summerlee at \$23 and Arizona at \$22 all to import. A Hamilton firm which is apparently endeavoring to cut out the Toronto houses is quoting and it is said has made sales at lower prices than these. In American irons business has been done at \$20.50 to \$21.50 for soft Southern brands, and \$22.50 to \$23 for Scotch and Norway. Some small spot sales of Siemen's are reported on p.t. but the Nova Scotia people are offering iron from another furnace which they recently started but the qualities are not get known.

British irons to import are quoted as follows:—

No. 1 Calder \$23. No. 1 Middlesboro \$21.
No. 3 Calder \$22. No. 3 Middlesboro \$20.
No. 1 Sum'rlee \$23. Carnbroe \$20.75-21.

A good deal of interest is being taken by the charcoal iron men in the Grand Trunk Railway tender for 5,500 tons. Nearly all the leading Americans furnaces are tendering.

BAR IRON—Has been quiet and unchanged at \$2 to \$2.10 for domestic. Nova Scotia is quoted at \$2.10. One lot of the latter sold on p.t.

Wrought iron pipe has been fairly active and is selling at 60 to 62½, discount off the list.

The Toronto water works tenders were opened this week and appear in another column.

COPPER—Is without alteration. Transactions are limited. Sheet is not so active. Best English selected ingots are quoted here at 13¾c. in lots to 15c. in smaller quantities.

TIN—Shows evidence of considerable buoyancy in consequence of large operations in London and New York markets. Locally there has been no noticeable alteration in the situation, prices remaining at 22½ to 22¾c. in lots and 23 to 23½c. for smaller quantities.

LEAD—Inquiries have been more numerous and sales of round lots have transpired at about our quotations. Private cables show that the foreign markets are much firmer this week than last.

ANTIMONY—Is weaker for futures, but firm for spot, owing to the light stocks. Cookson's remains at 18 to 18½c. and other brands at 17 to 17½c.

ZINC AND SPELTER—Are quiet and unchanged. Stocks of both are light.

TIN PLATES.

The tin plate market in Canada is not quite as boyant as it was last week, as consumers are holding off as long as possible in expectation of the arrival of lower priced plates. Business that was done was at full prices, for holders are not making any concessions. It is still the general impression among importers that there will be a considerable shortage between the supply and demand before the July and August arrivals. Prices for these months are fully \$1 per box below present prices.

CANADA PLATES.

The local inquiry is comparatively light at the moment. Stocks have been rapidly diminishing and it is expected that higher prices will prevail until the middle of August.

NAILS.

The market for cut nails continues in a most unsatisfactory condition. The trade characterizes the action of the manufacturers as simply absurd. Prices they quote are below the cost of production. Yet if they are offered a good sized order at their own prices they refuse to accept it at the prices their representatives have quoted. A Toronto firm offered to pay them this price in cash for 5,000 kegs, to be delivered as they were got ready, but they refused to accept it. They are evidently anxious to reduce their output until such time as more unity of opinion exists among them than is apparent to-day. There is considerable disposition on the part of retailers to take advantage of the present dissensions existing among the manufacturers to stock themselves with low-priced nails sufficient to last them to the end of the year. Jobbing prices are unchanged at \$2.35 here less 5 per cent. for cash, but local retailers have reduced their counter prices to \$2.35, at which they will let a single keg go.

ROPE AND TWINE.

A further decline has taken place in rope, owing no doubt to the cutting in the States. The list has not reached HARDWARE yet, but it is understood that there is a drop of ¼c. making sisal 9½ to 10½ and manilla 13¾ to 14¾c. both for 7-16 inch. Common sense twine is now all sold.

BUILDERS' HARDWARE.

There has been a good demand for most lines and prices are unchanged.

GLASS.

All German quotations have been withdrawn from this market, owing to the labor troubles abroad. However, as most of the

season's stock is now on the way here or arriving, it has had no perceptible effect. A good business is doing as building operations are now quite active.

PAINTS, OILS, ETC.

A very good demand keeps trade active in prepared paints, which are just now in the midst of their season and going at firm quotation prices, which are unchanged from last week. White lead is in steady request, also at unchanged prices. Colors, dry and in oil, show no variation from a week ago. Varnishes have fluctuated in no respect, the only usual cause of change in them being a movement in the price of turpentine, and this article has shifted but slightly. Raw linseed oil in barrels is down a cent, quoting now at 64c. and boiled is 67c. Castor oil is also easier, 10½ to 11c. being the present basis, with a leaning towards the under price. Turpentine has slipped down to 60 and 61c., the supply having been reinforced since last week.

THE BRITISH LINSEED OIL MARKET.

(From Tulloch & Co.)

LONDON, May 6, 1891.

As is usually the case, the end of last month saw a slight relapse in prices, but on renewed buying, market has steadied and values to-day are firmer, spot oil finding buyers readily at 22s. 7½d. per cwt.

As anticipated, the continued steadiness coupled with the scarcity of cottonseed, is turning more business on linseed oil, home and export trade coming more freely into the market. Stocks are small, Bristol and Hull crushers being much above the parity of London prices. The renewed enquiries from Canada, would tend to show that the trade has exhausted its supplies of cheap oil.

Linseed continues steady, position of supplies justifying a maintenance of price. Quantity of supplies afloat are as follows:

From Bombay and Calcutta to U. K.:

	1891.	1890.	1889.
Qrs.	31,370.	38,035.	78,282.

With regard to the future position of the market it is worth noting that the chief operators this side are reported to have terminated their cheap contracts made with crushers latter end of last year, and are now stiffer on price for any oil they have on hand.

To-day's approximate values are as follows:

May, 22s. 7½d. to 22s. 9.; May and June, 22s. 10½d.; June and July, 22s. 10½d. to 23s.; August and September, 23s.



THOS. DAVIDSON & CO.,

WATER COOLERS, FLY TRAPS, BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.00	\$4.45	\$4.15
" Net.....	3.57	3.97	3.70
Egg Gross.....	4.10	4.55	4.25
" Net.....	3.66	4.06	3.79
Stove Gross.....	4.10	4.55	4.25
" Net.....	3.66	4.06	3.79
Chestnut Gross....	4.10	4.55	4.25
" Net.....	3.66	4.06	3.79

OLD MATERIAL.

Quiet times in the foundries make the old material market dull. In some of the foundries the working staff is cut down these days on account of slack business. Meanwhile the supply of old stock comes in to the dealers' hands as freely as ever. Prices are somewhat weakened on most lines of old scrap, and stove castings have gone down 5c. Prices are as follows:—For No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 65 to 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9 to 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¾ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

The position of prices is unaltered, while the trade grows less as the demand for lighting falls off with increasing daylight.

The Petrolia Advertiser reports:—Petrolia crude is \$1.37 per bbl.; Oil Springs crude is \$1.38½ per bbl. The crude oil market this week may be termed dull, as the transactions both on and off the Exchange have not been of sufficient magnitude to give much tone to the market. One prominent producer was heard to exclaim on the street the other day, "if those fellows at Ottawa would only shut up shop, and go home and attend to their private business, we would have oil \$1.50 per barrel here before fall, without any legislation on the subject." Another well known producer has always said, "let sleeping dogs lie," and we are just now of his opinion. We notice that a petition has been presented this week to the Finance Minister by some manufacturers at Gananoque, who use a small quantity of crude oil as fuel, asking that the duty should be removed, so as to enable them to get cheaper fuel, but we did not notice that they made any application at the same time to have the duty taken off spades, forks and shovels, which they manufacture. Live and let live, gentleman, say we, and don't expect the Government to make a jug-handled business of the National Policy. Our furnaces here are all adapted to use either oil, wood or coal, at the option of the manufacturer, and the expense of changing from one to the other is a trifling matter, and can easily be adjusted. Great activity is at present being manifested here by the producers. All the drilling tools are being worked to their utmost capacity, and a new firm has been started this week for developing the oil region, called the Wild Cat Co., who expect to make some new strikes shortly. Refined oil is quoted at 12 1-2 to 13c. f. o. b. here, 60 days or 2 per cent off for cash.

HIDES, ETC.

HIDES.—The price is rather weaker, few No. 1 green bringing 5½c. now, the bulk of the business being at 5c. A car of cured changed hands the other day at 6c.

SHEEPSKINS—Bring \$1.50 for heavy skins. Calfskins are unchanged at 6 to 8c.

TALLOW—Rough is 2c., and refined 5½ to 6c.

WOOL—A few purchases of new have been made, but at no advance on prices current a week ago, namely 18 to 19c. New will not come in to any extent before the first of June.

RAW FURS.

There is quite a liberal run of receipts in raw furs. Spring rat is the most active just now. Prices are:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1.50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50, Muskrat, fall, 12c.; spring rat, 21c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

AMERICAN MARKETS.

NEW YORK, May 21, 1891.

IRON AND STEEL—The condition of the iron and allied trades, as reflected in the information imparted by local merchants and in the reports coming from other centres, is without perceptible change. The much-needed patronage from the railroad companies comes along in homeopathic doses; orders for heavy finished productions for other uses are also moderate, and the demand for the various productions of mills and foundries that go into more diversified uses are of merely routine character. Enough work is secured to keep the various classes of establishments in operation, but very few are working to their full capacity, and, in some instances, supplies are permitted to accumulate at the works in expectation of a turn for the better ere long. It is a noteworthy fact that values keep steadier than usual on so quiet a market, and the production of crude materials is yet so closely in line with the outlet for the same that there is little movement in prices in that department.

The popular brands of foundry pig iron sell chiefly at \$17.50 to \$18 for No. 1 delivered, but some that serve for many purposes are secured at \$17. No. 2 moves chiefly at \$16 to \$16.50, although \$15.50 is about all that can be obtained for inferior brands. In good mill grades the business is chiefly at prices on the basis of \$14 to \$14.50 here. Bessemer pig is taken in fair quantities for early delivery, chiefly at prices on the basis of \$17 to \$17.50 at furnace for high grade. Foreign 20 per cent. spiegeleisen is still quoted at \$28.50 to \$29.50, and 80 per cent ferro manganese at \$64 to \$65, with little movement.

The movement in old iron is confined almost wholly to small lots, and the demand for that class of material is light. Sellers want \$22, on cars, for tee rails, but bids do not go above \$21. In Pittsburg small parcels have been sold at \$23 to \$23.50. Yardmen ask \$20 to \$20.50 for No. 1 wrought scrap iron, but parcels lying at points handier for shipment are offered at the same figures without leading to business.

Steel rail manufacturers are securing few new orders, and those under treaty, as well as the ones closed, involve comparatively small quantities. Up to May 1st a total of 638,000 tons had been sold for this year's delivery, and, while not as comfortably off as might be desired, the manufacturers adhere steadfastly to their compact, quoting \$30 f.o.b. at mill and \$30.75 to \$31 at tidewater for heavy sections. It is stated that some buyers who have rails coming on orders that were placed when prices were \$2 to \$3 per

ton below the present level are reselling at less than the manufacturers' rates, but this sort of competition is small, and has no bearing upon the market at the present time. Billets are selling at \$26 to \$27, slabs at about the same prices, and wire rods at \$36.50 to \$38 at mill, according to location of works, but the volume of business in that line is moderate.

TIN.—The local pig tin speculation has moderated considerably, evidently needing the stimulus of a freer movement in London to incite action. During the past three days about 80 tons have been sold at 20.30c for prompt delivery, 20.27½c for delivery in 24 hours, and 20.35c for August and September delivery. The latter prices indicated a slightly weaker market at the close for spot stock. Thirty tons have been sold at from 21 down to 20.85, buyers' option all the year at one day's notice. Last London cables quoted £62 10s for prompt and £92 for future delivery.

COPPER.—Rumors of more or less extensive sales of Lake Superior ingot copper have had circulation, but anything in the way of large dealings cannot be traced. At the present time brokers find it a difficult matter to induce their customers to take other than small lots at the price named. Arizona ingot is offered at 12½c. and standard casting copper at 11c. The London market has improved still further, merchant bars selling up to £52 2s 6d for prompt and £53 for future delivery.

LEAD.—The pig lead market has remained quiet, and there is no interesting feature to note. For single carloads 4¼c. is paid, but buyers do not go above 4.20c. for larger quantities.

SPELTER.—Spelter is steady in price but quiet. Prime western brands are quoted at \$4.90 and mixed brands at \$4.85, with the opening moderate, and for early shipment only. Smelters want 5c. for July, August and September shipment.

TIN PLATES.—The tin plate market is still in an unsettled condition by heavy arrivals and some pressure to sell in the face of limited outlet. We quote as follows:—Charcoal, ½ cross assortment, Melyn grade, \$6.12½ to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.8c to; for each additional X add \$1. Charcoal terme—M. F., 14x20, \$7.15 to ..; M. F., 20x28, \$15.00; Worcester, 14x20, \$5.62½ to Worcester, 20x28, \$10.50; Dean grade, 14x20, \$5.05 to; Dean grade, 20x28, \$10.10 to; D. R. D. grade, 14x20, \$4.85 to; D. R. D. grade, 20x28, \$9.75 to; I. C. Coke—Penlan grade (iron), \$5.05 to J. B. grade, 14x20, \$5.25 to; I. C. Bessemer steel, 14x20, coke finish, \$5.15 to; I. C. Bessemer steel, 20x28, coke finish, \$5.35; I. C. Bessemer steel, squares, \$5.60 to basis; I. C. Siemens steel, squares, \$5.75 to \$5.85.

The "Societe des Marchands Detailleurs," Montreal, held their monthly meeting a short time ago, when complaints were made that some wholesale merchants were still selling at retail, notwithstanding their agreement to the contrary. Reference was made to certain civic officials who grant pedlars' licenses at half rate or for a few months, which is contrary to law. The question of the nuisance of beggars on certain regular days of the week was also discussed.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.

THE SECRET OF HIS SUCCESS.

"I declare, Jack, I can't understand why you always succeed in selling so many more goods than I do!"

"I'll tell you why it is," replied Jack; "but," he added, "it's a trade secret, and you mustn't 'give it away.'"

"Of course I wouldn't do such a thing," was the answer.

"Well, then," said Jack, impressively, "I succeed because when I'm after business I wear out the soles of my shoes more than the seat of my trousers."

REVELSTOKE SMELTING WORKS.

Dr. Orton has returned to Winnipeg from England, where he spent the winter. The doctor's visit to England was in connection with the Revelstoke Smelting and Reduction Works. He found the stockholders of the company to be men of good standing, such as the Secretary of Ireland and several members of the British House of Commons.

Some matters concerning the company which were in dispute were satisfactorily arranged, and it is expected that the smelting works will begin operations as soon as navigation opens, when ore can be transported from the mines on Kootenay lake to Revelstoke, to which access is furnished by the railway built between the lake and the Columbia river. Sixty tons of ore a day will be treated, and the metal will be shipped to Wales to be refined at present, but the company contemplates doing its own refining in the near future. The title to the company's 320 acres of land, which was earned from the Dominion Government by the erection of the works, has not yet been adjusted, but the pro forma application to have the matter set right will be made to the British Columbia courts in the course of a few weeks. The Provincial Government granted a title of the land to one Farewell, but it was set aside by the Supreme Court. The British Columbia registrar-general then refused to register the company's title because the plans and judgment had not been filed as required by the provincial statute.—B. C. Commercial Journal.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.

Inch wick. Hinged Cap to Burner.

Seamless bottom to oil cup, which contains an imperial pint.

Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

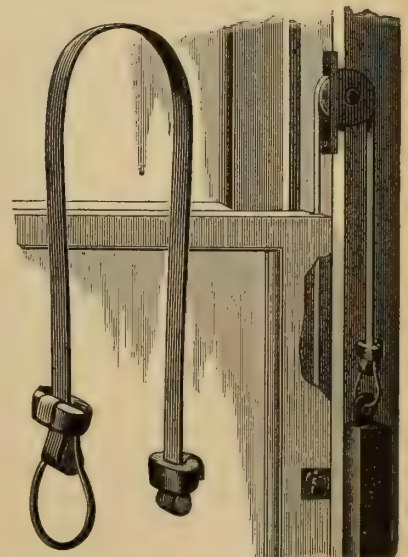
Manufactured solely by

THE ALLIANCE MANUFACTURING CO'Y OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

GARDNER SASH RIBBON AND PULLEYS.



This cut shows Gardner's Steel Sash Ribbon and pulleys attached to sash and weights as cord or chain.

It is the best balance on the market for light or heavy windows or doors.

No friction or wear. Windows run smoothly and noiselessly.

Sample or any information from

Gardner Sash Balance Co.,
No. 8 Yonge St. Arcade, Toronto.

SPOONS, FORKS ETC.-STAMPED

1847. ROGERS BROS. A1.

ARE GENUINE, ROGERS' GOODS.

THE DRUMMER.

The drummer has an EZ way
When he SA's to sell;
He spreads before you an RA
Of samples that XL.

Then talks and talks with NRG
Until you DZ grow,
And feeling he's your NME,
An IC manner show.

You say you don't want NE thing;
No PT he displays,
Then, getting mad, say UL fling
Him out in case he stays.

He'll SQ then to take a "smile,"
And tell HS nut tale,
And thus LA your anger while
In PC makes a sale.

If you should CK place to hide
With glee he'll CQ too
And when at EV he leaves your side,
He's sold his goods—& U.

A drummer cannot CA snub,
And will XQ's a kick,
Like YZ doesn't fear a club,
And to UE will stick.

H. C. DODGE.

OLD HEADS LOOK OUT.

"Have you noticed during your travels," marked an old Knight of the Road to HARDWARE representative, "how many young men are now on the road? You have, eh! Well I tell you what it is, some of the old heads will have to hustle if they don't want to be supplanted. Competition in all lines was never so keen as it is at present, and travelers were never so closely watched and their doings more severely criticised by their employers. Many houses are sending out young men on trial trips, who in their enthusiasm drum up every retail store in a town whether it has a good, bad, or indifferent reputation and solicit orders. They book these orders and send them in, leaving the firms they represent to approve or reject them. By this means they get the name of being pushers, and the old head who knows the standing of every retailer, and for the sake of his employers is careful in booking orders, gets hauled over the coals or perhaps is told that his services are no longer required. This is happening almost every week, and I would like you to give this matter publicity so as to put these old heads on their guard. Things have come to this pass now, that instead of depending upon his own knowledge and judgment in not soliciting an order from a certain storekeeper, the traveler must waive that and get the order, leaving his employers to do whatever they like with it. It will shew them one thing at least, and that is, that he is pushing for business. One great fault of old travelers is that they have been so much in the habit of calling upon their old customers and neglecting new business houses, that in time they are ashamed to call upon the latter with the result that their old customers either die or fail in business, and the firm they represent having no busi-

ness connection in that particular locality are forced to start a supply account. This is one of the principal causes of the failure of old heads on the road, and a word to them in season may save them from having their positions filled by younger men."

A STORY WITH A MORAL.

Tom Sheridan in Stoves and Hardware Reporter writes:—In a business house I dropped into casually to see what was going on, I heard a good story that will bear repeating and that may interest you. The subject under discussion was advertising, and there seemed to be as many different views on the subject as there were parties present. Among the "discussers," if I may be permitted to coin the word for this occasion, was one who advertised continually, who always had something to say to his customers, and who said it both in and out of season. When he was asked why he did this, when it seemed sometimes as if it was throwing money away, he told the following: "When I was a boy and lived down in that region in Illinois known as Egypt, I used to be very fond of going fishing, and to catch a string of croppy, with which the waters around my father's farm were filled, was my highest delight. In the neighborhood lived an old man named Sol. Quinlan, and he was as fond of fishing as I was. Sol weighed nearly three hundred pounds, was too heavy to do much walking, and fished from a flat boat made expressly for him. From the time I was old enough to know anything I had known Sol., had known that he fished, and fished often, and my respect for him grew in proportion with my acquaintance. I think one of the happiest days of my life was when Sol. took me in his boat. Before that my youthful theory of fishing was that quietness was one of the essentials, but Sol. was not built that way. He could not be quiet if he wanted to be. The slightest move rocked the clumsy boat, and when he reached a likely spot, where a bunch of brush peeped above the water, or a tree had fallen in, half submerged, Sol. laid hold of one or the other with his grappling hook hauled the boat against the limbs with a bang, and leisurely proceeded with the business in hand. And the way he could catch fish. "Now, boy," he said this first time to me, on my saying he would scare all the fish away. "I've been fishing this 'ere creek for thirty years, nearly. I make as much noise as I want to, and I've always done it. And do you know there ain't a fish around here that don't know me, and when they hear me coming they just flock around and bite." And if you had seen the croppy he yanked out on that occasion, you would say there was reason in what he said. That talk of Sol's. came to me suddenly one day when business was not looking very bright. I took it for my text, or my guide, as you will, and since then I've made as much noise in the world as I could in a business way, and I think you will all confess they do bite very rapidly on occasions, while my string is never entirely empty."

THE CARE OF GRINESTONES.

The exposure of the stone to the sun has a tendency to harden it, and if one part be left in the water habitually, it will grow soft, and wear away faster than the other. If the trough is put upon movable supports in a frame, it can be adjusted to the stone without much loss of time. Or allow the water to drip from a water-spout, an old white lead keg will answer, fixed above the stone. Always clean off all greasy or rusty tools before sharpening, as grease chokes up the grit; and always keep the stone perfectly round by razeeing it off when necessary.—Ex.

IT NEVER PAYS.

Traveling men find that it never pays to speak disparagingly of any town or village where they do business. The town itself may be sleepy, dull, lacking in enterprise, and the accommodation of the poorest, but those who live there, who have grown up with the place from infancy, have a local pride and interest in it, which nothing can alter. A St. Louis traveling man recently discovered this to his cost. The story as related by a friend of the victims is as follows:

My friend said he traveled from St. Louis and pulled up in a small Kansas town. He had the good luck to sell the leading merchant a big bill, but while waiting for the next train made a bad break that cost him his order. Sitting at the stove he entered into a tirade of abuse against the town asking the merchant how he could live in such a Godforsaken place, and wound up by saying he would rather spend a day in jail than in the town.

Getting up, the merchant quietly asked my friend to let him see his order book, he hastily complied with the request. The merchant turned the pages until he came to his own order, and giving the page a yank, tore it out and threw it in the fire. "Anybody having such an opinion of this town as you have, ought not to ask the merchants for orders," remarked the merchant, and the result was my friend took the next train a sadder but wiser man.—Merchant Traveler.

NOTES TAKEN ON THE ROAD.

In a late issue of HARDWARE, there was a note from Peterboro' stating that a big cut had been made in some articles of tin or tinned iron, the sequel of which came to the surface, on Friday last, by the assignment of J. M. Williams & Co., Hamilton. To my mind it is hard to credit a firm with honest business principles, who, knowing themselves to be on their last legs, will deliberately advance the discounts from 20 per cent. to 40 per cent., freight prepaid. It is a desperate move for cash, regardless of the injury it does to other dealers, and the demoralizing effect it has on the market price for a staple article.

THE PIG-IRON WARRANTS BILL.

Mr. Alexander Fleming, of William Baird and Company Glasgow, Gartsherrie, and Eglinton, ironmasters, has since his return to Glasgow issued a memorandum to members of the trade on the present mode of dealing in pigiron warrants. Mr. Fleming is able to speak with authority not only because of his leading position in the trade, but also because he has been intimately connected with the iron market during the whole time the warrant system has been in operation. He affirms that the present mode of doing business affords great facilities for the legitimate disposal and purchase of iron, and he adds:—"In times of depression producers must either stop the furnaces and discharge the men or store the iron, and they have always a ready means of disposing of their make in the form of warrants, deliverable at such forward dates as will suit their own convenience. It is generally found advantageous both for the buyer and seller to employ middlemen. Such men, dealing in all brands, and with an intimate knowledge of the business, can give great facilities. Consumers frequently buy warrants, but when they do so it is generally for forward delivery; and in the ordinary course of business the sellers cannot, as a rule, give the number of the warrant, nor does the buyer want it at the time of purchase. Makers' scrip is still issued, but only to a limited extent, and is not passed from hand to hand by indorsation.

In the case of scrip the buyer has the advantage of knowing the brand he is to get, and the maker holds the iron for him rent free. From long and intimate experience in the trade, extending over the whole time in which Scotch warrants have been in existence, and looking at it principally from a makers' point of view, I am perfectly confident that the system has been of great advantage to the development of the iron trade in Scotland."—From Trade Circular.

A DEMAND FOR UNIFORMITY.

There recently appeared in the columns of this Journal an article bearing the caption: "Order Shelf Goods in Original Packages." The advantages that would accrue to the dealer by pursuing the policy of purchasing shelf hardware in original packages was pointed out, at considerable length, from the jobbers' standpoint. As is frequently the case, this subject proved to be decidedly interesting to the dealer, who is ever alert to take advantage of any new idea that may prove valuable to him in his business, and brought out the fact that in many instances the manufacturer is responsible for the mistakes the dealer makes when he buys his shelf hardware in such quantities as to compel the jobber to break original packages.

What is needed, from the evidence advanced by the dealer, is more uniformity on the part of the manufacturers in putting up shelf goods. There are quite a number of articles, such as hinges, latches, clasps,

catches and many other small shelf goods that are put up differently by different manufacturers. For instance: take the mortise hinge. Some makers put them up in pairs, others in sets—some put half a dozen pairs in a box—some half a dozen sets. Then with other and smaller articles certain manufacturers put them up in boxes containing a dozen, while others put a quarter of a gross in a box. The embarrassment of the dealer when he receives an order for a box of latches, or some other small article, where the name of the maker is not given, can readily be appreciated. If he sends a box containing a quarter of a gross he will likely be notified that the customer only wanted a dozen, or vice versa. If the name of the manufacturer is given he can turn to his catalogue and find out whether the goods come one or three dozen in a box. Otherwise he must take chances and usually makes a mistake.

This accounts for the necessity of breaking original packages, about which jobbers complain. The dealer who has learned that there is no uniformity in the making up of original packages, at least so far as many shelf articles are concerned, orders his goods in numbers instead of by the box, in order to get the quantity desired.

It is admitted by dealers that it is preferable to buy shelf hardware in the original packages, and nothing would be more gratifying to them than the adoption by manufacturers of uniformity in the making up of those packages.—Stove and Hardware Report.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

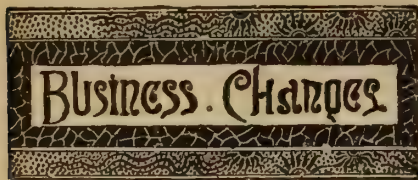
26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.



SALES MADE OR PENDING.

Snider & Shuh, general merchants, Waterloo, Ont., advertise their business for sale by tender.

The hardware stock in the estimate of H. Evison, Collingwood, Ont., has been sold. add assigns

W. J. Flynn & Co., stoves and tinware dealer, Toronto, have assigned to Thos. Carlisle, Toronto.

J. M. Williams & Co., stove manufacturers, Hamilton, have assigned to E. R. C. Clarkson, Toronto.

A. H. McDonald & Bro., hardware dealers, Wallaceburg, Ont., advertise their stock for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Muirhead & Co., plumbers, Halifax, have dissolved.

Weatherbee & Donkin, stoves and tinware dealers, Spring Hill, N. S., have dissolved.

A. J. Walker, hardware and marble dealer, Truro, N. S., has admitted his son as partner.

Wm. Parker & Co., hardware dealers, St. Johns, N. F., have dissolved.

REMOVALS AND DEATHS.

Hon. E. Leonard, of E. Leonard & Sons, engine and boiler makers, London, Ont., is dead,

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Douglas Bent, trader, Aylesford, N. S., has assigned.

C. Colver, general merchant, Burgessville, Ont., has assigned.

H. H. Dickson, general merchant, Pakenham, Ont., has assigned.

F. H. Parsons, general merchant, Colebrook, Que., has assigned.

Ulric Collette, general merchant, St. Bazile, Que., has compromised.

Daniel McLean, general merchant, Orangedale, N. S., has assigned.

L. Bernier & Fils, general merchants, Weedon, Que., have assigned.

Nazaire Girouard, general merchant, St. Guillaume d'Upton, Que., has assigned.

John Craig, general merchant, Petrolia, Ont., has assigned to M. A. Sanders, Sarnia.

L. & M. Chandonnet, general merchants, St. Pierre les Besquets, Que., has assigned.

Napoleon Dubuc, general merchant, St. Isidore, Que., has called a meeting of his creditors.

J. C. McEwen, general merchant, Tiverton, Ont., has assigned to J. A. McPherson, Kincardine.

Demand of assignment has been made of Isaie Charbouneau, general merchant, St. Therease, Que.

WATCH THE EXPENSES.

It cannot be said of the body of retailers throughout the country that they do not watch this account very closely. For if they did not, very few of them would be in business to-day.

It is not the profits of a business which give men fortunes, it is only that part of the profits which they do not spend, but invest wisely.

There is no man so careful who could not, by strict scrutiny of his expense account, reduce it by many dollars every year. These dollars saved represent a reserve force which those can appreciate most who have been so placed as to be forced to call on all the resources at hand.

The presence of a reserve fund within easy reach makes every merchant a better buyer and a more careful seller. Though he may never be called upon to use that reserve, the fact of its possession, however, places him mentally and morally in a position that brings all advantages to him. It is just the same feeling which makes the orator master of his audience, who goes before it prepared at all points and certain of his knowledge and ability to answer all hostile criticism.

But the possession of this reserve must come to the average merchant by his close scrutiny of his expense account. For every dollar spent that might have been placed in reserve, he loses a grain of that mental and moral elevation which allow him to occupy the best position, either as a buyer or a seller. For this reason, while no man should be stingy or mean, neither should he be generous in expenditure until his income and means are so assured that he can afford to be generous without injury to his business interests.

The secret lies in a careful looking after the expenses.—Ex.

INSURANCE.

It would be difficult to decide off-hand which is the most important question for the business man of family to consider—insurance of his stock and furniture against loss by fire or the insurance of his life against loss to his family by his sudden death. The merchant who neglects to insure against fire or forgets to renew such insurance, is generally considered, and rightly, as lacking in ordinary prudence, not to say common sense, yet cases continually occur of stores burning out, and the reports come in: "No insurance." But the merchant with a family dependent upon him, who makes no provision, such as life insurance affords, for the maintenance of his dear ones after his decease, is even more destitute of sagacity and more deserving of censure than the business man who runs the risk of his stock burning up and being left at the mercy of his creditors, owing to a failure to take the ordinary precautions against loss by that common disaster. In

this connection it is proper to call the attention of our married readers to the necessity of conducting their businesses in such a manner that their estates may be easily administered for the benefit of their families, in case of their sudden taking off. When a business is run on business principles, with proper account books, properly kept, so that it can be seen at a glance just what the state of the business is, it may be possible for the widow of the deceased merchant to carry it on successfully for the maintenance of herself and children. Unfortunately far too many merchants run their business on a sort of happy-go-lucky plan, and hardly ever know themselves just how they stand as regards earnings and liabilities, and of course when they are removed by death it is an utter impossibility for anyone except a skilled expert to learn the condition of the business which they have left behind them. As the sums for which many lives are insured rarely yield an adequate income for the support of a family of growing children, it behooves the married merchant who would insure his family against a shabby-genteel state of existence, as well as against actual grinding poverty, to take steps to arrange his business affairs in such a shape that the taking away of the directing mind and hand will not endanger the business. He will thus not only safeguard the future of his family, but also improve the chances of his business success while he remains in the land of the living, for as a rule it is the unsystematic, non-bookkeeping merchants who are the first to succumb to the perils of business life.—Merchants' Review.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c

PETROLIA, - ONTARIO.



SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakesmen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

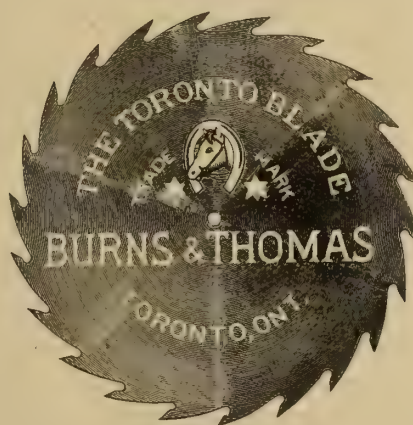
W. H. STOREY & SON,
ACTON, ONT.

F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET
LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



Write for Prices or Telephone 5120.

SAWS CIRCULAR, Shingle, Resawing, Drag, Gang, Cross-cut, etc.

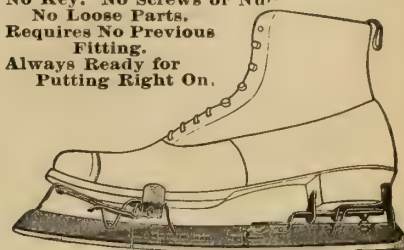
FORBES' NEW PATENT SKATE.

The Most Beautiful, Convenient and Perfect Skate ever invented.

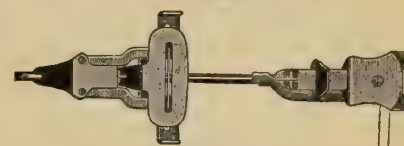
Every Principle Entirely New. Fully Patented in Skating Countries.

FASTENS FIRMLY ON ANY BOOT WORN.

No Key. No Screws or Nuts.
No Loose Parts.
Requires No Previous Fitting.
Always Ready for Putting Right On.



SIDE VIEW, ATTACHED TO BOOT.



TOP VIEW, HEEL LEVER (DOTTED) OPEN.

Greater Possibilities in Speed and Points than any Skate ever produced.

Only First-Class Goods Manufactured. No Second Quality.

THE FORBES MAN'FG CO., Ltd.

SOLE MAKERS,

17, 19 & 21 Bedford Row, Halifax, N.S.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

:- Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

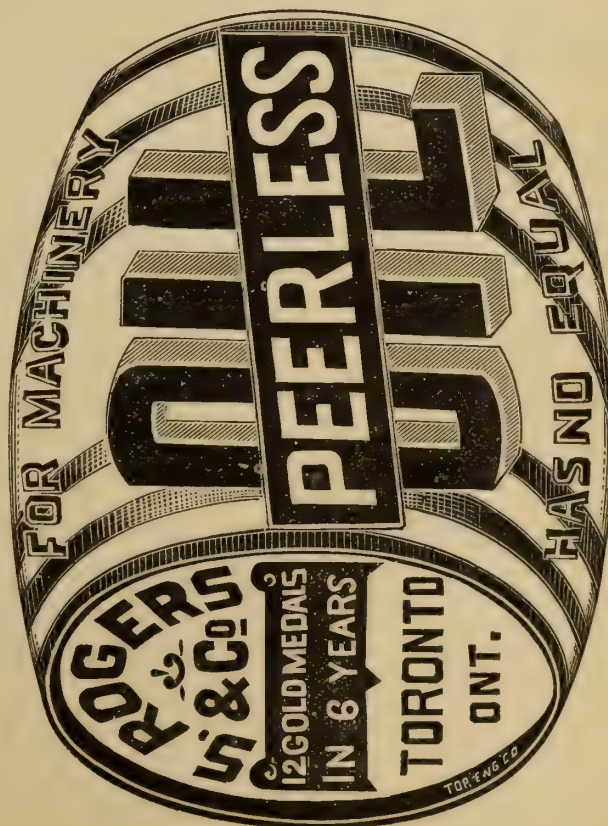
Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.



W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.

Stop Thief!

This is not



SHEPARD HARDWARE CO., BUFFALO, N.Y.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the

MARK.



GRANTED

TRADE

1764.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,

Ottawa and Toronto.

"IMITATION IS THE SINCEREST FORM OF FLATTERY"
THAT THE GEM FREEZER IS RECOGNIZED AS THE BEST IS PROVEN
BY THE WAY OUR COMPETITORS ARE IMITATING ITS GOOD QUALI-
TIES, AND USE IT AS THE STANDARD OF COMPARISON WHEN
TRYING TO SELL THEIR OWN GOODS.

The Gem Freezer
The Best in the World.

WE ONLY CLAIM A DOUBLE ACTION FOR THE GEM FREEZER
BECAUSE IT IS IMPOSSIBLE TO GET MORE THAN TWO MOTIONS
FROM ANY SYSTEM OF GEARING IN USE AT PRESENT IN ANY
FREEZER.

WE MAKE NO CLAIMS THAT CANNOT BE FULLY PROVEN.

The Gem Freezer
The Best in the World.

DO NOT BE IMPOSED UPON BY THOSE WHO MAY TRY TO SELL YOU
OTHER FREEZERS BY TELLING YOU THEY ARE "JUST AS GOOD"
OR "JUST THE SAME AS THE GEM." INSIST ON HAVING THE
GEM AND IF YOU CANNOT GET IT FROM YOUR REGULAR JOBBER,
WRITE TO US AND WE WILL TELL YOU WHERE YOU CAN GET IT,
OR QUOTE YOU PRICES AND DISCOUNTS.

The Gem Freezer
The Best in the World.

MANUFACTURED BY
AMERICAN MACHINE CO.,
LEHIGH AVENUE & AMERICAN STREET, PHILADELPHIA.

JOHN H. GRAHAM & CO.,

"R" MAN'FRS. AGENTS, 113 CHAMBERS ST., NEW YORK.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 23½
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box

I.C., usual sizes .. \$6 50 \$6 75
I.X. " .. 7 75 8 00
I.X.X. " .. 9 00 9 25

Raven & P.D. Grades—
I.C., usual sizes .. 5 50 5 75
I.X. " .. 6 50 6 75

I.X.X. " .. 7 50 7 75
I.XXX. " .. 8 50 8 75
D.C., 12½ x 17 .. 5 00 ..
D.X. " .. 6 00 ..
D.X.X. " .. 7 00 ..

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.
Bessemer Steel—

I.C., usual sizes .. 4 75 5 00
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual
sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—

I.C. 20 x 28, 112 sheets .. 8 75 9 00
I.X. Terne Tin .. 10 75 11 00

Charcoal Tin Boiler Plates. Per lb.
Cookley Grade—
I.X.X., 14x56, 50 sheet bxs } 6½c, 7c
" 14x60, " }
" 14x65, " }

Tinned Plates.
72x30 up to 24 gauge .. 6½ 7
26 " .. 7½ 7½
28 " .. 7½ 8

Iron and Steel.

Base Price.
Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 55
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb .. 0 13½ 0 14
Russian Sheet .. 0 10½ 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 11½c
1-inch .. 16½

Boiler Plate.

½ inch .. \$2 50
5-16 " .. 2 40
¾ " and thicker .. 2 30

Sheet Iron.

1 to 20 gauge .. 2½ 3
22 to 24 " .. 2½ 3
26 " .. 3, 3½
28 " .. 3½ 3½

Canada Plates.

Blaina .. ½ bright 3 20 3 25

Iron Pipe.

Wrought 57½ to 60 and 2½ p.c. dis.
Galvanized, 30 to 30 and 5 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5½, 5½
26 gauge, " .. 5½, 6
28 " .. 5½, 6½

Gordon Crown—
16 to 24 gauge, per lb .. 5½, 6
26 gauge, " .. 5½, 6½
28 " .. 5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb .. 7½ 7½
" 5-16 " " .. 6 6½
" ¾ " " .. 5½ 6
" 7-16 " " .. 5½ 6½
" 1½ " " .. 4½ 5½
" ¾ & ¾ inch " .. 3½ 4½

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per
doz yards .. 0 13 0 50

Jack chain, double, per doz
yards .. 0 15 ..

Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper—Ingot.

English B.S. .. 0 13½ 0 15

Bolt or Bar.

Cut lengths, round, ½ to 1 in. \$0 25 \$0 28
" round & square

1 to 2 in .. 0 23 0 26
Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.
Untinned, 14 oz. and light,
16 oz. 14x48 and 14x60 .. \$0 1 0 19
Untinned, 14 oz. and light,
16 oz. irregular sizes .. 0 19 0 20

Note.—Extra for tinning, 2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 .. 0 29 0 30

Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb .. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb. 0 25
Spun " .. 0 29

Wire.

Pure, in coils—
From 1 to 20 gauge. 0 25 9 27
From 20 gauge, up .. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" " 27 to 30 " .. 0 23 0 29
" " 30 and up .. 0 26 0 32

Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.

Foreign, per lb. 0 05½ 0 06
Domestic " .. 0 05½ 0 05½

Zinc Sheet.

5 cwt casks. 0 06½ 0 06½
Part casks .. 0 06½ 0 07

Lead.

Imported Pig, per lb. 0 04 0 04½
Domestic " .. 0 03½ 0 04

Bar, 1 pound .. 0 95 0 05½
Sheets, 2½ lbs, per square ft,
by roll .. 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.

discount.
Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Soldier.

Half-and-half (guar.) per lb 0 17 0 19

Note.—Prices of this graded according
to quantity. The prices of other quali-
ties of solder in the market indicated
by private brands vary according to
composition.

Antimony.

Cookson's, per lb. \$0 18 0 18½
Other makes " .. 0 17 0 17½

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. irons, per lb. 5½ ..
No. 1 Do. 0 5½
No. 2 Do. " 0 4½
No. 3 Do. " 0 4½

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb. 0 05
Chrome Yellow " .. 0 09
Golden Ochre " .. 0 06
French " .. 0 05
Marine Black " .. 0 09
Green " .. 0 09
Chrome " .. 0 08
French Imperial Green .. 0 14

Colors, Dry.

Yellow Ochre (J.C. in bbls, per cwt 1 40
(J.F.L.S.) " .. 1 75
Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 2 00
English Oxides " .. 3 25
American " .. 2 25
Paris Green, per lb. 0 16 0 17
Burnt Sienna " .. 0 08½
Burnt Umber " .. 0 05
do pure .. 0 07
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
Greens " .. 0 12
Golden Ochre " .. 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal .. 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac " .. 2 20
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).

Raw, per gal. 0 64
Boiled " .. 0 67

Turpentine (in bbls)

Selected Packages, per gal. 0 60 0 61

Castor Oil.

Best, per lb. 0 10½ 0 11

Glue (in bbls)

Common, broken .. 0 10 0 12
French medal .. 0 12 0 13
Cabinet makers .. 0 17 0 18
White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.		Gimlet.		Churns.		Pilkington.	
Rim Fire Pistol, dis. 40 to 45 p.c. Amer.		Clark's, per doz	0 65 0 90	Boss or Daisy, dis. 50 and 10 to 60 p.c.		Ordinary	
Rim Fire Cartridges, Dom. 50 and 10.		Diamond, Shell "	1 00 1 50	from factory 60 and 10 per cent		1st break	\$3 65
Rim Fire Military, net list, Amer.		Nail and Spike, per gross	2 25 5 20			2nd "	3 90
Central Fire Pistol & Rifle, 15 to 18 per cent, Amer.		Blind Rollers.		Clamps.		3rd "	4 60
Central Fire Cartridges, Dom. 30 & 10		Annex	1 25 1 75	Judd's, dis. 20 p.c.		4th "	4 95
Central Fire, Military and Sporting,		Mascot	1 35 1 85	Stearns, per doz	3 00 10 00	5th "	5 40
Amer. net list. B.B. Caps, discount		Blind and Bed Staples.		Clips.		6th "	5 90
45 p.c. Amer.		All sizes, per lb.	0 11 0 15	Axle, dis. 65 p.c.		7th "	6 50
Wads.		Bolts.		Coffee Mills.		Picture Glass.	
E e 's, per 1,000	\$0 25 \$1 60	Carriage, dis. 65 and 10 to 70 and 5 per cent, dis.		Box	3 60 13 00	Pilkington's ordinary.	
Anvils.		Tire, dis. 50 and 10 per cent to 60 p.c.		Side	3 60 4 00	1st break	4 30
Per lb.	0 10 0 12½	Stove, dis. 45 to 50 p.c.		Enterprise, No. 0.	1 35	2nd "	4 70
Anvil and Vice combined		Elevator, dis. 35 to 40 p.c.		No. 2.	2 70	3rd "	5 40
each	4 50	Machine, dis. 65 to 70 per cent.		Compasses, Dividers, etc.		4th "	5 90
Augers.		Boring Machines.		American, dis. 60 to 62 and ½ p.c.		5th "	6 50
Gilmour's, discount 50, 50 and 10		Complete, with Augers, ea.	4 40 7 50	Cradles, Grain.		6th "	6 90
Hollow Stearn's per doz	13 00 20 00	Braces.		Canadian, discount 25 p.c.		7th "	7 70
Adjustable " each	5 50 6 50	Barber's	6 00 7 75	Door Springs.		Glue Pots.	
Post Hole, Vaughan's, each.	1 35 1 60	Barber's Ratchet	10 00 11 00	Torrey's Rod, per doz	2 00	Tinned, each	0 30 0 90
Excelsior, Jennings', discount 50 per cent.		Farmers'	2 00 2 75	Coil, per doz.	0 88 1 60	Enamelled "	0 55 1 20
Awls.		Millar's Falls	15 50 29 00	English, "	2 00 4 00	Grindstone Fixtures.	
Sewing per gross	0 65 1 59	Brackets—Shelf.		Draw Knives.		P. S. & W., per doz	4 25 4 65
Pegging, "	0 65 1 25	Japanned Canadian, per		American, dis. 70.		Hammers—Nail.	
Brad, "	0 85 1 60	doz. pairs	0 50 3 40	Canadian, dis. 25 to 35 p.c.		Maydole's net list to 5 per cent. dis.	
" handled	3 60 7 30	Berlin Bronze Cana'n	0 85 3 20	Drills and Drill Stock—Brest.		Can. discount 25 to 27½ p.c.	
Saddlers', "	0 45 1 60	Broilers.		Millar Falls, per doz.	16 00 51 50	Tack.	
Awl Hafts.		Light, dis. 65 to 67½ per cent.		P. S. & W., dis. 40 per cent.		Magnetic, per doz	1 10 1 50
Patent Peg, per gross	7 25 8 00	Reversible, dis. 65 to 67½ per cent.		Twist.		Sledge	
" Sewing,		Vegetable, per doz	1 12 2 35	Morse, dis. 30 to 33½ per cent.		Canadian, per lb.	0 12½ 0 15
Awl and Tool Sets.		Henis, No. 8	6 00	Standard, dis. 40 to 45 p.c.		Ball Pean.	
Millar's Falls, per doz	2 80 8 30	" No. 9	7 00	Elbows—Stove Pipe.		English and Can., per lb.	0 25 0 37½
Axes.		Queen City	7 50 10 00	Dis 20 to 33½ p.c.		Handles.	
Per box	6 00 12 00	Butchers' Cleavers.		Fawcets.		Axe per doz	1 00 3 50
Axle Grease.		From 8 to 12 inch, per doz.	500 4 23	Cork Lined, per doz.	0 30 0 60	Store door "	1 00 1 80
Per gross	6 50 14 00	Batts—Brass.		Wine, per doz.	1 30 2 25	Chest, per doz pairs	0 40 2 50
Bath Tubs.		Wrought Brass dis. 60 and 10 to 70 per cent		Star	2 80 3 90	Chisel.	
Zinc discount 25 per cent.		Loose Pin, dis. 65 to 65 and 5 per cent.		Fenns Corkstops, No 2 p.doz	1 70	Firmer per gross	3 00 4 50
Copper, discount, 30 p.c. dis. off Revised list.		Cast Iron.		Petroleum, per doz	4 50 6 50	Socket Firmer "	3 25 8 00
Bells—Hand.		Fast Joint, dis. 60 & 5 to 65 pc., dis.		Files.		Socket Framing per gross	3 75 5 00
Brass, 60 to 66½.		Loose Pins, " 60 & 5 to 65 pc., dis.		Kearney & Foote's discount Am. List,		Fork.	
Nickel 50 and 10 to 60 p.c.		Berlin Bronzed, dis. 70, 70 and 5 per cent.		50 & 5 to 50 & 10		C. & B., discount 30 per cent. to 35 p.c.	
Door.		Gen Bronzed, per pair	0 40 0 65	Barton Smith, dis. 50 & 10 per cent.		Hoe.	
Gongs, Sargent's	5 50 8 00	Can Openers.		Nicholson's dis., Amer. list, 50, 50 and 5 per cent.		C. & B., discount 30 per cent. to 35 p.c.	
" Peterboro, dis. 50 per cent.		Acme, per gross	9 00 10 00	Canadian, dis., Amer. list 60 per cent.		Saw.	
Cow.		Sardine Scissors, per doz.	3 75 4 50	Jowitt's, dis. Can. list, 25pc.		American, per doz	1 00 1 25
American make, discount 60, 60 and 10 per cent.		Card.		Horse Rasps, Kearney & Foote's dis		Plane.	
Canadian, dis 45 and 50 pc.		Horse, per doz	0 70 0 95	Am list, 50 pc. 50 p.c. to 50 and 5 p.c.		American, per gross	3 15 3 75
Farm.		Carpet Stretchers.		Horse Rasps, dis. 45 p.c. Amer.		Hammer and Hatchet.	
American, each	2 00 5 00	American, per doz	1 00 1 50	50 p.c. Can. } Hellers		Cross Cut Saw.	
House.		Bullards	6 50	Horse Rasps, Spencer's, dis. Can. list		Canadian per pair	0 18 0 25
American, per lb.	0 35 0 40	Carpet Sweepers.		33½ p.c.		Hangers.	
Bellows.		Bissell, per doz	22 50	Fluting Machines.		Door 4 and 5 inch, per pair	0 40 0 80
Hand, per doz	3 35 4 75	World	21 75	Each	0 60 2 00	Hatchets.	
Moulders "	7 50 10 00	Daisy, "	24 00	Forks.		Can., dis. 37½, 40 p.c.	
Blacksmiths' discount 35, 40 pe cent.		Star, "	18 00	Hay, Manure, etc, dis. 40 p.c.		Hinges.	
Belting.		Crown Jewel, per doz	29 00	Freezers, Ice Cream.		Blind, Parker's, dis. 60 to 60 and 10 p.c.	
No. 1, leather, discount 40 to 40 and 5 per cent.		Grand Rapids, "	30 33	Gem, dis. 50 and 5 to 50 and 10 p.c.		" Shepard's Noiseless, dis. 60 p.c.	
Best, ditto, 37½, 40 percent.		Cartridges—See Ammunition		Shepard's Lightning, dis. 50 to 50 and 10 p.c.		" Buffalo, dis. 60 to 70 p.c.	
Bench Stops.		Castors.		Fry Pans.		Light T and strap, dis. 62½ to 65 per	
Per doz	5 00 6 00	Bed, new list, dis. 50pc. } to 50 and 5		Acme, discount 55 to 60 per cent		Heavy, per lb.	0 42 0 05
Bits—Auger.		Plate " dis. 50pc. } per cent.		Gauges—Marking, Mortise, etc.		Screw and Strap, per lb.	0 03½ 0 04½
Gilmour's dis 55 to 60 per cent.		Cattle Leaders.		Stanley's, dis. 50, 55 p.c.		Per doz. sets.	
Excelsior—Jennings, discount 60 per cent.		No 31 and 32, per gross	8 50 11 25	Winn's, Nos. 26 to 33, each	1 65 2 40	Screw, Eureka	1 13 1 80
Jennings' Imitation, list 45, 47½ per cent.		Cement.		Glass.		Gate, Clark's	1 50 2 20
Jenning's Gen, net list to 5 p. cent dis.		Portland, car load lots	2 70	United Inches—Box Price.		" Shepard's, dis 50 to 60 p.c.	
Car.		Thorold	1 10	Size Per Star. Per Double		Per doz. pairs	
Gilmour's, 47½ to 50 per cent.		Queenston	1 10	up to 26 50 ft. 100 ft. 50 ft. 100 ft.		" Shepard's Niagara	1 75 1 90
Expansive.		Napanee	1 10	inches 1.40-1.45 2.15		Hoes.	
Clark's, 15 per cent.		Chalk.		26 to 40 in 1.50-1.55 2.15		Garden, Mortar, etc., discount 40 per cent.	
Excelsior, 10 per cent.		Carpenters' Colored, per gross	0 90 1 10	41 to 50 3.40-3.50		Planter's per doz	4 00 5 00
		White, lump, per lb.	0 01½ 0 01½	51 to 60 3.70-3.80		Hooks—Cast Iron	
		Red	0 05 0 06	61 to 70 4.00-4.10		Bird Cage, per doz	0 50 1 10
		Crayon, per gross	0 14 0 18	71 to 80 7.80		Clothes Line, "	0 27 0 63
		Chisels—Socket, Framing and Firmer.		81 to 85 8.75		Harness, "	0 72 0 88
		American, dis 70 per cent.		86 to 90 10.95		Hat and Coat, per gross	1 00 3 00
		Canadian, dis 35 per cent.		91 to 95 13.75		Chandelier, per doz	0 50 1 13
		Tanged Firmer per doz	0 85 4 00	96 to 100 16.25		Wrought Iron.	
				101 to 105 22.00		Wrought Hooks and Staples, Can	
						dis. 17½, 20 p.c. off Canadian list.	

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.	Picture Nails.	Scale Beams.	Tape Lines.
Wire.	Porcelain Head, p. gross 1 65 3 00	Canadian, B. S. & M. dis. 40 per cent.	English, ass skin per doz. \$2 75 \$5 50
Hat and Coat, dis. 35, 40 p.c.	Brass Head, 40 1 00	Scraper.	English Pat. Leather 5 50 9 75
Belt, per 1,000, 0 60 2 70	Planes.	Box, per doz 2 10 4 50	Chesterman's, each 0 90 2 85
Screw, bright, Eng., dis. 40, 5, 45 per cent.	Wood, bench, Canadian dis. 60 per cent. Canadian, American dis. 45 to 50 per cent. American.	Foot, " 40 3 50	" steel, each. 0 80 8 00
Horse Nails.	Wood, fancy Canadian, or American dis. 35.	Screens.	Thermometers.
Canadian, dis. 50 and 10 to 60 and 5 per cent.	Bailey's (Stan R. & L. Co.) 35 to 37½ per cent.	Window, patent, per doz 6 00 7 50	Tin case & dairy, dis. 75 p.c.
Horse Shoes.	Miscellaneous, dis. 12½ to 15 per cent.	Screw Drivers.	Thimbles.
Per keg 3 60 3 75	Bailey's Victor, dis. 12½ to 15 per cent.	Sargent's, per doz 65 4 00	Asbestos, filled, per doz., dis 25 off
Ice Picks.	Plane Irons.	Screws.	Ties.
Star, per doz 3 00 3 25	English, per doz 2 00 5 00	Wood, F. H. Iron, 7½ per cent. dis.	Cow, per doz 1 25 2 50
Kettles.	Pliers and Nippers.	" R. H. 72½ " " "	Tinner's Shears and Snips
Brass spun, per lb 7½ per cent. dis. off new list.	Button's Genuine, per doz. prs. dis 37½, 40 p.c.	" F. H. Brass 75 " " "	P.S. & W., 10 p.c. advance on American list.
Copper, .. 0 40 0 45	Button's Imitation, per doz. 7 40 10 25	" R. H. 70 " " "	Tinware.
Enamelled Can. 50 p.c.	German, per doz 60 2 60	Diamond Point wood screw nails, bright, dis. 7½ and 20 per cent.	Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
American, 50 and 10, 60.	Plumbs and Levels	Bench wood, per doz 3 25 4 00	Japanned, Prices on application.
Keys.	S. R. & L. Co., dis. 65 p.c.	Bench iron per doz 4 25 5 75	Pieced, " " "
Lock, Can, dis 50 p.c.	Poppers.	Scythes	Transom Lifters
Cabinet, Trunk, and Pad- lock, Am. per gross 1 60 4 75	Corn, square, per doz 1 35 2 00	Discount 40 per cent.	Payson's, dis. 25 per cent.
Knobs.	Pruning Shears.	Scythe Snaths.	Traps.
Door, japanned, and N.P., Can. list dis. 50 p.c.	Per doz 4 00 5 50	Canadian, dis. 37½ to 40 p.c.	Game, Newhouse, dis. 17½, 20 per cent
Bronze, Berlin, per doz .. 2 75 3 25	Pulleys.	Shears.	Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.
Bronze, Gem, " 6 00 9 00	Hothouse, per doz 55 1 00	B. & W., japanned, dis. 75 per cent.	Mouse, per doz 0 35 1 50
Lava " 8 75 10 00	Axle 22 33	B. & W. N.P., dis. 65 p.c.	Rat " 2 00 4 50
Shutter, porcelain, F. & L screw, per gross \$1 30 4 00	Screw 27 1 00	Seymour's dis. 60 p.c.	Trowels.
Ladles.	Awning 35 2 50	Ætna, dis. 75 to 75 and 10 per cent.	Disston's, discount 10 p.c.
Melting, per doz 1 70 4 50	Pumps.	Heinrich 60 per cent.	German, per doz 4 75 9 00
Lemon Squeezers.	Rumsey or Canadian Cistern & Pitcher Spout, 60 to 65 p.c.	Sheaves	Brade's " 00 10 50
Porcelain lined, per doz 2 20 5 60	Punches.	Sliding Door, per set 77 1 40	S. & D., discount 35 p.c.
Galvanized, " 1 87 3 85	Saddler's, per doz 1 00 1 85	Shot.	Triers.
King, wood, " 2 75 2 90	Conductors, " 9 00 15 00	Canadian, dis. 7½ per cent.	Butter, per doz 6 25 9 00
" glass 4 00 4 50	Tinner's solid, per set. 72	Shovels and Spades	Twines.
All glass, " 1 20 1 30	hollow, per inch 1 00	Canadian, dis. 37½ per cent.	Bag, per lb 0 12½ 0 20
Lines.	Putty.	Sieves.	Wrapp'g, mott'l'd. pr. pack. 0 50 0 60
Fish, per gross 1 05 2 50	Bladder, per 100 lbs 2 00 2 25	Wood Rim, black, p. doz 1 15 1 35	cotton, per lb .. 0 18 0 20
Chalk, " 1 90 7 40	Tins, lbs 2 50 2 75	" tinned, " 1 35 1 60	Mattress, per lb 0 33 0 45
Locks—Door.	Rail.	Tin Rim, " 2 30 2 45	Staging " 0 27 0 35
Canadian, dis. per cent. 50	Barn Door, per foot 3 34	black, " 1 80 2 25	Broom " 0 30 0 55
Russell & Erwin, per doz 2 90 7 50	Sliding Door, " 34 34	Snaps.	Binding, flax, per lb
Eagle, dis. per cent. 30 per cent.	Rakes.	Harness, German, p. gro. 2 00 5 50	" lute "
English and Am. per doz 50 6 00	Cast Steel and Malleable, Canadian list dis. 40 per cent.	Acme, 3 00 5 00	" Blue ribbon 0 14
Scandinavian, " 1 00 2 40	Razors.	Lock, Andrew's " 4 50 11 50	" Red cap 0 12
Eagle, dis. per cent. 15 to 17½ per cent	Boker's, per doz 7 50 11 00	Soap	" Crown 0 11
Mallets.	Wade & Butcher's " 3 60 10 00	Sapolia ½ gross boxes 3 25	" Silver Composite 0 09
per doz 1 25 1 50	Razor Stropps.	½ and ¾ gross boxes per gross net cash 12 00	Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.
Carp't'rs, hickory " 1 25 3 75	Currier's, per doz 1 25 3 60	Soldering Irons.	Vises.
Lignum Vite, " 3 85 5 00	Rivets and Burrs.	Per lb 0 28 0 30	Hand, per doz 4 00 6 00
Caulking, each 1 60 2 00	Copper Rivets, dis. 45 per cent. dis Iron " 40 to 45 per cent.	Wrought Spikes.	Bench, parallel, each 2 00 4 50
Mattocks.	Burrs, Iron, 30, 33½ per c.	Discount, 15 to 20 per cent.	Coach, each 6 00 7 00
Canadian, per doz 8 50 10 00	Rivet Sets.	Spoke Shaves.	Peter Wright's, per lb 0 12 0 13
Meat Gutter	Canadian, dis. 30, 35 per c.	Wood, English 1 80 5 00	Pipe, each 5 50 9 00
Enterprise, dis. per cent 20 25	Rope.	Iron, American 1 35 2 35	Saw, per doz 6 50 13 00
Canadian, 37½ to 40 per cent.	Sisal, per lb 10 11½ smaller than Manilla, " 13½ 14½ 7-16, ¼c. extra.	Spoons and Forks.	Washer Cutters.
Dixon's, each 1 60 2 00	Cotton, " 22 25	Tea Spoons, " per gross 7 50 12 00	Per doz 4 00 8 50
Woodruff's, " 1 10 1 70	Russia Deep Sea, per lb. 13½ 16	Dessert " 21 00	Well Wheels.
Hale's, " 1 05 1 50	Jute 08 08½	Table " 30 00 30 00	Amer. per doz. 8, 10 & 12 in. 3 38 6 00
Hume, " 13 00 16 00	Rules.	Dessert Forks 24 00	Wire.
Mincing Knives.	Boxwood, dis. 75 & 10 to 80 p.c.	Medium " 27 00	Plain iron and steel—Bright, anneal- ed, coppered, coppered spring and galvanized, 7½ p.c. dis. f.o.b. Mon- real, f.o.b. (Hamilton and Toronto) 10c. per 100 lbs. net added for freights, f.o.b. London 14c. added.
American, per doz 42 2 35	Ivory, dis 37½ to 40 per cent	Table " 36 00	Tinned, net list: brass and copper 7½ p.c. dis.
Molasses Gates.	Sad Irons.	Squares.	Market, tinned per lb 0 04½ 0 08
Stebbin's Patent, dis. per cent. 65 to 70 per cent	Mrs. Potts, " per set 0 85 0 90	Iron, per doz 1 65 2 90	Tinned Broom, from 19 to
Nails.	" N. P. 1 15 1 20	Steel, dis. 75 p.c. to 75 and 10 p.c.	22 gauge, per lb 0 06½ 0 06½
Cut, 3 in. and upwards, 2 30	Sad Heaters.	Try and bevel, dis. 50 to 52½ per cent	Malin's Wire on spools, 30 to 45 per cent dis.
Brads & Moulding Nails, 70 to 70 and 10 per cent.	Dome, Shepard's, per doz 4 75 5 00	Staples.	Clothes Line, galv., p. 100ft 0 25 0 55
Wire Nails, 70 to 70 and 10 per cent.	Sand and Emery Paper.	Fence, galvanized, per lb 4½ 4½	Fencing Wire.
Nail Pullers.	B. & A., sand, 30 p.c.	Wrought Iron, dis. 75, 75 and 10 per cent.	Galv. steel barb fencing
German & American 1 85 3 50	Emery, per quire 55 90	Stocks and Dies, Amer. dis. 25 per cent.	" Lock Barb, " 4 point 0 04½ 0 05
Nail Sets.	Sash Cord.	Stone.	Ditto Glidden 2 point 0 03½ 0 05
Square, round and octa- gon 3 38 4 00	Per lb 22 50	Washita, per lb 0 15 50	Galv. Steel, plain twist 0 04½ 0 05
Diamond 12 00 15 00	Sash Locks.	Hindustan, per lb 0 06	Galvanized Barb, " Ly- man, " 2 to 4 points, 0 04½ 0 05
Oil.	Triumph and Morris, dis 37½, 40 per cent.	" Slips, per lb 9	Staples 0 04½ 0 05
Canada Refined Oil (Toronto) 15½ 16	Kempshell's dis. 40, 62½ per cent.	Labrador, per lb 0 13	Terms, 60 days or 2 per cent off for cash—10 days.
Carbon Safety " 0 18 0 18	Canadian, dis. 45, 50 p.c.	" Axe, " 0 50	Wire Cloth.
Canada W.W. " 0 20	Sash Weights.	Turkey " 1 50	Ordinary, discount 25 p.c.
American W.W. " 0 25	Each 24 3 00	Water-of-Ayr " 0 10	Painted Screen, p. 100 sq ft 00 2 25
S. R. Seal per gal 0 63 0 65	Sausage Stuffers.	Seythe, per gross 3 50 5 00	Wrenches.
Oilers.	Each 1 00 3 00	Grind, per ton 15 00 18 00	Agricultural, 65 to 70 p.c.
McClary's Galvan. Iron	Saws.	Tacks, Brads, etc.	Standard, dis. 60, 60 & 10 p.c.
Oil Can, with Pump,	Hand, Disston's, dis 10 p.c.	The following are for ordinary-sized lots; in quantities an extra 30 p.c.	Coe's Gen'l's, dis. 32½ p.c.
per doz 19 50	S. & D., dis. 35 to 40 per cent.	Cut, Carpet, gimp, blue, dis. 35 p.c.	Diamond, dis. 33½, 35 p.c.
Zinc and Tin, dis. 50, 50 and 10.	Cross-Cut, Disston's, per ft. 35 to 55.	tinned, dis. 45 p.c.	Tower's Engineer, each 2 00 3 00
Copper, per doz 1 25 3 50	S. & D. dis. 30 to 35 per cent.	Swedes' iron, blue or tinned, dis. 42½ p.c.	" S., per doz 5 80 7 50
Brass, " 1 50 3 50	Hack, complete, each 1 75 2 75	Upholsterers' dis. 42½ p.c.	G. & K.'s Pipe " 6 00
Malleable, dis. 25 per ct.	" frames only 75	Copper Tacks and Nails, dis. 35 p.c.	Burrell's " each 3 40
Pails.	Saw Sets.	Trunk and Clout Nails, " 40 p.c.	Pocket, per doz 1 25 2 00
Galvanized, per doz 2 25 3 25	Per doz 1 65 9 00	atent Brads, dis. 40 p.c.	
Pencils.	Scales.	Finishing Nails, dis. 35 p.c.	
Dixon's, per gross 1 00 4 25	Canadian List, dis. 40 p.c.	Cigar Box Nails, dis. 35 p.c.	
" Carpenter 2 25 3 60		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Picks			
per doz 6 00 9 00			

HARDWARE.

CINCINNATI BELL FOUNDRY CO.
 SUCCESSORS IN 'BLYMYER' BELLS TO THE
BLYMYER MANUFACTURING CO.
 CATALOGUE WITH 2200 TESTIMONIALS.
BELLS CHURCH SCHOOL FIRE ALARM
 No Duty on Church Bells. Please mention this paper

TRAVELLERS
 SHOULD SEND 25c. FOR
"DRUM TAPS"
 The Experience of a Hard-
 ware Traveller,
 RECENTLY PUBLISHED IN
HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

COPPERINE.

WILLIAM HAMILTON, } Water Works Dep't.
 Superintendent. } Pumping House.

TORONTO, Jan. 6th, 1891.

ALONZO W. SPOONER, ESQ., Port Hope.
 DEAR SIR,—I am pleased to say that after nearly three years constant use, day and night, on our largest engine your Copperine has stood its work well. I have not had to renew any of the heavy bearings yet, so I consider that speaks for itself. I am pleased to recommend it to any one in need of metal to stand heavy work.

I remain, yours truly,

J. C. FERGUSON,

Chief Engineer Toronto Waterworks.

ENGRAVING
 FOR ALL
 ILLUSTRATIVE
 AND
 ADVERTISING
 PURPOSES

J. L. JONES,
 WOOD ENGRAVER,
 8 1/2, 10 & 12, KING ST. EAST,
 TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

THE TORONTO DROP FORGE CO., Ltd.,

68 Esplanade St. West, Toronto.



Manufacturers of Carriage **HARDWARE** and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

TULLOCH & CO.,

Manufacturers' Agents
 and
 Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil,
 Portland Cement, Building Materials,
 Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
 & PARIAN CEMENTS

FIRE BRICKS, FIRE CLAY,
 FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER

BUILDERS' & CONTRACTORS'
 SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

Do you own a Horse worth \$25.00 ?

If so, send for descriptive circular of Kasper's Oat Cleaner.

Manufactured by H. R. IVES & CO., - MONTREAL, P. Q.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen not using these goods to try them, and let them speak for themselves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas. Mfg. CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

DOMINION WIRE MANUFACTURING CO'Y, LIMITED. MONTREAL and TORONTO.

MANUFACTURERS OF IRON AND STEEL.

Nail.
Rivet.
Bolt.
Spring.
Telephone.
Telegraph.



Bright.
Annealed.
Oiled.
Galvanized.
Coppered.
Tinned.

—ALSO—

**BRASS AND COPPER WIRE,
WIRE NAILS, WOOD SCREWS.**

“LYMAN” 2 and 4 Barb,
PLAIN TWIST, 2 and 3 wires,
RIBBON and THORN

FENCING.

Staples and Fencing Tools.

MAY 30, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

ICE CREAM

Hardware
Trade.

Write for
Prices.

FREEZERS

RICE, LEWIS & SON, LIMITED,

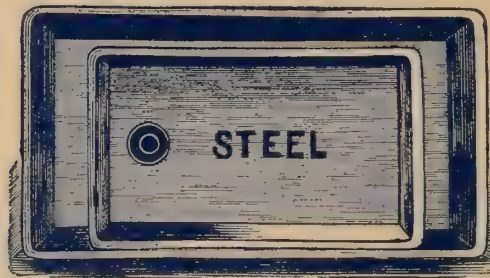
General **HARDWARE** Merchants.

KING ST. EAST,

-

TORONTO.

SEAMLESS WROUGHT STEEL KITCHEN SINKS.



These **sinks** are pressed from **single sheets of steel** without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (**steel**) **breakage is impossible**, and in consequence of their comparative lightness, **freight charges** are less than **half the price** of the cast iron article.

These Kitchen Sinks are finished in **painted, galvanized and Tinned.**

Kemp Manufacturing Co.,

TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 8 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, MAY 30, 1891

No. 22

OUR MONTREAL OFFICE.

Our Montreal Office is located at 115 St. Francois Xavier St. Our representative, Mr. G. Hector Clemes, will be pleased to have subscribers and advertisers call upon him there. He will also pay special attention to gathering business items and attending generally to the interests of this paper.

HARDWARES WANTED.

Ten cents each will be paid for copies of **HARDWARE** of May 16. About fifty copies are wanted. If any of our subscribers can spare them we shall feel much indebted to them.

THE SALESMAN SHOULD KNOW HIS STOCK.

The salesman is at a disadvantage if he does not know something about the article he is trying to sell or that the customer is trying to buy. For the customer does sometimes have to try hard to make a purchase, and occasionally has to give up the attempt because of the ignorance of the salesman. Here is an instance: A few days ago a lady went into a store to buy a refrigerator. The shop-assistant who waited on her showed her the different kinds in stock and appeared desirous of making a sale. But the lady had a few questions to ask. There were certain requirements she sought to secure in a refrigerator, and the salesman was unable to say which particular kind embodied the most of these desiderata. Further, he was unable to volunteer any information about any of the refrigerators. He knew nothing about the matter, and was therefore unable to make a sale. His customer gave him every chance, but he was unequal to the occasion. It must have been disheartening to him to see her leave the shop, annoyed with him because of his disappointing ignorance, her money in her purse instead of in his till, and all because he was not sufficiently informed about

one article of stock. There are a good many failures to make a sale just for the same reason. A customer comes in, evinces an interest in some ware, asks a question or waits for information to be offered, and because the salesman is lacking in the answer or the offer, leaves without doing any business.

In a former article in this journal the importance of shop-keeping was insisted on, and its precedence to salesmanship in the training of the shopman was held to be necessary. Let the embryo salesman be kept in the background till he knows something about stock. While he is learning stock-keeping he is also learning something of the characteristics of the various articles he is to have the selling of. When he comes to the front to receive customers, he will then be able to speak with fuller knowledge and with less hesitation, and the habit of looking into things to learn what he can about them will be acquired. He will continue to look into things, to learn from manufacturers, from circulars, from catalogues and other explanatory mediums, what he can about them. He will not have to wait to be asked. He will put his knowledge at the service of his customer, and will do that with due tact, never forgetting that the latter may have ideas of his own about which he is very positive.

An ill informed salesman is a very expensive servant. He will probably estrange more trade than would compensate his employer for keeping a man with ready special knowledge always at his finger ends. People look for knowledge in the salesman. If he chances to let slip a phrase or judgment that smacks of the well posted critic, it is wonderful what influence he has over his customer. The latter feels safe in the hands of a man who appears to make a specialty of the very thing the customer wants to buy. Salesmen cannot study too much to inform themselves about the wares they have to sell.

FARM IMPLEMENTS AND THE CREDIT SYSTEM.

The consolidation of the agricultural implement industry of this country, by the merging into a single company of the leading manufacturing concerns, is a movement that will have consequences to be felt more or less by all country traders. The implement makers have struck hands because their number and productive capacity have outgrown the demand. Too many of them had got into the field, and each year's output extinguished the demand not only for that year, but also for several subsequent years, agricultural implements being wares that do not need replacing yearly. The revival of the demand for stocking the country anew is a matter of four or five years' time, and the interval admits of only a sorting up trade. Profits have consequently to be large, and nothing is so destructive of profits as over-production. Combination has therefore resulted.

A cause that played an important part in bringing about combination, was the fact that the advantage in the competition waged by these manufacturers was not necessarily on the side of the biggest capital. So long as a house could keep itself going it had almost as good a chance to get a hold of trade as its rival of the greatest financial strength. If it had a good staff of salesmen and local agents it had one of the resources peculiarly valuable to an implement making concern. With such auxiliaries it might outstrip the wealthiest house engaged in the same sort of production. Hence the importance in the eyes of the wealthier concerns of a league in which the principal manufacturers should join hands. If comparative capital were as important in this as it is in most other industries there would not be so many houses to league together now, as the financially stronger would alone have survived.

The competition among these houses being supported rather by the attempts of agents to outvie one another in making sales

than of exertions on the part of management to get hold of the market, was disastrous to the farmers. Men adept in the arts of persuasion, adroit in the use of arguments to inveigle the farmer into doing what he is averse to doing, have been hounding him for years, and have driven him into more extravagance than he can stand. The farmer has not been making money in recent years, though he has had all the mechanical facilities for doing so. The last generation of Canadian farmers left more wealth to their children than this one will, and with the last generation the man worked ten times harder than the man of to-day works. One reason is, that the farmer has been over-taxed for implements. The competition among manufacturers made it a necessity with them to stimulate the demand to abnormal proportions. Since machinery would not wear out fast enough, it became the policy of the manufacturers to improve it out. Competition afforded a hot-house atmosphere to mechanical invention, and things were superseded before they were second-hand. The agents urged the farmer into buying the latest, and the farmer soon became a less desirable customer to local tradesmen than he used to be. The country merchant had to wait, because the implement men would not wait, and the credit system has become an aggravated grievance with the country merchant since the agricultural implement strife has set in. There have been more failures among country merchants than there would have been if the farmers had been left to themselves by the implement agents, and there have been more worthless book debts among the country merchants' assets.

The amalgamation of the leading companies may act as a check upon the forcing of sales, but it will be likely also to make prices higher, and will not weaken the hold which the implement makers have heretofore had upon the farmer until his machinery is paid for.

DULNESS IN THE FOUNDRIES.

The foundries are having an exceptionally dull time of it just now. Some of them are working with only about one-half the usual number of their employees. Business is very much quieter than it was in the corresponding part of last year, and then it was far from brisk. There is a considerable amount of building going on, but the number of large structures is small, and supplies for most of them were got out some time ago. The trade that is flattest, however, is that in water pipes. It has now got so divided up, and competition has run prices so low that manufacturers find it a most unsatisfactory department of their business. Formerly it made a considerable part of the summer's business, now several of the foundries have shut down their water-pipe works, and hundreds of hands are idle in consequence. The manufacture of water-pipes was profitable a few years ago when there were only two

concerns engaged in it, but that number has been increased to seven, and the profits have almost disappeared. They are not considered to be worth remaining open for by many of the manufacturers now. The St. Lawrence Foundry in Toronto, the St. Thomas, and the Nova Scotia makers have shut down. At Lachine the industry is about starting. The latter establishment is supposed to have a large contract for a Quebec town, which it is making preparations to fill.

Soil pipes, fittings and stove castings continue to be brought into this country much more cheaply than Canadians can make them. A deputation of iron men has gone to Ottawa from this city, with the object, it is supposed, of having some change made in the duty on these articles. It is to be hoped in the interests of the stove-making industry of the country that the deputation will succeed.

The lower prices of United States pig iron, both Northern and Southern, are favoring it yet very much in its competition with English and Scotch iron on this market. About all that is being used in our foundries these days is American.

STOCKING AHEAD IN NAILS.

The retail dealers are beginning to stock up in nails. The lots bought within the past week have been larger than the trade usually order in. Retailers are evidently of the opinion that now is the time to buy, and are stocking for a speculative trade. Prices have reached the very bottom figure, and already signs of improvement are noticeable. Those retailers who have an eye to a good trade with builders, and who have not yet bought, would do well to imitate those who have.

BRITISH EXPORTS IN APRIL.

British exports to Canada during April were as follows, as compared with the same month last year:—

	1890.	1891.
Hardware and cutlery....	£12,987	9,170
Pig iron, tons.....	782	480
Bar, angle, bolt, and rod iron, tons.....	342	386
Railroad iron, all sorts, tons	1,498	1,582
Iron hoops, sheets or plates, tons.....	847	476
Tin plates, tons.....	792	1,248
Cast or wrought iron, tons.	534	570
Steel, unwrought, tons....	621	733
Lead, tons.....	485	317
Machinery, steam engines £	856	1,810
Do. other descriptions	7,382	7,763
Tin, unwrought, cwt.....	732	741

Work can always be found in a store without double-million microscope.

Master the whole business and the way to fortune has been mapped out.

Every line of goods embodies a history and a science worth years of study to understand.

ETHICS OF COMPETITION.

The following report on the above subject was submitted by a committee, at the annual meeting of the National Association of Stove Manufacturers, held in Philadelphia last week:

Your committee in considering the subject given them have striven to treat it from an ethical and not from a purely commercial standpoint, which is so often hemmed in by conditions which we find do exist and flourish in this every-day world, and which probably will exist to a greater or less degree until the millenium is reached. There is no question, however, in our minds but that the existing conditions can, in many ways, be corrected and ameliorated, if not entirely done away with, and it is with this end in view that the report is made. "What should be the relations of stove manufacturers to each other?"

PRICES.

From our standpoint, and indeed from any standpoint, your committee believe that prices should be equalized—based upon the respective merits, measurements, weight and general appearance of goods, to which should be added or taken into consideration the general reputation of the house whose goods are the subject of equalization. In considering this subject, it should be borne in mind that the object to be gained is not to make the price of our goods unduly high, but rather to arrive at a fair remunerative figure, below which we will not sell.

CONDITIONS OF SALE

should be thoroughly understood, agreed upon and strictly adhered to between manufacturers. They should be absolute. Your committee hope most earnestly that members of the Southern and Eastern Pennsylvania associations will, in so far as they are able, give this convention their experience as regards this subject and others mentioned in this report.

CREDITS.

Observation shows us that credits are abused by both the manufacturer and dealer to a very great extent, the manufacturer injudiciously often giving a line of credit of \$100, \$200 or \$300 to persons whose commercial standing at home is not sufficiently good to obtain a money loan of even a paltry sum. Why is it thus? We can account for it only on the presumption that the manufacturers are too anxious to sell goods, the main object, apparently, being to build up a large trade and outdo their neighbors in productive capacity, while they seldom stop to think of profit or safety in returns. The results are made doubly disastrous to us on the part of the dealer who, unworthily having obtained such a credit, first demoralizes the retail trade so as to make the business of legitimate or solvent customers unprofitable, endangering their financial

stability, and, secondly, abusing said credit by buying all he can on time and paying for none.

OBTAINING AND RETAINING CUSTOMERS GENERALLY.

It must be admitted at the outset that no manufacturer can claim, or at all events substantiate his claim, that any particular dealer or trade belongs specially to him. He may claim it, but he is almost certain in the long run to find that he is mistaken, and that his cherished customer or trade has been taken away from him in the night by someone who has been able to offer something that, while perhaps intrinsically no better, happens to please the individual taste of the dealer better than what he has had before. Admitting this, your committee feel that there are certain practices which obtain which are not wise and which tend to demoralize business. If the salesman of A can by the clever way of displaying his goods and by presenting the various selling features of his wares, so impress the dealer with the idea that it will be for his advantage to purchase A's goods in place of B's, which he has been handling, B certainly may feel chagrined at the loss, but he cannot blame A for having taken a customer in the open market in an honorable and straightforward manner.

On the other hand, should A's salesman go to B's customer, and by cutting the price largely or by making concessions, either in freight allowances or terms, secure B's customer, the natural tendency is for B to make reprisals, so that in the end neither party is benefited, but the profits of both are materially reduced or entirely wiped out. Undoubtedly this and many other bad practices could be ameliorated or done away with by more friendly relations being established between the different manufacturers in various parts of the country.

1. Through salesmen—their representation and misrepresentations. Much misconception of our fellow manufacturers and harm arises undoubtedly from the half-digested and oftentimes misleading reports which are brought to us by our salesmen concerning the actions of our competitors. A good salesman is a jewel, cheap at almost any price, while a poor one is more hurtful than none at all. The lack of discernment of human nature in many, stimulated by credulity, leads them to accept as gospel all the dealer says, and they become missionaries, disseminating the same confidentially from field to field. Oftentimes by a half truth a dealer will mislead a salesman, who, instead of carefully weighing the evidence in the case and waiting until he can obtain corroborative testimony, at once in his own mind accepts as truth that which is false, and announces the fact to his house that he is unable to sell certain goods to certain parties because A or B are making such and such prices or concessions, etc. Your committee deem it the duty of every manufacturer, both from an ethical and commercial standpoint,

to weigh carefully, and, as far as is possible, prove the truth or falsity of every representation of his salesmen regarding the concessions of his competitors to their trade in regard to prices, terms, conditions of sale, advertising, or any matter that would influence him in his own business conduct. He owes this to his competitors as a body, lest by hasty and unadvised action on his part, acting on representations that were false, he takes some step that will force a like step on the part of all manufacturers in this line, to the detriment of all, and resulting in an aggregate loss of which he had no conception, and which he had no moral right to force upon manufacturers as a body. He owes it to himself, as dictated by good business judgment, not to hastily adopt any business policy that will make his own business less profitable at a time when margins are close and conditions strained, and he should be inspired in his actions by that broader policy, "That he who serves his brother best will best serve himself."

2. Through foremen and superintendents—hiring each others' employees. There is no question but that each individual has the moral, as well as the legal right to sell his service to the highest bidder, and that every other individual has a perfect right to bid for it in the open market. Under existing circumstances your committee do not see how anything different from this can be expected. Undoubtedly it would be better if all followed the rule, "Do unto others as you would be done by," but until conditions are changed we fear man will be found in this particular a selfish animal. On the other hand, from an ethical standpoint, and assuming that we all have mutual and intimate relations, there is no question that we should refrain from hiring the employees of our neighbor without at least ascertaining from him whether the man was discharged, left voluntarily, or for what cause. More especially should such care be exercised during the occasion of strikes, boycotts or other disputes, whether local or general.

ORGANIZATION.

It seems to your committee that every other subject is contained in this heading—that is, if we are to treat the matter ethically, as we have endeavored to do from the outset. Sir William Hamilton defines ethics as follows: "Ethics is the science of laws which govern our actions as moral agents." Taking this as a true definition, the various suggestions made to your committee cannot be treated in an intelligent way unless we heartily recognize the fact that association and co-operation are the *sine qua non*. While one man may be smarter or more intelligent than his neighbor in many things, and may think that he can give more than he would receive in the way of information, yet he cannot be so in everything, and in the long run, by the interchange of experience and opinions regarding business methods, he will

be the gainer, as well as others. This condition of affairs cannot be attained unless we have co-operation and more intimate association than we now have among the general body of manufacturers.

The results attained and the work accomplished by some of the local associations, notably by the Stove Manufacturers' Association of Eastern Pennsylvania, furnish an admirable illustration of the value of organization and association.

The Eastern Pennsylvania association did not reach its present efficiency without persistent effort on the part of its members. The mere attendance at the meetings of this association is a small part of the work devolving upon its members. To maintain uniform lists and terms, to fix lists on new goods, to investigate alleged infractions, to adjust freight rates and concessions, etc., has required a vast amount of detail work. The members of this association have learned to have confidence in each other. They freely interchange experience and opinions regarding costs and accounts, foundry practice, prices, methods, and all other matters of mutual interest. Gradually the members have come to realize that they lose nothing by treating each other as friends and partners, instead of regarding each other as natural enemies.

Manufacturers cannot be expected to maintain uniform selling prices for any length of time unless they agree upon a uniform method of computing costs. The members of the Eastern Pennsylvania Association have discussed methods of computing costs until they have all arrived at practically the same formula and the same plan of keeping cost accounts. The Eastern Pennsylvania Association has not yet realized all the benefits that it is possible to secure by intelligent organization and association, but it has gone far enough along the right road to show that purpose, co-operation and plan are better than anarchy and confusion in competition. More complete efficiency and further advancement are but questions of time.

Such, in the main, are the views of your committee on the subject given to them for their consideration. While much that we have said has probably been said before, yet the subject is a most important one, and as nothing that is worth striving for can be gained without much labor, and oftentimes needs the frequent repetition of the same words and ideas before the goal can be reached, we hope at least that ours will not be "love's labor lost," but that by the discussion which may follow much good may come to our fellow craftsmen. Respectfully submitted,
(Signed.)

EDWARD BOWDITCH, chairman.
URIAH HILL, JR., Peekskill, N. Y.
W. G. SEELY, Detroit, Mich.
GEO. W. FLOYD, Royersford, Pa.
F. W. COLLINS, Cortland, N. Y.
H. T. RICHARDSON, New York City.
J. A. LANSING, Scranton, Pa.
H. A. VIETS, Milwaukee, Wis.

A PARABLE OF A FOOLISH TRADER.

Once upon a time, in a certain place, there was a certain trader who by diligent labor and long hours had built up a fine paying trade; his small store-house was filled with merchandise, and his pockets were heavy with jingling silver. His customers came from far and near and the bargains which loaded his counters rapidly changed hands.

Now it so happened as this trader stood one fine morning, sunning himself in the door of his shop, and rubbing his hands from inward glee at the thought of his well-earned prosperity, he forgot his humble origin and the early years of his struggle for trade, and began to be envious of the fine large stores which surrounded him on every side. Now a wise man has said that the wish is parent to the deed, and in his mind this trader turned over and over the fond idea of an elegant tall building, which should bear aloft his name in golden letters, and contain a large store filled with eager customers and willing clerks, himself the proud proprietor.

The longer the thought grew, and its growth was very rapid, the smaller seemed to shrink his present surroundings; the contrivances which he had planned and made and which were once the acme of his desires, were now an eyesore and seemed an hindrance to his progress; his elbows, a thing before unnoticed, now were continually hitting the sides of his cramped storeroom and his feet stumbled over the bales of goods which crowded the meagre space; even his manner changed and his old clerk found him absent-minded and preoccupied with his thoughts. When the last customer had come and gone and the shutters had been closed and the store door bolted for the night, the trader hied him home, and as usual, without speaking of his thoughts to his wife—who had saved what he had made these many years—was soon lost in happy dreams of the grand store and elegant surroundings which were to be.

Now, in this same city there dwelt a very rich man who had gold in plenty which he lent to those in need, not from kindness, but for gain; to him the following day came the trader and unfolded his cherished plan, and having signed a bit of paper, received a bag of gold with which to put into execution the fond idea. Now not far from his shop was a large vacant plot of land, the owner of which gladly gave it to the trader in exchange for part of his gold.

Then came the mason who dug and built the foundation broad and strong; then came the builder who placed the beams and reared the walls plumb and true; then came the tinner and covered the roof, tight and sure; then came the plumber who fixed the pipes; then came the plasterer who covered the walls; then came the artist who frescoed the ceilings; then came the painter, and the

building was done, and above it all there shone in gold letters, the successful traders name, which could be seen for many miles, so high was it. Then came the trader with his goods and wares, but the bag of gold and pockets of jingling silver had vanished, for the foolish trader had signed his name to many bits of paper, the remembrance of which caused him much anxiety.

Now the old clerk of this trader, who had grown wise from long service, spoke with his wife and they considered together, and through her wise counsel he secured the lease of the old shop and remained behind and refused to longer serve the foolish trader. So it came to pass that the customers who liked the old shop and its clerk and its great bargains also remained behind, and the foolish trader was soon troubled and often sighed for the days of yore when his store-house was filled with wares and his pockets with jingling silver.

Then came the rich man and demanded his gold; then came also divers others and also demanded gold for the bits of paper which the foolish trader had signed; then last came the bailiff and sold out the goods and took down the gold sign and posted a notice on the door of the grand store and took the key of the same from the possession of the foolish trader, and the savings of years vanished in a few moons, and were no more. Then the foolish trader sorrowfully went home and sat by the fire and wept bitterly, but his wife said not a word, for she was not his business confidant, but her looks reproached him.

MORAL.—Let well enough alone, lest in reaching for more you lose what you already have gained, and ask your wife's advice before you kill "the goose which lays the golden egg."—T. D. Mallett, in N. Y. Hardware.

SOAPS USED FOR CLEANING METAL WORK.

The soaps used for cleaning metal work usually consist of mixtures of vaseline, oleic acid and fat, mixed with a small quantity of rouge. When freshly prepared they leave nothing to be desired; but unfortunately, such mixtures soon turn rancid and become unfit for use. A new soap for metal work, which is stated to be free from this objection, is made from cocoanut butter in the following way: 25 kilos. of the butter are melted in an iron vessel, together with a little water, and to the mixture is added, with constant stirring, 180 grms. of chalk, 87.5 grms. of alum, 87.5 grm. of cream of tartar, and 87.5 grms. of white lead. This mixture is then poured into moulds and allowed to solidify. The Chemical Trades Journal says the soap so obtained is made into a paste with water and rubbed over the metal to be cleaned, and finally removed by a dry rag or chamois leather.

BUSINESS MANAGEMENT.

There are many people who regard the position as manager of a great manufacturing industry or commercial business as a sinecure, a position with a handsome salary attached and very little to do. Some say that the men who fill these responsible positions are lucky; that circumstances enable them to reach the top round in their respective avocations. Many assert that the average manager secured his exalted position owing to his wealth and influence, or through favoritism. This may be true in some cases but not in the majority. The manager of any great industry or business earns every cent of the salary he receives, no matter how large it may be. He is the fountain head from which springs the very life-blood of the business in his charge. Managers of very large firms do not, as a rule, personally inspect or supervise the detail work, but they know, if they are thoroughly competent, everything that is going on in the respective branches and departments. They not only know in a general way, but have the details constantly before them, and the power they exercise, though sometimes indirect, is what keeps the business moving. The care and responsibility of the manager never ceases from the time he assumes the responsible position until he finally resigns it for all time to come. In working hours he is found at his desk, and while the average employe is thinking of anything but work or business, the manager is planning for the future. Men who are paid salaries ranging from \$5,000 to \$20,000 per annum, with but very few exceptions, have no time for rest and recreation. In many instances the strain is so great that at the age when they should be in the prime of life, their hair is well besprinkled with gray, and the tell-tale crow's feet have crept about their eyes in large numbers. Life is a struggle for place, position and wealth, but the brawny wage-worker, with an income commensurate with his wants, unless he be fired with that ambition that possesses men who are never satisfied until they have reached the top, and even then sigh for new worlds to conquer, leads by far an easier and happier life. Jay Gould with all his millions is a physical wreck. In his office, on his trips over the railroads which he controls and directs, and in his home he is constantly attended by a physician to minister to nature when it gives way to the awful mental strain under which he labors from day to day and from year to year. Weariness is pictured in his eyes, and at an age when he should be an active, robust man, he moves feebly and nervously, his face deeply furrowed with the lines placed there by overwork, and he is to-day in appearance a very old man. There are thousands of others of similar character, but none can equal him as standing aloof from the rest of mankind, a singular character and an exemplification of the fact that wealth alone does not bring happiness and rest. Managers of great interests should be accorded due credit, not for their ability to direct, alone, but for their sacrifice of the so-called comforts and pleasures of life. True, wealth is preferable to poverty, but wealth without contentment is not as desirable as contentment without wealth.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.

THE FIRST IN CANADA.

"We have recently gone into the manufacturing of copper and brass for electrical purposes," said Mr. Fairman, president of the Dominion Wire Manufacturing Company, to a Gazette representative yesterday. "You see," he continued, "we discovered in the Blue Book for 1889 that over 250 tons of copper wire were annually imported from the States to this country, and we thought there was an opening for us in the drawing of copper wire. The prospects were that the business would be small to begin with, but in a few years would grow considerably larger. In anticipation of this trade, we entered into communications with the largest copper mill in the States and made arrangements by which they agreed to roll down the pure lake copper bars into rods for us at a reasonable figure, and also to assist in building a mill here. This was carried out. We were obliged to add a large wing, 150 feet by 60 feet, to our works at Lachine, also to put down expensive furnaces and machinery, costing, when completed, over \$35,000. This plant and machinery, we fear, possessed greater productive capacity than the requirements of the country demand, producing ten tons per day of pure electric copper wire, which means about 3,000 tons yearly, while the consumption of Canada to-day is not more than 400 tons annually. This being the case we can only run our furnaces two days in the week, and then let them cool down. Were it possible to keep running all the time we should be able to turn out the wire as cheaply, or even cheaper, than it is made in the States. Experienced men from there, to whom we have submitted samples for in-

spection, give testimony that it is of superior quality. Our mill is the first ever established in the Dominion for the manufacturing of copper wire. This is, as I said, a new branch for us. But, in addition, we manufacture all kinds of steel and iron wire, also barbed wire for fencing, brass wire, hay-bale ties and brass and steel wood screws."

Mr. Fairman then gave the reporter some interesting information about his works at Lachine, in which it came out that the company employs about 350 men, and have a monthly pay roll of over \$10,000. The coal bill is also a large item, as payment for over 5,000 tons of coal is sent to Nova Scotia every year.—Montreal Gazette.

WHERE DO YOU STAND?

All traders do not fail on account of slow collections, as one might be led to believe if he accepted the majority of excuses for failure that are reported in the newspapers. This being the most respectable excuse, it is readily adopted by the man in financial straits. In many cases he does not know the exact reason for the failure, because he has not taken the pains to properly figure his profits. There are traders who have been handling certain staples for years who would be surprised to find upon carefully figuring up every item of expense connected with them, that they had been losing money on every package they handled. Traders are not as a rule good bookkeepers. Their time and attention is occupied with the petty details of the business, and it is difficult to get settled down at a desk and figure out cost. Some of them find that keeping track of the accounts is one of the most tedious tasks about the business, and they are inclined to put it off until the last or neglect it. Competition very often leads traders to secure cheap help, and they frequently trust their books to incompetent or inexperienced bookkeepers, making cursory examinations from time

to time themselves, and so long as a fair profit is shown on their books they are satisfied. The balance at the end of the month does not always mean a profit by which the financial status of the concern may be determined. No merchant can tell whether he is making or losing money until he has figured in all the charges in connection with the purchase and transportation, and selling and proceeds have been taken into account as well as the interest on capital invested and the salaries of the partners engaged in the business. If the sum realized from the sale of the merchandise is not sufficient to pay rent and taxes, clerks' salaries, cartage, discount, interest, depreciation in value of goods on hand and bad debts, then the result of the business has been a loss to the proprietor instead of a profit.—Exchange.

A few sales of land, taken up under the old Mining Act have lately taken place. Dr. O. N. Murdoch, of Minneapolis, has purchased, through Messrs Russell & Co, the iron mining claims situated south and southwest of Kaministiquia station, at a large advance. Several other deals of iron properties, located under the old Act, are on the tapis, but for obvious reasons cannot presently be specified.

The Halifax Herald says: The present output of the Tor Brook iron mine in Nova Scotia is from 40 to 50 tons a day and is hauled on teams and shipped at Wilmot station to Londonderry. The mine produces a valuable red hematite ore, bearing about 60 per cent pure iron, the seam running about 5½ feet in thickness. The principal shaft is now sunk to the depth of 70 feet, and in connection therewith is a boiler house and engine for hoisting and pumping. A cutting which opens up the seam for 30 or 40 feet within a short distance of the surface is also being worked. As soon as the Wilmot and Tor Brook railway is completed a large quantity of ore will be mined and shipped.





The merchants of Forest have adopted the early closing movement.

D. Brown, hardware merchant, Portage la Prairie, has moved into his new stand opposite the post office.

W. A. Gunn, of the McClary Manufacturing Company London, Ont., is confined to his house with a severe attack of erysipelas.

At a meeting of the Ottawa city council on Tuesday, 18th inst., a motion to substitute a business tax for the present personal property tax, was lost by a vote of 13 to 9.

F. H. Wilson & Co. Halifax, have had their old foundry building torn down and are putting up an enlarged foundry and stove works on the same site. The framing is now up, and a big one it is.

Some gentlemen prominent in the iron founding industry in England are expected to reach Knowlton, Que., this week, and definitely to decide upon locating the proposed smelting works.—St. John News, May 22.

H. L. Smyth, the representative of the American syndicate, who purchased several thousands of acres of iron lands about Port Arthur, last summer, has returned. He does not think much of Ontario's new Mining Act.

John Morrisette, for many years past partner in Gillie & Morrisette's foundry, Cornwall, has severed his connection with that institution and with his wife and family leave for Montreal shortly where he will take up his residence.

Mr. Louis Eugène G. Piche and Dame Maria Boynton, widow of J. H. Tisdale, have formed a partnership to carry on business as wholesale and retail hardware merchants, in Montreal, under the name of Piche, Tisdale & Co.

A new blast furnace was put in operation at the Acadia Iron Mines on April 25th. It is 75 feet high and 19 feet in diameter, being one of the largest on this side of the water. It is expected the output of iron will be about 400 tons a day.

Two North Bay merchants were up before the Mayor last week charged with violating the early closing By-law and were each fined \$1 and costs. It is said that some of the business men of North Bay propose holding an indignation meeting against the continuance of the early-closing by-law.

An old Indian came into Mr. Jas. A. Rothwell's store at Walkerton the other day and wanted to dispose of an old silver shoulder piece with the English coat of arms on it. Mr. Rothwell, who is well known as a curio collector, enquired the history of it. The Indian told him that his grandfather brought it from Wisconsin. It has probably

been in the hands of the Indians from before the time the United States severed their connection with Great Britain.

The St. Lawrence Foundry is engaged upon the iron work of the following buildings in Toronto: The Parliament buildings, the Confederation Life building, the Freehold Loan building, and Victoria College.

A cable from E. H. Lyons, buyer for Samuel, Benjamin & Co., states that he has left England for Germany, and after a sojourn of ten days he will go to Vienna and Paris, and return home about the 15th of July.

The Vancouver Sugar Refinery has been partially shut down for a short time in order that some alterations and a few necessary repairs may be carried out. Another large boiler, the same size as the three already in use, has arrived from the Doty Engine works at Toronto, and will be put in its place at once.

Mr. T. Delahey, of T. Delahey & Co., Prince of Wales Foundry, Pembroke, and Mr. Thomas Lee, left for Ashtown, Co. Carleton, to begin the season's work of selling and taking orders for stoves throughout the country. They will have two fine teams engaged in the work. Going out of town they drove tandem, the two being hitched to one rig, and created quite a sensation.

The New York Tribune thinks that some machinist should invent a cheap plant for the manufacture of beet sugar. "If," it says, "some American citizen can do for the sugar industry what Eli Whitney did for cotton, future generations 'will rise up and call him blessed.' More than that, after such an invention his children will certainly not be compelled to beg for bread, nor will he need to put a mortgage on his home. The man who will solve this problem will be a benefactor of his race."

The bill which Mr. Costigan proposes to introduce into the Dominion House this season to amend the Trademarks Act is on the lines of the request made by an influential deputation of manufacturers of white lead that legislation be enacted to guarantee to purchasers of white lead and similar commodities that when they purchase these articles marked or labelled as "pure" they get the genuine article, anyone marking the commodities mentioned in the Act as "pure," which are found afterwards to be adulterated beyond a given standard, will be liable to penalties.

At a meeting of the Winchester, Ont., council, a petition signed by nearly all the shopkeepers in town was presented, asking that a by-law be passed to enforce the closing of business places at 8 p. m. on all days except Saturdays. The following are those who signed the petition:—A. Sweet & Co., Geo. R. Bow, Jas. Alexander, J. D. Laflamme, J. A. McKercher, J. E. Corrigan, Alex. Cameron, J. E. Earl, Wm. Gardner, R. L. Suffel, D. McKinnon, Wm. Bow, N. M. Trickey, I. C. Perault, Holmes Bros., W. C. Boothe, J. J. Empey, A. Annable, Miss Beach, Mrs. Henderson and Mrs. Boyd. It was ordered to be laid over until the next regular meeting of the council, which takes place on Tuesday, June 5th.

SALESMEN'S SALARIES.

As a salesman I am interested in getting as large a salary as I can and keep my employers satisfied, and I cannot satisfy my employers by selling large quantities of goods at little or no profit, hence I am interested in the profits. The question has often come to my mind why salesmen cut prices, and if they would do it if they knew it was cutting into their salaries, too. It is not generally looked at in that light, but such is the fact.

We salesmen are more interested in this question than our employers, for it cuts into our salaries, whereas to them it simply means they must do more business in order to roll up the same surplus they did the year past, for it's a stern fact that the lower profits go to your concern, the lower level your ability as a salesman must go, and less money you will receive.

It is not the fault of manufacturers that prices are cut and profits are so low as they are at the present day, but that of the salesman largely, for he is a man who reports to his house the signs of the times, and how often he has reported that this or that manufacturing company has cut the prices of a certain stove or range or other article to a certain customer where the facts do not bear the statement out. We have not been careful enough in the past. We have started too many false alarms, so that not only our salaries are in danger, but our reputation, for when we hear "Oh, that's a traveling salesman's report." It's time we got up and dusted the dirt from our coat tails. We have been too anxious not to let the other concern get ahead of us, and when a dealer who has been our customer tells us "he has a better price," and we ask how much better, and he replies "Oh, a great deal better," then we have taken the alarm and cut goes our prices, and the next man who follows you, cut goes his, and so on, whereas if we would carefully investigate, we might find the dealer lied, or if he could claim the truth, he had a cut of only an insignificant amount. You know by this time that some stove dealers will lie and if we would bear in mind that all are not angels and would investigate reported cutting of prices before being influenced by the dealer, whose interest it is to break prices and so buy cheaper if possible that his neighbor, he would not only do his concern good, but he would be laying the foundation for a better salary or the continuation of the good one he is getting. Why are concerns looking for cheaper men? Its because the "old boys" have allowed prices to go in many instances where they would not have gone if the investigation was thoroughly made to learn the facts before reporting a "cut" to the house.

Think of these things, boys, and don't cut your prices simply because some dealer "says so;" see the evidence and make it sure and then think what a fool the other fellow was to start the "cut" and also just think a little about the salary you are getting and how pleasant it would be to get it up a little bit larger, but this enlargement of salary will never come by cutting of prices and profits, for every time you cut the life out of your goods, you are doing the same with your salary. Keep up the profits and you can keep up the salaries.—E. B., in American Artizan.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price - lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for
lime kilns, furnace linings, smelting furnaces,
cupolas, and general foundry purposes.
Write for prices and mention **HARDWARE**.

The Colman Hamilton Co., Ltd.

Livingston's Building,

Telephonone 1998.

34 Yonge Street.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,

NO. 26 WELLINGTON ST. EAST,

E.R.C. Clarkson, F.C.A.
W. H. Cross, F.C.A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

OUR NEW CATALOGUE

Of Paints, Varnishes, Artist's Materials and
Painters Supplies, will be sent to any address
Hardware and Paint dealers. It is profusely
Illustrated and contains eighty-two pages.

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,



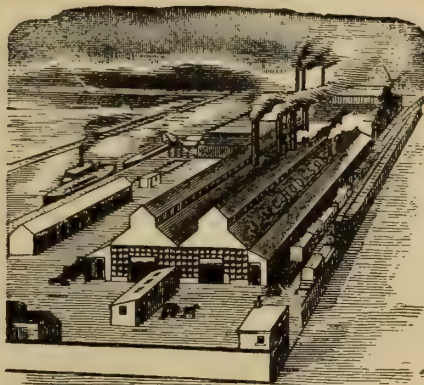
Keith & Fitzsimons
MANUFACTURERS
GAS FIXTURES,
ELECTROLIERS,
BRASS GOODS.
111 KING ST., TORONTO.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.

MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
ELECTRIC Hydraulic and

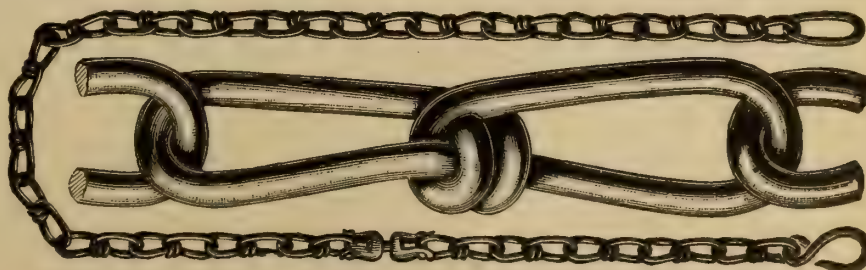
for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

TEMPERED STEEL WIRE TRACE CHAINS. Made of Brown's Patent
Steel Wire Chain.



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full
line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.

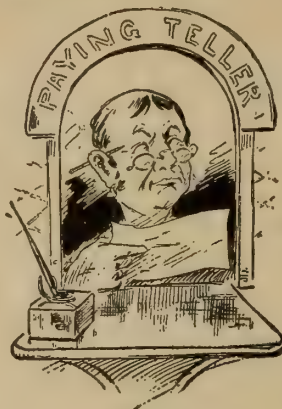
The B. GREENING WIRE CO., Ltd.,

Hamilton, Canada.

THE TRANSFORMATION OF A PAYING TELLER.



PAYING TELLER—Good morning!—



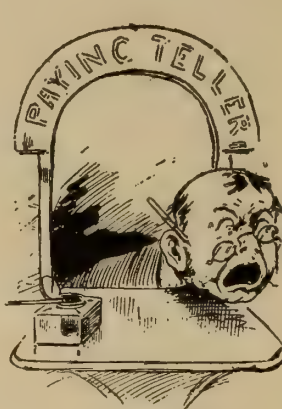
Why don't—



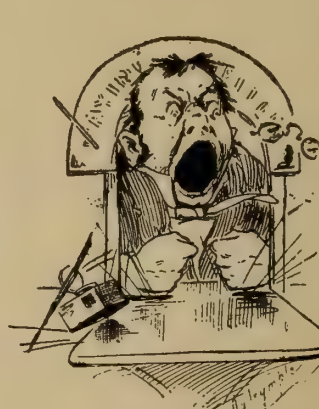
—you endorse—



—your check—



—on the—



—Right END?!

ARTISTIC BRITISH METALWORK.

Of the various exhibitions which have just been opened to the public of the metropolis that promoted by the Armorer's and Brazier's Company is of more particular interest to many of the readers of this journal, not because of its size, but chiefly because it represents the application of artistic design and treatment to articles which are in ordinary use. Elsewhere we present a full report of this exhibition, embodying the views of an expert who has been given a perfectly free hand in the matter, as well as illustrations of some of the more noteworthy exhibits. In many respects the collection appears to have been satisfactory, but a perusal of our report, coupled with an inspection of the exhibition itself, reveals the fact that we are still some distance from perfection in respect of the application of pure art to metal work. The deficiency is not very patent, perhaps, to the eye of the ordinary observer, but it exists, and is quite obvious to those who have paid some attention to the subject, and have seen what can be done and is being done by the handicraftsmen of France, Belgium, Germany, and, in a minor degree, by the workers of two or three other countries. It is not pleasant for us to have to make this confession, yet we do so, believing it to be true and warranted under the circumstances. But while thus admitting that we have not

reached the standard of perfection, it is necessary to state that there are several brilliant exceptions to the broad rule thus laid down, and that the most obvious of the short comings are in relation to design rather than technique. As a matter of fact, the workmanship applied to brass and other metalwork is excellent, and often masterful; but where the handicraftsman attempts to apply design on an ambitious scale he is rarely successful in both capacities. Generally speaking, indeed, design is inferior to execution, so that what is wanting is to be sought for more in the direction of pattern than in respect of workmanship. As has been pointed out in these columns on sundry former occasions, we are most decidedly deficient in dealing with the human figure, whereas French art is strongest precisely in that department. Our artists and our workers in metals deal with geometrical designs and with foliage or flowers well enough, but when they seek to embody the graces of the human form they fail for the most part, and often do so in lamentable fashion. In saying this we do so without any special reference to the work shown at the Armorer's Exhibition. The observation holds good, unfortunately, at all branches of British art as applied to industrial or decorative purposes, with the sole exception of painting and occasional examples of sculpture. For this grave fault our numerous schools of art and a

quarter of a century of training of thousands of students therein seem to have furnished no remedy worthy of being mentioned. We shun the human figure, whereas the French and Italians use it most freely for all sorts of purposes, with accuracy of delineation and with effect in all respects. The Paris Exhibition of 1890 furnished any number of examples of this mastery of foreign art-work, and that not in metals alone, but in plaster and many other kinds of material. There are firms in England, we are aware, who produce most admirable specimens of the purest art-work—but they are exceptions, and only serve to prove the rule. In repousse work we have made great advances of late, and it is probable that we are in that respect ahead of our rivals; but we are not so well to the fore in chiselled metals, and we have much to learn in many departments of enamelling. As to art bronzes, of the kinds so largely made in France and Germany, as well as in Italy, we have still to confess to our inferiority—our shortcomings being owing, to a great extent, to our inability to treat the human figure freely and accurately. It seems almost hopeless to expect improvement in these respects, yet it is our duty to call attention to our faults of design, just as it is our pleasure to praise our excellent workmanship. In the near future we hope to find the artist and the handicraftsman working together more harmoniously and with a closer and clearer perception of what is wanted in order to place us alongside the very best exponents of art metalwork on the continent of Europe.—Ironmonger.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

Pig iron cables have been higher, but Scotch warrants are a shade easier than they were a week ago, but Middlesboro in which the speculation has not been so great shows an advance of 7 1-2d. on the week. Tin plates have dropped 6d. to 15s. 6d. Ingot tin is easier, while copper is higher.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£92 5s. od.	£92 10s. od.
Future—	91 17s. od.	92 00s. od.
Copper, B.E.S.—	58 00s. od.	57 10s. od.
Lead, S.E.	12 10s. od.	12 10s. od.
Spelter,	23 00s. od.	23 00s. od.
Antimony,	51 00s. od.	53 00s. od.
Tin Plates—Cokes	15s. 6d.	16s. od.
Pig Iron—Scotch } Warrants.	53s. 8d.	54s. 00d.
No. 3 Middlesboro,	41s. 7½d.	41s. 7½d.

MONTREAL MARKETS.

MONTREAL, May 28, 1891.

The market for heavy materials was about the same and there are few new features to note this week. There is a steady, quiet movement in pig iron at somewhat better prices in the case of some lots, and other lines of material show no change in values. Heavy chemicals are in increased supply, and this has caused some easiness in some lines but generally prices are shady. There is no change in paint, oils, or glass.

PIG IRON.

This article has shown no great change locally, but there are some serious irregularities in values to note, although, speaking in a general way, the market is firm. Warrants continue to show the same stiff tone, and there are no evidences yet to show that the groups of London speculators who have been engineering the squeeze have lost their grip of the market, for the most recent quotation is 54s. 6d., about the highest point this year. Makers brands, though,

do not stiffen proportionably, in fact there is little change as compared with a week ago, but some lines are quoted slightly firmer. For instance, Carnbroe, for nearby delivery, in round lots, is quoted at \$20.32 against \$19.30 last week. Eglinton, also, is 13c. higher at \$19.50. Middlesboro is the same way at \$18.16, while Gartshore is unchanged, and Summerlee strangely somewhat easier. Actual business on spot has been fair since equality of material changing hands ex wharf at somewhat better figures. No. 3 English iron has been turned over at \$18.50 to \$18.75, and Carnbroe at \$20 for fair wholesale lots ex wharf.

BAR IRON, ETC.

Bar iron has been quiet during the past week and beyond some odd jobbing sales in domestic make at \$2.10 or thereabout there is nothing to note. Imported bar remains firm but business in it is not worth nothing for only an odd sale crops up now and then. Sheet iron, hoops and bands, etc., are unchanged.

CANADA PLATES

There is nothing very particular to note in connection with them, but there is a steady business doing all the time in 100 box lots at \$3.00 to \$3.10.

TIN PLATES.

Supplies of them continue limited and there is no change in the position, while business for forward delivery does not reveal any great change. Values are as before for charcoal, \$5.00 to \$6.00.

COPPER.

There is little doing in copper and no change in prices under a quiet trade. Ingot is worth from 13 to 15c. and sheets 20 to 24c. Lead remains quiet \$3.00 to \$4.00 for pig per 100 lbs.

NAILS.

There are no indications yet that this market has got to any settled basis, and although we know that some makers refused to sell less than \$2.20, and some of these are doing business at that, others claim that cutting is still the cry. It is hard, therefore, in fact impossible, to give a quotation as the market evidently remains in the same unsettled state, but we think a basis on a range of \$2 to \$2.20 may be given with the proviso that buyers shall draw their own inferences, as it is claimed that business inside the lower figure has been done. This is only a report, however, which we give for what it is worth.

CHEMICALS.

The movement which we have already noted continues, but, although it makes more stir, it can hardly be said to equal last year's movement in volume. Heavy chemicals receive considerable attention, with some little

business ex wharf, and with the arrival of fresh supplies, prices on some lines are easier. Bicarb soda can now be moved readily at \$2.30, although the range runs up to the old figure, while sulphate of copper is lower at 4½ to 5½c. A cable yesterday from Liverpool says that the article is rapidly advancing again. Other lines are the same except cutch, which is ½c. lower at 7 1-2 to 8½c., with a wider range.

OILS.

There is no change in the oil market and but little business is doing. Seal oil moves along steadily at 47 1-2c. to 52¼c., the inside for round lots, while all that is coming forward is mostly contracted for. Linseed is selling at 62 to 64c. for raw and boiled is unchanged.

LEADS.

Leads meet with a moderate, steady kind of movement, at steady prices. We quote:—White, \$6.25 @ \$6.75; No. 1, \$5.25 @ \$5.50; No. 2, \$4.50; No. 3, \$4.25; dry white, \$6 @ \$6.50; do. red, \$4.50 @ \$5.

GLASS.

There is no change in this article, which has a quiet, steady business; \$1.45 to \$1.55 for first and second breaks.

NAVAL STORES.

Ship chandlers report a very fair movement in naval stores, with prospects bright for a fair season's trade. Turpentine is steady and in very fair demand. We quote:—Turpentine, 60 to 61c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste 5 1-2c. for colored, and 7c. to 10c. for white; oakum, 5 1-2c. to 7 1-2c.; and cotton oakum, 10c. to 12 1-2c. Cordage is steady, with Sisal at 9 1-2c. for 7-16 and upward and 10c. for deep-sea line; pure manilla, 13¼c. for 7-16 and 13¾c. for deep-sea line and small sizes.

CEMENT AND FIREBRICKS.

The delay in arrivals of any large shipments of cement is causing a scarcity of supplies on spot, and it would be difficult to fill an order for a round lot. A considerable quantity is afloat for here however. Spot quotations for good brands remain firm at \$2.35 @ \$2.60, with lower grades 5c. @ 15c. per cask less in round lots. There is a good fair demand for firebricks at \$18 @ \$24 per 1,000, with good stocks in dealers' hands.

PETROLEUM.

The movement in petroleum continues small, this being the dull season, but prices are unchanged. We quote:—Canadian, 12½c. at Petrolia, 14 to 14½c. in car lots at Montreal, and 16c. for single casks; American, 23c. in car lots and 23½ to 24½c. in smaller quantities; American benzine, 23 to 25c., and Canadian 11½ to 15c.

TORONTO MARKETS.

TORONTO, May 29th.

Trade continues quite active and is a very decided improvement on what it was a few weeks ago. In fact hardware merchants have reason to congratulate themselves on the satisfactory overturn that marks their business, for it is the only one of the important departments of trade that is otherwise than dull. Payments are not better than the average. The situation has not been marked by any special feature excepting the failure of a few retailers and mechanics, in consequence of speculative builders being unable to meet their payments. Sisal and manilla rope are down fully $\frac{1}{2}$ c. Cut nails are firmer and there is a good retail demand, though pretty much of a speculative character.

METALS.

IRON AND STEEL—A fair business has been done this week in iron and steel but especially in pig iron. Numerous small lots of American pig have been placed in Ontario foundries West of Peterboro. A limited quantity of Scotch and English brands have also been sold out of stock. No business has been reported in Nova Scotia. Although prices have advanced in Great Britain and stocks here are much lighter than usual at this season of the year. Sales are being made at some very low prices especially by a Hamilton importer to whom already reference has been made. In Carnbroe no one seems able to meet his figures in the west. In American irons there is a very strong undertone which gives sellers of British irons a great deal of encouragement which they sorely need. One of the largest Southern furnace concerns refused to book an order for about 4000 tons for delivery extending over a year saying that they anticipated a largely increased consumptive demand followed by a heavy advance in prices. Another firm refused to book any orders beyond September at present prices. Spot prices are unchanged import quotations being as follows:

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$21.
No. 3 Calder \$22.	No. 3 Middlesboro \$20.
No. 1 Sum'rlee \$23.	Carnbroe \$20.75-21.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch and Norway \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23.
Woodward \$22-\$23.

Bar iron has shown no change. It is now as low as it is likely to go, being quoted at \$2.05 to \$2.10, generally with large quantities at \$2. Nova Scotia is held at \$2.10.

Boiler tubes are lower at $10\frac{1}{2}$ c. for two-inch and 15c. for three-inch, and boiler plates are marked down 5c. to \$2.25 for $\frac{3}{8}$, \$2.35 for $\frac{1}{2}$, and \$2.45 for $\frac{3}{4}$ -inch. There is an increased movement in American steel for plough boards at steady prices.

COPPER—The market shows a perceptible improvement in the demand here. Best selected English ingots have sold at $13\frac{1}{2}$ c. in lots, but as a rule $13\frac{3}{4}$ c. has been obtained, while tons and less have sold at 14 1-2 to 15c. Cables report an advance of nearly $\frac{1}{2}$ ¢ per ton on sheets.

TIN—The spot market is firmer at the moment, but the demand is light and prices are unchanged, at 22 1-2 to $22\frac{3}{4}$ c. for large lots and 23 to 23 1-2c. for smaller quantities.

LEAD—Was weaker in the early part of the week, but to-day it recovered the decline and nothing is now quoted below $3\frac{3}{4}$ to 4c. for domestic and 4c. for imported pigs.

ANTIMONY—Spot stock continues to be firmly held at 18 to 18 1-2c. for Cookson's and 17 to 17 1-2c. for other brands. Futures, however, can be bought at much lower figures.

ZINC AND SPELTER—The market is without alteration. The supply is light and so is the demand.

TIN PLATES

Stocks are still very low and this enables sellers of spot goods to obtain satisfactory prices for what is going. The market is however weaker and reports of concessions are here and there reported. The imports into Canada for the month of April were 1248 tons against 792 during the same month last year. Cables show that British markets are steadily declining this weeks quotation being 6d. below that of six days ago or 15s. 6d.

The Iron Monger says: The returns of the export from this country of tin plates and sheets during the past four months are of quite a remarkable character. A perusal of the figures show that the volume of trade has been entirely without precedent. It is well known that the provisions of the McKinley Act, as regards the duty on tinplates, come into operation in July next; and it is the shadow of this coming event which is chiefly responsible for the swollen exports during the past few months. What the effect of the McKinley Act will be it is still difficult to determine. Even in the best-informed circles there is a disinclination to speak positively hereon; but it is uncertainty rather than apprehensive mis-

giving which dominates the councils of the tinplate makers. On the part of manufacturers and merchants there has been a natural desire to make the most of the time intervening between the passage of the McKinley Bill and its coming into operation; and to this cause primarily, and to natural development only in a very minor degree, is the marvellous increase in the volume of trade attributable. Apart from the export to the United States the figures disclose a normal growth of trade in other directions which is most encouraging. Russia among the minor countries keeps bravely to the front.

CANADA PLATES

Demand is nominal. It was generally supposed that one Montreal house had succeeded in securing all the stock in the Canadian market and would obtain long prices for it. This is not the case however for one or two outside lots were overlooked. This fact however has had no perceptible effect on quotations as holders are firm at \$3.25, Toronto.

NAILS.

There is a decided improvement in the feeling in nails. Under the impression that the bottom had been touched retailers have been slacking up. This led to an increased demand, and the mills are now a month to six weeks behind in their orders. In consequence selling agents were advised to day to make no contracts excepting at 5c. per keg advance on the prices that have ruled for the past week or two. Jobbing prices, however, remain at \$2.30 with the usual discounts for cash.

ROPE AND TWINE.

Buyers of rope need not complain of the prices at the present time. The decline referred to last week was greater than then quoted, for Sisal is down to $9\frac{1}{2}$ to 10c. per lb., and manilla to 13 to 14c. Binder twine remains unchanged.

GENERAL HARDWARE.

In building and general hardware no change in values has been reported. A fair business is being done in all lines.

GLASS.

The sales of the week have been quite up to if not beyond those of last week. The demand for glass has kept its tone pretty steadily ever since the receipt of supplies began. This market has almost completely missed the effects of the labor disturbances in Germany, so that no exciting stimulus underlies prices, most of the stock having been bought before these troubles.



ENAMELLED WARE

CAST IRON AND PRESSED.

We have made an immense purchase of these goods and now offer them at prices that will close them out quickly.

GOODS AND PRICES CANNOT BE REPEATED.

It will pay to defer buying till you see our samples and get quotations.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

MARKETS—Continued.

PAINTS, OILS, ETC.

White lead is selling very well at prices quoted a week ago, which are fairly firm. Prepared paints move freely. Colors in oil and dry are steady at unchanged prices. Varnishes are unchanged. Paints of all sorts have sold well during the last three or four weeks. Turpentine quotes one cent lower, running from 59 to 61c. The stock is low for the moment, but will be full in a day or two.

THE BRITISH LINSEED OIL MARKET.

(From Tulloch & Co.)

LONDON, May 13, 1891.—With great scarcity of oil on the spot, and higher quotations from suppliers for forward delivery, the position continues very steady—prices for prompt shipment having advanced $1\frac{1}{2}$ to 3d. per cwt. Linseed keeps in short supply, and shipments afloat continue to decrease, as the following table will show, viz.:—From Bombay and Calcutta to United Kingdom.

1891.	1890.	1889.
Qrs. 30,033	76,570	80,789.

With the approach of the Whitsuntide holiday it is possible prices might relapse slightly, but same would, we think, prove only temporary.

To-day's values are as follows: May 22s. 9d. to 32s. 10½d.; May and June, 22s. 10½d. to 23s.; June and July, 23s.; Aug. and Sept. 23s. to 23s. 3d.

LONDON, May 20.—Since our last the market has been interfered with by the holidays. Prices are maintained, but for London oil there is still a small quantity of cheap bought lots in second hands, which prevent crushers at the moment obtaining the advance they hold for. The wet weather of the last few days improves the position of crop prospects, and as a result there is less demand for cake. Linseed continues very steady, and with smaller stocks, prices tend dearer. It is perhaps a good sign, as to improving prospects of oil, that one of the largest export operators is refusing business under present spot values. To-day's quotations for best brands are as follows: May, 22s. 9d. May and June, 22s. 9d. to 22s. 10 1-2d. June and July, 23s. Aug. and Sept., 23s. to 23s. 3d.

OLD MATERIAL.

There is no improvement. Prices are unchanged in everything but stove cast scrap which quotes 2c. above its lowest point of last

week. Stock is plentiful in all lines, but dullness in the foundries makes the demand rather indifferent. Prices for No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 65 to 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 11c.; heavy scrap copper $11\frac{1}{2}$ to 12c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9 to 9½c.; scrap lead $2\frac{1}{2}$ to $2\frac{3}{4}$ c.; scrap zinc, 2 to $2\frac{1}{2}$ c.; scrap rubber, $2\frac{3}{4}$ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

A very fair business, the time of year considered, is done in petroleum. The market is steady, with no change in last week's prices.

The Petrolia Advertiser reports:—Petrolia crude \$1.36½ per bbl.; Oil Springs crude \$1.38 per bbl. The oil business is very quiet as is usual at this time of the year. The transactions on the Exchange have been few, but futures appear to be firm. June has been sold at \$1.40, and \$1.45 has been offered for buyers' option this year. Refined is a little firmer, and may be quoted at 10c. in bulk, and 13c. in barrels, f.o.b. here. Terms, 60 days, or 2 per cent. off for cash.

HIDES, ETC.

HIDES—The supply of stock is good though prices continue stationary, the slaughtering of animals having to be kept up for objects other than the value of the hides, and the hides having to be marketed at once. The price is 5½c for green and 6c. for cured.

SHEEPSKINS—Are \$1 to \$1.50 unshorn. Calfskins are 6 to 8c.

TALLOW—Rough is 2c., and refined is down to 5 and 5½c.

WOOL—Is very dull, 18 to 19c. being the prices yet paid, with little eagerness for business on the part of buyers.

RAW FURS.

There is no change in raw furs. They are selling at the following prices:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1 50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50; Muskrat, fall, 12c.; spring rat, 21c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

AMERICAN METAL MARKETS.

NEW YORK, May 29, 1891.

IRON AND STEEL.—The situation in all branches of the iron and allied trades is practically unchanged. Orders for the various lines of finished productions come along rather slowly and reflect no greater urgency in buyers' wants. Operations in crude materials are gauged accordingly, and, in the absence of anything bordering upon speculative trading, the general market presents a quiet, uninteresting appearance. Still there would appear to be enough business passing to keep matters in very fair shape and no indications of pressure to sell that would bear adversely upon values are visible. In other words, the market preserves remarkably good tone considering the somewhat lengthy period of slow trade against which producers have had to contend.

Orders for standard brands of pig iron adapted for foundry use are still of fair volume, but consumers rarely go beyond providing for their probable wants sixty days ahead. The outward movement of supplies runs very evenly with the current production, however, and, while there may be some irregularity in the instance of inferior iron, prices for the popular makes remain steady. Current sales are chiefly at prices within the range of \$17 to \$18 for No. 1, and \$16 to \$16 50 for No. 2. For mill iron the range of \$14 to \$15 is still quoted. Bessemer pig is somewhat irregular at \$16 15 to \$17 50, at furnace, but meeting with very fair sale. Spiegeleisen is quoted at \$28 50 to \$29 50 for 20 per cent., but finds limited sale, and \$64 to \$65 is still asked for 80 per cent. ferromanganese. Old material continues very slow, with prices nominal at \$21 50 to \$22 for tee rails, and \$20 to \$20 50 for No. 7 wrought scrap.

Several fair sized orders for steel rails have been placed recently, the aggregate of which is between 15,000 and 20,000 tons. Of this quantity about 10,000 tons were secured by one company. Prices the same as have ruled for some time past, namely, \$30 f. o. b. mill and \$30.75 a 31 00 at Tidewater for heavy sections. Most of the mills are busy on orders and some companies have contracts in hand sufficient to take their output on single turn all next month.



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

There is quite a good deal of business in treaty at the moment, and the outlook is such that manufacturers begin to talk of a probable advance in prices ere long. Billets, slabs, rods, etc., are selling at old prices and to a fair extent.

TIN.—There has been very little change in the pig tin market since Friday last. Speculative operations recorded on the Metal Exchange involve 150 tons for July delivery at 20.30c., and 25 tons for August at the same price. Outside of that there is nothing to record but an ordinary jobbing trade of fair proportions, the bulk of which was at prices very close to those above quoted. Spot prices at the moment are 20.30c. net cash for ten-ton lots, and 20 $\frac{3}{4}$ c. to 20 $\frac{1}{2}$ c. regular for small quantities. London cables quoted a decline to £92 for spot and £91 12s 6d for futures.

COPPER.—No improvement in the demand for copper. Home consumers buy only as immediate wants demand, and export interest is confined almost wholly to furnace material. At 13c. there are free sellers of Lake Superior ingot, and it is rumored that some of the mining companies have sold at a fraction less to consumers direct. Arizona is quoted at 12 $\frac{1}{2}$ c., and common casting copper at 11 to 11 $\frac{1}{4}$ c., but those prices could not be secured for round lots. The London market remains firm. Tuesday's cables quoted merchant bars at £53 to £53 2s. 6d. for prompt, and £53 15s. for future delivery.

Consumers, it is reported, have purchased about 1,500 tons of pig lead for delivery within the next thirty days, chiefly at about 4.35c. The demand is moderate at the present time, however, but the market firm, with 4 $\frac{3}{8}$ c. bid and sellers naming 4.40. as their inside price.

SPELTER.—has undergone no further change. The demand shows little if any improvement, but sellers offer with more or less reserve and are very firm on prices. Prime Western is generally quoted at 45.95c. and 4.90c. seems to be a strictly inside rate.

TIN PLATE.—Business in tin plate has continued slow, and, while prices are without quotable change, the market remains in a rather weak and unsettled condition. We quote:—Charcoal, $\frac{1}{2}$ cross assortment, Melyn grade, \$6.12 $\frac{1}{2}$ to; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.8c to; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.15 to ...; M. F., 20x28, \$14.75; Worcester, 14x20, \$5.62 $\frac{1}{2}$ to Worcester, 20x28, \$10.50; Dean grade, 14x20, \$5.05 to; Dean grade, 20x28, \$10.10 to; D. R. D. grade, 14x20, \$4.85 to; D. R. D. grade, 20x28, \$9.75 to; I. C. Coke—Penlan grade (iron), \$5.05 to J. B. grade, 14x20, \$5.25 to; I. C. Bessemer steel, 14x20, coke finish, \$5.15 to; I. C. Bessemer steel, coke finish, \$5.35; I. C. Bessemer steel, squares, \$5.60 to basis; I. C. Siemens steel, squares, \$5.75 to \$5.85.

The customs authorities give notice that goods uncustomed are subject to be sold after 30 days. This does not apply to bonded warehouses, for which a charge is made. The regulation is a reasonable one, as the constant accumulation of goods in the warehouses of the custom house is a hindrance to the transaction of business. Merchants and others should co-operate with the customs authorities by observing the regulations.

COPPER.

At the beginning of the year the strongest argument used by those who consider the price of copper too high was the re-opening, after the fire, of the Anaconda Mine. It then seemed possible that this mine, about to be floated as a limited company with large capital, might with its output, stop the rapid decrease in the world's stocks of copper. It was universally admitted that if the Anaconda Mine were not working, consumption must be ahead of supplies. In these dull times, facts which must ultimately have great effect pass unnoticed, and therefore the announcement that the Anaconda Mine will be closed for some months has passed unheeded alike by speculators and consumers, although it may eventually decide the present struggle in favor of those who calculate on higher values. According to the Engineering and Mining Journal of New York, the explanation of the close of the mine is to be found in the fact that the yield has fallen to a 6 per cent. ore, and that while the actual cost of production might be (as asserted) 10 cents per pound, the mine cannot be worked at a profit, owing to "the fabulous amounts that have been spent in a gigantic plant, which apparently was frequently unsuited to the work, if we may judge by the constant changes it has undergone." The definite closing of this mine must counterbalance any increase in other American production, and this being so, the threatened increase from Spain becomes absolutely necessary to prevent such a decrease in our present stocks, as would bring about a prohibitive range of prices. With every dealer holding off because they are assured they will be able to buy cheaper with the Anaconda mine at work as it has been until quite recently, and with the American consumption temporarily dead, we have in the last four months decreased our stocks by 5,000 tons. The time is not far distant when all these positions must of necessity be reversed and the heavy bear account will then force us to a range of price higher than might have been the case had the present depressed feeling not been so marked and general.—Iron Trade Circular.

NEW CYCLE WHEELS.

A Newcastle inventor has made a new departure in the field of cycling inventions. He has applied for a patent to construct cycle wheels without spokes. In place of the ordinary spokes he uses two discs of equal diameter, made of very thin sheet steel. The peripheries of these discs are fastened by rivets to the rim, and through holes in the centre of both discs the axle passes. The discs are riveted to the hubs and are drawn drum-tight by means of "lateral" tension. The inventor says these discs will be made of steel so thin that there will be no increase of weight over

spoke wheels, and that the enormous tension which will be obtained in every part of the wheel will render it simply impossible for the wheel to become untrue. The advantages claimed for the invention are that it will reduce atmospheric resistance to a minimum, a wheel so constructed cutting the air like a knife; and while the rider will obtain a wheel as light as a spoke wheel, he will possess in addition, one having enormous tensile strength and the rigidity of a rock.—Court Journal.

MURRAY'S SUCCESSOR.

Collector Cummings has appointed James Smiley, bookkeeper, to the position formerly held by Wm. Murray, the defaulting waterworks clerk. Mr. James Smiley, who has been employed as a bookkeeper by Adam Hope & Co., iron merchants, Hamilton, for the past thirty years, has been chosen to fill a responsible position in the waterworks department of Hamilton.

Waterloo village stores will be closed at 7 o'clock every evening, except Saturday during the summer.

Mr. John B. Yott, Pembroke, Ont., has retired from the service of the Canadian Copper Company and gone back to his old situation with the Central Ontario Railway. He is succeeded by Mr. J. W. Collins, late of Kirkwood & Mackinnon.

It is said that a large establishment for the manufacture of the new snow plough which was exhibited by the inventor, Mr. Eaton, on the line of the Lake St. John Railway Quebec, with so much success some days ago, will be shortly started at Hedleyville, on the outskirts of Quebec.

In the New Westminster Police Court the other day before Mr. Atkinson, Messrs. Campbell & Anderson, hardware merchants, pleaded guilty to a charge of infraction of the City fire protection regulation governing the storing of explosives within the limits to wit: Keeping blasting powders in stock in greater quantities than the law allows. The Magistrate, in summing up the issues of this case, gave warning that upon conviction in similar cases in future the extreme limit of penalty, \$500, would have to be imposed. The lives of the firemen and others working at the fires, as well as those of hundreds of other citizens, depended upon the strict prohibition of the keeping of dangerous quantities of explosives constituting magazines in places of business. He then fined the defendants \$100 and costs.

Soap and water are cheap, but soil on goods is expensive.

Goods conveniently located save time, money and temper in showing.

Restore goods to their proper places as soon after using as possible.

A reputation for truthfulness is indispensable to permanent and satisfying success.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION — APPLY TO — **THE MILLS, Campbellford, Ont.**

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.

SUCCESS AND FAILURE AMONG ADVERTISERS.

Recent statistics, according to Bradstreet's Commercial Directory, show that in all lines of industrial life more than four fifths, or over eighty-two per cent. of all who failed in business in the United States last year were brought to that condition primarily because of lack of equipment, either natural or acquired, mental or financial, or through lack of special education in their respective lines of trade.

It is clear and plainly evident that poor and superficial preparation for business life is the one great weakness of our present industrial training—the broadest of all avenues leading to failure. It is this lack of proper equipment which causes certain advertisers to fail, while others gradually work their way to eminent success and great wealth. The great study with the advertiser, therefore, should be how to start right, how to go on right, how to constantly keep fully equipped.

Advertising is a science. What would be thought of a young man or youth who developed a genius for mathematics, who said, "I will not study arithmetic, or algebra, or geometry. I will not give time to the teaching of the professors and masters of that great science, but I will work all out for myself, arriving at better methods, through the power of my own intellect and genius." However great his natural ability he could not progress far in a lifetime. But if he availed himself of the knowledge left to all as a heritage—treasure accumulated by thousands of great minds in the years and ages past—then might he become great in the profound science, and possibly renowned through some advance or improvement or simplifying of method.

The same holds true in the science of advertising; the man who becomes great in it must possess genius of a certain description; and he must even be a student—first, to secure the wisdom of the past and present; second, to keep in the van, to be a leader in the rapid march of progress.

As the ordinary youth readily learns enough of mathematics to very well serve the purposes of ordinary business life, so may the ordinary advertiser succeed moderately well with the same half careless study and the same lack of genius.

Hard, patient work accomplishes much. In one sense industry and research are the parents of genius. Thus advertisers without much genius, who study the science moderately, succeed fairly, while those who have natural genius in a high degree, but who will not work to learn from others, almost invariably fail. But great success is the result of the happy union of natural genius and careful, patient study and investigation.

One of the best hand books for advertisers is *Printers Ink* published weekly at \$2 per year by G. P. Rowell & Co. New York—Sample copies are sent free.

THE IRON AND STEEL INDUSTRIES OF AMERICA.

Under the above title, Sir James Kitson, Bart., contributes to the current number of the *Contemporary Review* (London) an article descriptive of the visit of the Iron and Steel Institute to America, last Autumn. After indicating the special features of the iron and steel industry on the other side of the Atlantic, the writer expresses the opinion that the leading characteristics of those engaged in the work are their quickness to adopt improvements, and their readiness to adopt scientific methods in the process of manufacture. He says; "Great has been the industrial growth of America, marvelous as are the mechanical achievements of Americans, we can still claim that the inventions which have brought the manufacture of iron and steel to its present state of perfection, are of English origin. The Americans have not invented, they have improved. They had no time to experiment, they have appropriated. They possess a surprising gift of receptivity and a peculiar faculty for adaptation. When the great development in American manufacture took place, Americans engaged in the iron and steel trade had the best practice, and the best methods of Europe before them. They were never handicapped by preliminary experiment. Special commissioners on behalf of the leading American ironmasters examined the Bessemer process after it had been established in England. After inquiry they profited by English experience. Thus many mistakes were avoided and much time saved. With this knowledge, supplemented by their own ingenuity for mechanical devices and appliances, they were able to lay down plants of the best models, and of great strength and capacity, so that their Bessemer plant compares favorably with any to be found in Europe. Their Blast furnaces are more capacious than ours, their engines are more powerful, their rolling mills are of new and improved construction. The high standard of education, and especially of the technical education, of the people in America undoubtedly is much to their advantage, and we everywhere recognized a promptness to discard old methods and plant, and an alertness to adapt the newest and most scientific methods of production."

A feather duster disperses but does not remove the dust from the store.

Rivalry, open, fair, good natured and enterprising, is the life of business.

M. J. Woodward & Co., PRODUCERS OF CRUDE,

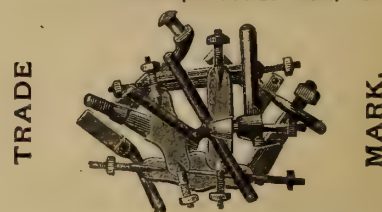
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c

PETROLIA, - ONTARIO.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

TORONTO ROLLING MILL & FORGING CO., LTD.

(Successors to the Toronto Drop Forge Co.,)
88 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS

DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER

BUILDERS' & CONTRACTORS'
SUPPLIES

Of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:

McGill, Wellington, Grey Nun and Youville sts

MONTREAL.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade
Knives only.

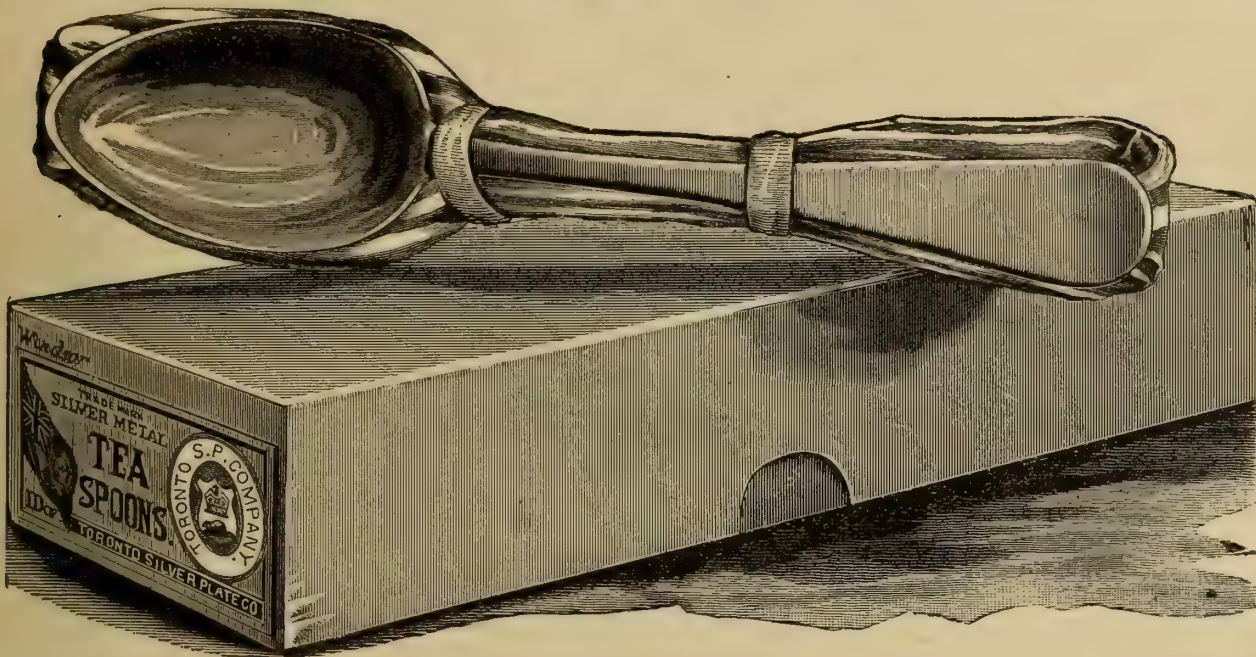
Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

THE TORONTO SILVER PLATE CO.

Manufacture the Highest Grades of ELECTRO-PLATED WARES, and guarantee all goods of their manufacture having their NAME and TRADE MARKS.

A New Discovery in Precious Metals



⊗ TRADE MARK : ⊗
TORONTO SILVER PLATE CO. { SILVER METAL.

—: SILVER METAL. :—

SPOONS, FORKS, LADLES, Etc., made of this new metal are superior to Sterling Silver in point of non-tarnishing, and equal to Solid Silver for durability, and at one-fifth the cost.

FOR HOTELS, RESTAURANTS AND FAMILY USE, Silver Metal Table Ware is without a parallel.

AS THERE IS NO PLATE TO WEAR OFF, any silver powder, polish, chalk or electroine can be used to clean them. The more they are cleaned the whiter and more beautiful they become.

DO NOT CONFOUND SILVER METAL with the varieties of Nickel Silver imposed on the market, We claim for them no relation. This wonderful discovery is controlled by us, and we sell no metal except made into Spoons, Forks, Etc. All genuine goods bear our trade mark :—

TORONTO SILVER PLATE CO. { SILVER METAL.

LIST PRICES AND DISCOUNT QUOTED ON APPLICATION.

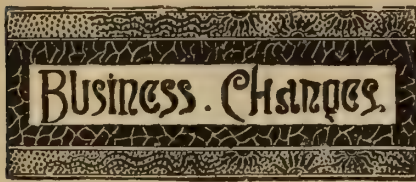
E. G. GOODERHAM, Manager.

J. C. COPP, Sec.-Treas.

Tipped Pattern.



• TORONTO • CANADA •



SALES MADE OR PENDING.

The general store stock of Geo. Morton, Boissevain, Man., has been sold.

The stock in the estate of B. Learn, general merchant, Arkona, Ont., is sold.

Zinkan & Sutherland's general store stock, Fort Q'uappelle, Assa., has been sold.

D. J. Murchison, general merchant, Barrie, Ont., advertises his business for sale.

S. Brown & Co's general store property, Stanley Bridge, P. E. I., has been sold.

B. Jewell, dealer in stoves and tinware, Woodville, Ont., has sold out to John McPherson.

E. S. White & Co's general stocks at Carberry and Medicine Hat, N. W. T., have been sold.

The stock in the estate of John Byers, general merchant, Consecon, Ont., is advertised for sale by tender.

S. H. Methenll's general store stock, Little Britain, Ont., is advertised to be sold by auction on the 2d. prox.

PARTNERSHIPS FORMED AND DISSOLVED.

Firth & Ellery, general merchants, Wyevalle, Ont., have dissolved, Geo. Firth continuing.

Cleveland and Dupuis, general merchants, Coaticooke, Que., have dissolved, A. L. Dupuis, continuing.

A. Frappier & Co., dealers in paints, etc., Montreal, have dissolved and given place to A. Arthur Frappier.

Craig & Lewis, general merchants, Free-town P. E. I., have dissolved and been succeeded by Craig and Taylor.

REMOVALS AND DEATHS.

J. L. Wickwire, of Sheffield & Wickwire, general merchants, Canning, N. S., is dead.

Joseph Ordine, general merchant, Lillooet, B. C., is dead.

Thos. Driffill, of Thos. Driffill & Sons, hardware dealers, Bradford, Ont., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. Longpre, general merchant, St. Jovite, Que., has compromised.

Chas. R. McHenry, merchant, Salmon River, N. S., has assigned.

Alex. Turple, general merchant, Granville Ferry, N. S., has assigned.

Zoel Gagnon, general merchant, St. Agnes de Charlevoix, Que., has assigned.

D'Auteuil & Co., general merchants, Letellier, Que., have compromised.

Mrs. L. A. Kelcey, general merchant, Dunchurch, Ont., is offering to compromise.

J. Charbonneau, general merchant, St. Therese de Blainville, Que., has assigned.

Peter Ferguson, general merchant, Minden, Ont., has assigned to R. G. Hector, Toronto.

Munro Bros., general merchants, Parkhill, Ont., have assigned to F. L. Rogers, Parkhill.

Jas. Buchner, general merchant, Hurds-ville, Ont., has assigned to J. M. Ansley, Parry Sound.

NICKEL STEEL PLATE.

Nickel steel plate for purposes of ship armor, is attracting world-wide attention at present. The Shipping and Commercial List gives an interesting and instructive account of the principle upon which they are made.

Commodore Folger, Chief of the Ordnance Bureau of the Navy Department, has a collection of interesting photographs showing the results of the tests recently made of nickel steel plate designed for ship armor and treated by the Harvey process. The first pair show front and back views of a target made of ordinary steel armour plate, with the holes cut through it by all the shots that struck it and cracked in forty places by the shock of impact. The second pair show a plate of ordinary nickel steel, exposed to the same fire, with no cracks, but big cuts and cavities made by the shots. The third pair show the two sides of a plate of nickel steel treated by the Harvey process. The back is as flat as a planed board. The front, which received the shots direct, is so slightly dented as to be practically unharmed.

The principle upon which the most successful plates are made is illustrated by Commodore Folger by the case of a cake of ice which is perfectly clear, like glass. Its transparency shows us that it has crystallized in the same way throughout. Strike it with a hammer, and it shivers. But let that cake of ice get a cake of snow welded to it and you can rain blows on it with scarcely any effect. This is because the layer of clear ice and the layer of snow have a line of demarcation between them distinctly dividing the one kind of crystallization from the other kind, and the vibration produced by your blows are different in the two strata—the same shock does not extend all the way through the block.

Applying this principle to nickel steel, the surface of the plate is hardened for the depth of a quarter of an inch, so as to give it a temper. The one-third of the remainder is charged with carbon by the Harvey process, and the remaining two-thirds is left in its virgin state. The plate, then, although metallically solid and of one substance, is chemically a triple plate, each of its three layers being sharply defined. The shock of impact from a projectile is communicated to the whole substance in three different ways at once, and what affects the outer layer most may scarcely send a vibration through the inner one.—Chicago Journal of Commerce.

A RETAIL PROTECTIVE MOVEMENT.

This circular has been sent by the Hardware and Stove Dealers' Association to the trade throughout New York, New Jersey and Pennsylvania:

DEAR SIR:—The objects of this Association are protection and mutual benefits.

The chief object among the many is to prevent if possible the manufacturers and wholesalers from retailing goods at any price.

You no doubt have spent your time estimating to supply a builder with hardware only to find that the manufacturer has agreed to furnish the goods at the price they cost you.

You are also aware that the manufacturers will sell a furnace, range or heater, at retail as cheap as he will sell to you a dealer.

The wholesaler of housefurnishing goods is also your competitor, likewise the dealer in metals.

In fact at every turn you are compelled to compete with unprincipled manufacturers and wholesalers who stock you up and then sell your customers.

Are you satisfied with this treatment? If not, won't you, if not already a member of this association join it?

In union there is strength, and by showing an undivided front we may compel these worst of all competitors to leave the field to us.

The blacklisting of parties who contract bad debts with any of the members and refuse to pay is contemplated.

The benefits to be derived from an association of this kind cannot fail to be seen and appreciated by the trade.

This association is composed of retail dealers in hardware, house-furnishing goods and stoves.

The admission fee has been placed at \$2, and the monthly dues at 25 cents.

A BAD SYSTEM.

The iniquity of the bonus system was never better illustrated than in Brantford at the present time. There the people are jubilant at the prospect of securing the Patterson & Corbin car industry by giving a bonus, exemption from taxation, &c., and at the same time the Waterous company is, so to speak, on strike for better terms to remain. The people are evidently scared at the threat, as we find the Expositor saying: "There is no doubt Brantford is disposed to deal as generously with this company as any other place can do; and with the almost certainty of improved railroad facilities in the near future, there is no reason why the works should not be retained here." Why should not our Business Men's Association take action with a view of paying off Brantford in her own coin?

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,

27 Front St. E. Toronto.

60W

STORAGE

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakemen, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made. Dealers will consult their best interests by waiting for our Travellers.

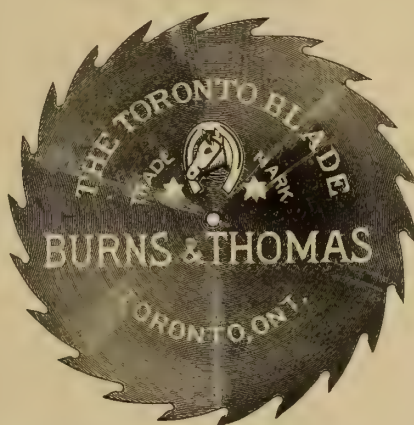
W. H. STOREY & SON,
ACTON, ONT.

F. E. DIXON & CO., MANUFACTURERS OF UNION TANNED STAR RIVET **LEATHER BELTING**

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.



Write for Prices or Telephone 5120.

SAWS CIRCULAR, Shingle, Re-sawing,
Drag, Gang, Cross-cut, etc.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

ECLECTIC

TUBULAR

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

:- Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

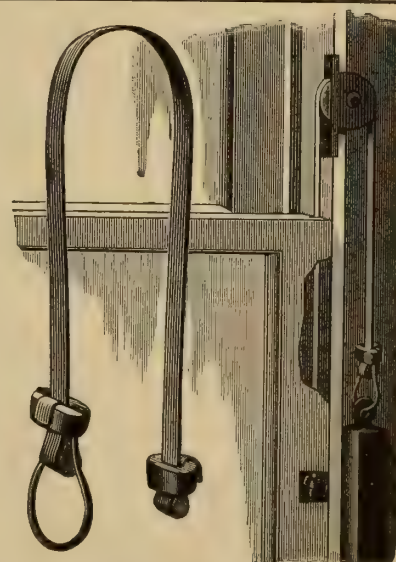
Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. McGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.



Gardner Steel Sash Ribbon and Pulleys

as shewn above is not a spring. It is a simple balance, a perfect balance for any window.

It is specially indicated in heavy windows for strength, ease, durability and appearance and surpasses any other system for light or ordinary windows on the same grounds.

It is largely endorsed by Architects and Builders. Price is only slightly in advance of best cord.

Samples, Price Lists and all information from

Gardner Sash Balance Co.,

No. 8 Yonge St. Arcade, Toronto.

SPOONS, FORKS ETC-STAMPED

1847. ROGERS BROS. A1

ARE GENUINE, ROGERS' GOODS.

The Gem Freezer
The Best in the World

DO NOT BE
IMPOSED UPON
BY THOSE WHO
MAY TRY TO
SELL YOU
OTHER FREE-
ZERS BY TEL-
LING YOU THEY

The Gem Freezer
The Best in the World.

ARE "JUST AS GOOD" OR "JUST THE SAME AS THE GEM" INSIST ON HAVING THE GEM, AND IF YOU CAN'T GET IT FROM YOUR REGULAR JOBBER, WRITE TO US AND WE'LL TELL YOU WHERE YOU CAN GET IT OR QUOTE YOU PRICES AND DISCOUNTS.

AMERICAN MACHINE CO.

LEHIGH AVE. & AMERICAN ST. PHILADELPHIA

"O" OR JOHN H. GRAHAM & CO. MFRS AGTS. 113 CHAMBERS ST. NEW YORK.

WE
LEAD,
—
OTHERS
FOLLOW.

The Gem Freezer
The Best in the World

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE MARK.  GRANTED 1764.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.



New method of making Ice Cream.
SHEPARD'S "LIGHTNING" FREEZER
WHEEL DASHER - CEDAR TUB
Freezes much the quickest and easiest, also
makes most Ice Cream.
SHEPARD HARDWARE CO. BUFFALO, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	23	23½
Strip	25	27
Tin Plates—Charcoal Plates, Bright.		
Bradley M.L.S.	Per box	
I.C., usual sizes	\$6 50	\$6 75
I.X., "	7 75	8 00
I.X.X., "	9 00	9 25
Raven & P.D. Grades—		
I.C., usual sizes	5 50	5 75
I.X., "	6 50	6 75
I.X.X., "	7 50	7 75
I.X.X.X., "	8 50	8 75
D.C., 12½ x 17	5 00	
D.X., "	6 00	
D.X.X., "	7 00	

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 75	5 00
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual		
sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 75	9 00
I.X. Terne Tin	10 75	11 00

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.	
I.X.X., 14x56, 50 sheet bxs		
" 14x60, "	6½c.	7c
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	6½	7
26 "	7½	7½
28 "	7½	8

Iron and Steel.

Common Iron, per 100 lb	Base Price.	
Refined "	\$2 05	2 10
Horse Shoe "	2 45	2 55
Band "	2 50	2 55
Hoop "	2 50	2 65
Swedish "	2 65	2 80
Sleigh Shoe Steel	4 00	4 25
Tire Steel	2 50	2 75
Machinery	3 00	3 25
Best Cast Steel, per lb.	3 00	3 25
Russian Sheet	0 13½	0 14
Tank Plates	0 10½	0 12
Boiler Rivets	2 00	2 25
	4 50	5 00

Boiler Tubes.

2-inch	10½c
1-inch	15

Boiler Plate.

½ inch	\$2 45
5-16 "	2 35
¾ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2½, 3
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 4

Canada Plates.

Blaina	½ bright	3 20	3 25
--------	----------	------	------

Iron Pipe.

Wrought 60 to 62½ p.c. dis.	
Galvanized, 30 to 30 and 5 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	5½, 5½	
26 gauge, "	5½, 6	
28 gauge, "	5½, 6½	
Gordon Crown—		
16 to 24 gauge, per lb	5½, 6	
26 gauge, "	5½, 6½	
28 gauge, "	5½, 6½	

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	7½	7½
" ½ "	6	6½
" 5-16 "	5½	6
" ¾ "	5½	5½
" 7-16 "	5	5½
" ½ "	4½	4½
" ¾ & ½ inch "	3½	3½

Trace, per doz. pairs	\$3 60	5 90
German coil, per 100 ft	1 05	2 70

Jack chain, iron, single, per doz yards	0 13	0 50
---	------	------

Jack chain, double, per doz yards	0 15	
-----------------------------------	------	--

Jack chain, brass, single, per doz yards	0 20	1 10
--	------	------

Copper—Ingot.

English B.S.	0 13½	0 15
--------------	-------	------

Cut lengths, round, ½ to ¾ in.	\$0 25	\$0 28
" round & square		
1 to 2 in.	0 23	0 26

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,		
16 oz, 14x48 and 14x60	\$0 1	0 19
Untinned, 14 oz, and light,		
16 oz, irregular sizes	0 19	0 20
Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing		
5 cents per pound.		

Planished and tinned, 14x		
48 and 14x60	0 29	0 30

Braziers. (In sheets.)		
4x6 ft, 25 to 30 lb ea, per lb.	0 22	0 26
" 35 to 45 "	0 21	0 22
" 50 lb and above per lb	0 20	0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb.	0 25	
Spun "	0 29	

Wire.

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21	0 25
" 27 to 30 "	0 23	0 29
" 30 and up.	0 26	0 32
Sheets, hand-rolled 2x4 ft.	0 25	

Zinc Spelter.

Foreign, per lb.	0 05½	0 06
Domestic "	0 05½	0 05½

Zinc Sheet.

5 cwt casks.	0 06½	0 06½
Part casks	0 06½	0 07

Lead.

Imported Pig, per lb.	0 04	0 04½
Domestic "	0 03½	0 04
Bar, 1 pound	0 25	0 05½
Sheets, 2½ lbs, per square ft,		
by roll	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft,		
by roll	4 75	5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 17 0 19
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	\$0 18	0 18½
Other makes "	0 17	0 17½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb.	5½	
No. 1 Do.	0 5½	
No. 2 Do.	0 4½	
No. 3 Do.	0 4½	

Prepared Paints.

(In ½, 1 and 1 gallon tins.)		
Pure, per gallon	\$1 05	\$1 10
2nd qualities "	0 85	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chrome Yellow "	0 09	
Golden Ochre	0 06	
French "	0 05	
Marine Black	0 09	
" Green	0 09	
Chrome "	0 08	
French Imperial Green	0 14	

Colors, Dry.

(J.F.L.S.)		
Yellow Ochre (J.C.) in bbls, per cwt	1 40	
" (J.F.L.S.) "	1 75	
Venetian Red (R.C.S.) "	1 50	
Ven. Red, Cookson's "	2 00	
English Oxides "	3 25	
American "	2 25	
Paris Green, per lb	0 16	0 17
Burnt Sienna "	0 08½	0 08½
Burnt Umber "	0 05	0 05
do pure	0 07	
Drop Black "	0 09	
Chrome Yellows "	0 12	
" Greens "	0 12	
Golden Ochre	0 03½	

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70	
Extra "	1 00	
Brown Japan "	0 70	
No. 1 Carriage "	1 50	
Gold Size Japan "	1 40	
Pure Orange Shellac "	2 20	
Hard Oil Finish "	1 50	

Linseed Oil (in bbls).

Raw, per gal	0 64	
Boiled "	0 67	

Turpentine (in bbls)

Selected Packages, per gal.	0 59	0 61
-----------------------------	------	------

Castor Oil.

Best, per lb.	0 10½	0 11
---------------	-------	------

Gtue (in bbls)

Common, broken	0 10	0 11
French medal	0 12	0 13
Cabinet makers	0 17	0 18
White	0 16	0 17

HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting,
 Amer. net list. B.B. Caps, discount
 45 p.c. Amer.

Wads.
 Ee 's, per 1,000..... \$0 25 \$1 60

Anvils.
 Per lb..... 0 10 0 12½
 Anvil and Vice combined
 each..... 4 50

Augers.
 Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz..... 13 00 20 00
 Adjustable " each..... 5 50 6 50
 Post Hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per
 cent.

Awls.
 Sewing per gross 3 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled 3 60 7 30
 Saddlers', " 0 45 1 60

Awl Hafts.
 Patent Peg, per gross } 7 25 8 00
 " Sewing, " }

Awl and Tool Sets.
 Millar's Falls, per doz..... 2 80 8 30

Axes.
 Per box..... 6 00 12 00

Axle Grease.
 Per gross 6 50 14 00

Bath Tubs.
 Zinc discount 25 per cent.
 Copper, discount, 30 p.c. dis. off Re-
 vised list.

Bells—Hand.
 Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.
 Gongs, Sargent's 5 50 8 00
 " Peterboro, dis. 50 per cent.

Cow.
 American make, discount 60, 60 and
 10 per cent.
 Canadian, dis 45 and 50 pc.

Farm.
 American, each 2 00 5 00

House.
 American, per lb..... 0 35 0 40

Bellows.
 Hand, per doz 3 35 4 75
 Moulders' 7 50 10 00
 Blacksmiths' discount 35, 40 pe cent.

Belting.
 No. 1, leather, discount 40 to 40 and 5
 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.
 Per doz..... 5 00 6 00

Bits—Auger.
 Gilmour's dis 55 to 60 per cent.
 Excelsior—Jennings, discount 60 per
 cent.
 Jennings' Imitation, list 45, 47½ per
 cent.
 Jennings' Gen, net list to 5 p. cent dis.

Car.
 Gilmour's, 47½ to 50 per cent.

Expansive.
 Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.
 Clark's, per doz 0 65 0 90
 Diamond, Shell " 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.
 Annex 1 25 1 75
 Mascot 1 35 1 85

Blind and Bed Staples.
 All sizes, per lb..... 0 11 0 15

Bolts.
 Carriage, dis, 65 and 10 to 70 and 5 per
 cent. dis.
 Tire, dis. 50 and 10 per cent to 60 p.c.
 Stove, dis., 45 to 50 p.c.
 Elevator, dis., 35 to 40 p. c.
 Machine, dis., 65 to 70 per cent.

Boring Machines.
 Complete, with Augers, ea. 4 40 7 50

Braces.
 Barber's..... 6 00 7 75
 Barber's Ratchet 10 00 11 00
 Farmers' 2 00 2 75
 Millar's Falls 15 50 20 00

Brackets—Shelf.
 Japanned Canadian, per
 doz. pairs 0 50 3 40
 Berlin Bronze Cana'n 0 85 3 20

Broilers.
 Light, dis. 65 to 67½ per cent.
 Reversible, dis., 65 to 67½ per cent.
 Vegetable, per doz 1 12 2 35
 Henis, No. 8 " 6 00
 " No. 9 " 7 00
 Queen City 7 50 10 00

Butchers' Cleavers.
 From 8 to 12 inch, per doz.. 500 4 23

Butts—Brass.
 Wrought Brass dis. 60 and 10 to 70 per
 cent

Cast Iron.
 Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.
 Fast Joint, dis. 60 & 5 to 65 pc., dis.
 Loose Pins, " 60 & 5 to 65 pc., dis.
 Berlin Bronzed, dis. 70, 70 and 5 per
 cent.
 Gen Bronzed, per pair..... 0 40 0 65

Can Openers.
 Acme, per gross 9 00 10 00
 Sardine Scissors, per doz.. 3 75 4 50

Card.
 Horse, per doz..... 0 70 0 95

Carpet Stretchers.
 American, per doz..... 1 00 1 50
 Bullards " 6 50

Carpet Sweepers.
 Bissell, per doz..... 22 50
 World " 21 75
 Daisy, " 24 00
 Star, " 18 00
 Crown Jewel, per doz 29 00
 Grand Rapids, " 30 33

Cartridges—See Ammunition.
Castors.
 Bed, new list, dis. 50pc. } to 50 and 5
 Plate " dis. 50pc. } per cent.

Cattle Leaders.
 No 31 and 32, per gross 8 50 11 25

Cement.
 Portland, car load lots 2 70
 Thorold " 1 10
 Queenston " 1 10
 Napanee " 1 10

Chalk.
 Carpenters' Colored, per
 gross 0 90 1 10
 White, lump, per lb..... 0 01½ 0 01½
 Red 0 05 0 06
 Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.
 American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz.... 0 85 4 00

Churns.
 Boss or Daisy, dis. 50 and 10 to 60 p.c
 from factory 60 and 10 per cent

Clamps.
 Judd's, dis. 20 p.c.
 Stearns, per doz..... 3 00 10 00

Clips.
 Axle, dis. 65 p.c.

Coffee Mills.
 Box 3 60 13 00
 Side 3 60 4 00
 Enterprize, No. 0..... 1 35
 " No. 2..... 2 70

Compasses, Dividers, etc.
 American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.
 Canadian, discount 25 p.c.

Door Springs.
 Torrey's Rod, per doz 2 00
 Coil, per doz..... 0 88 1 60
 English, " 2 00 4 00

Draw Knives.
 American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.
 Millar Falls, per doz..... 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.
 Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.
 Dis 20 to 33½ p. c.

Fawcets.
 Cork Lined, per doz 0 30 0 60
 Wine, per doz 1 30 2 25
 Star, 2 80 3 90
 Fenns Corkstops, No 2 p.doz 1 70
 Petroleum, per doz 4 50 6 50

Files.
 Kearney & Foote's discount Am. List,
 50 & 5 to 50 & 10
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5
 per cent.

Canadian, dis. Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25pc.
 Horse Rasps, Kearney & Foote's dis
 Am list, 50 pc. 50 p.c. to 50 and 5 p.c
 Horse Rasps, dis. 45 p.c. Amer. } Hellers
 50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list
 33½ p.c.

Fluting Machines.
 Each 0 60 2 00

Forks.
 Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.
 Gem, dis. 50 and 5 to 50 and 10 p.c.
 Shepard's Lightning, dis. 50 to 50
 and 10 p.c.

Fruit Presses.
 Henis' per doz..... 4 00
 Enterprise, discount 10 p.c.
 Shepard's Queen City, dis. 15 p.c.

Fry Pans.
 Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
 Stanley's. dis. 50, 55 p. c.

Wire Gauges
 Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.
Window.
 United Inches—Box Price.

Star.
 Size Per Per Double
 up to 26 50 ft. 100 ft. 50 ft. 100 ft.

Diamond
 inches 1.40-1.45 2.15
 26 to 40 in 1.50-1.55 2.35

41 to 50
 51 to 60 3.40-3.50 5.45
 61 to 70 3.70-3.80 6.25
 71 to 80 4.00-4.10 7.20

81 to 85
 86 to 90 7.80
 91 to 95 8.75
 96 to 100 10.95
 101 to 105 13.75

106 to 110
 111 to 115 16.25
 116 to 120 22.00

Pilkington.

Ordinary
 1st break \$3 65
 2nd " 3 90
 3rd " 4 60
 4th " 4 95
 5th " 5 40
 6th " 5 90
 7th " 6 50

Picture Glass.

Pilkington's ordinary.
 1st break 4 30
 2nd " 4 70
 3rd " 5 40
 4th " 5 90
 5th " 6 50
 6th " 6 90
 7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Canadian, per lb..... 0 12½ 0 15

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p. c.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

American, per doz 0 50 0 80

Canadian per pair..... 0 18 0 25

Hangers.
Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.
Can., dis. 37½, 40 p.c.

Hinges.
Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 42 0 05
Screw and Strap, per lb.. 0 03½ 0 04½

Per doz. sets.
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs
Spring 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hoes.
Garden, Mortar, etc., discount 40 per
cent.
Planter's per doz 4 00 5 00

Hooks—Cast Iron
Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross.. 1 00 3 00
Chandelier, per doz 0 50 1 13

Wrought Iron.
Wrought Hooks and Staples, Can
dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver,

Red Cap,

Crown Brand,

Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.	Picture Nails.	Scale Beams.	Tape Lines.
Wire.	Porcelain Head, p. gross 1 65 3 00	Canadian, B. S. & M. dis. 40 per cent.	English, ass skin per doz. \$2 75 \$5 50
Hat and Coat, dis. 35, 40 p.c.	Brass Head, " 40 1 00	Scrapers.	English Pat. Leather 5 50 9 75
Belt, per 1,000, " 0 60 2 70	Planes.	Box, per doz. 2 10 4 50	Chesterman's, each 0 90 2 85
Screw, bright, Eng., dis. 40, 5, 45 per cent.	Wood, bench, Canadian dis. 60 per cent. Canadian, American dis. 45 to 50 per cent. American.	Foot, " 40 3 50	" steel, each. 0 80 8 00
Horse Nails.	Wood, fancy Canadian, or American dis. 35.	Screens.	Thermometers.
Canadian, dis. 50 and 10 to 60 and 5 per cent.	Bailey's (Stan R. & L. Co.) 35 to 37½ per cent.	Window, patent, per doz 6 00 7 50	Tin case & dairy, dis. 75 p.c.
Horse Shoes.	Miscellaneous, dis. 12½ to 15 per cent.	Screw Drivers.	Thimbles.
Per keg 3 60 3 75	Bailey's Victor, dis. 12½ to 15 per cent.	Sargent's, per doz 65 4 00	Asbestos, filled, per doz., dis 25 off
Ice Picks.	Plane Irons.	Screws.	Ties.
Star, per doz 3 00 3 25	English, per doz. 2 00 5 00	Wood, F. H. Iron, 77½ per cent. dis.	Cow, per doz 1 25 2 50
Kettles.	Pliers and Nippers.	" R. H. " 72½ " " "	Tinner's Shears and Snips
Brass spun, per lb 7½ per cent. dis. off new list.	Button's Genuine, per doz. prs. dis 37½, 40 p.c.	" F. H. Brass 75 " " "	P.S. & W., 10 p.c. advance on American list.
Copper, " .. 0 40 0 45	Button's Imitation, per doz. 7 40 10 25	" R. H. " 70 " " "	Tinware.
Enamelled Can. 50 p.c.	German, per doz 60 2 60	Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.	Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
American, 50 and 10, 60.	Plumbs and Levels	Bench, wood, per doz. 3 25 4 00	Japanned, Prices on application
Keys.	S. R. & L. Co., dis. 65 p.c.	Bench iron per doz. 4 25 5 75	Pieced, " " " "
Lock, Can, dis 50 p.c.	Poppers.	Scythes	Transom Lifters
Cabinet, Trunk, and Pad- lock, Am. per gross. 1 60 4 75	Corn, square, per doz. 1 35 2 00	Discount 40 per cent.	Payson's, dis. 25 per cent.
Knobs.	Pruning Shears.	Scythe Snaths.	Traps.
Door, japanned, and N.P., Can. list dis. 50 p.c.	Per doz. 4 00 5 50	Canadian, dis. 37½ to 40 p.c.	Game, Newhouse, dis. 17½, 20 per cent
Bronze, Berlin, per doz .. 2 75 3 25	Pulleys.	Shears.	Game, H. & N., or P.S. & W., discount 57½ to 62½ p.c.
Bronze, Gem, " 6 00 9 00	Hothouse, per doz. 55 1 00	B. & W., japanned, dis. 75 per cent.	Mouse, per doz. 0 35 1 50
Lava, " 8 75 10 00	Axle, " doz. 22 33	B. & W. N.P., dis. 65 p.c.	Rat " 2 00 4 50
Shutter, porcelain, F. & L screw, per gross. \$1 30 4 00	Screw 27 1 00	Seymour's dis. 60 p.c.	Trowels.
Ladles.	Awning 35 2 50	Etna, dis. 75 @ to 75 and 10 per cent.	Disston's, discount 10 p.c.
Melting, per doz. 1 70 4 50	Pumps.	Heinish 60 per cent.	German, per doz 4 75 9 00
Lemon Squeezers.	Rumsey or Canadian Cistern & Pitcher Spout, 60 to 65 p.c.	Sheaves	Brade's " 00 10 50
Porcelain lined, per doz 2 20 5 60	Punches.	Sliding Door, per set ... 77 1 40	S. & D., discount 55 p.c.
Galvanized, " 1 87 3 85	Saddler's, per doz. 1 00 1 85	Shot.	Triers.
King, wood, " 2 75 2 90	Conductors, " 9 00 15 00	Canadian, dis. 7½ per cent.	Butter, per doz 6 25 9 00
" glass " 4 00 4 50	Tinner's solid, per set. 72	Shovels and Spades	Twines.
All glass, " 1 20 1 30	hollow, per inch 1 00	Canadian, dis. 37½ per cent.	Bag, per lb 0 12½ 0 20
Lines.	Putty.	Sieves.	Wrapp'g, mott'd, pr. pack. 0 50 0 60
Fish, per gross 1 05 2 50	Bladder, per 100 lbs 2 00 2 25	Wood Rim, black, p. doz 1 15 1 35	" cotton, per lb .. 0 18 0 20
Chalk, " 1 90 7 40	Tins, lbs 2 50 2 75	" tinned, " 1 35 1 60	Mattress, per lb 0 33 0 45
Locks—Door.	Rail.	Tin Rim, " 2 30 2 45	Staging " 0 27 0 35
Canadian, dis. per cent. 50	Sliding Door, " 3½ 3½	" black, " 1 80 2 25	Broom " 0 30 0 55
Russell & Erwin, per doz 2 90 7 50	Rakes.	Snap.	Binding, flax, per lb "
Eagle, dis. per cent, 30 per cent.	Cast Steel and Malleable, Canadian list dis. 40 per cent.	Harness, German, p. gro. 2 00 5 50	" jute " "
Padlock.	Baker's, per doz 7 50 11 00	Acme, " 3 00 5 00	" Blue ribbon "
English and Am. per doz 5 00 6 00	Wade & Butcher's " 3 60 10 00	Lock, Andrew's " 4 50 11 50	" Red cap 0 14
Scandinavian, " 1 00 2 40	Razor Strops.	Soap	" Crown 0 12
Eagle, dis. per cent, 15 to 17½ per cent	Carrier's, per doz 1 25 3 60	Sapolia ½ gross boxes 3 25	" Silver Composite 0 09
Mallets.	Rivets and Burrs.	½ and ½ gross boxes per gross net cash 12 00	Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.
Tinsmiths', per doz 1 25 1 50	Copper Rivets, dis. 45 per cent. dis Iron " 40 to 45 per cent.	Soldering Irons.	Vises.
Carp'trs', hickory " 1 25 3 75	Burrs, Iron, 30, 33½ per c.	Per lb. 0 28 0 30	Hand, per doz 4 00 6 00
Lignum Vitæ, " 3 85 5 00	Rivet Sets.	Wrought Spikes.	Bench, parallel, each 2 00 4 50½
Caulking, each 1 60 2 00	Canadian, dis. 30, 35 per c.	Discount, 15 to 20 per cent.	Coach, each 6 00 7 00
Mattocks.	Rope.	Spoke Shaves.	Peter Wright's, per lb 0 12 0 13
Canadian, per doz 8 50 10 00	Sisal, per lb 10 11½ smaller than Manilla, " 13½ 14½ 7-16, 3c. extra.	Wood, English 1 80 5 00	Pipe, each 5 50 9 00
Meat Gutter	Cotton, " 22 25	Iron, American 1 35 2 35	Saw, per doz. 6 50 13 00
Enterprise, dis. per cent 20 25	Russia Deep Sea, per lb. 13½ 16	Spoons and Forks.	Washer Cutters.
Canadian, 37½ to 40 per cent.	Jute 08 08½	Tea Spoons, per gross 7 50 12 00	Per doz 4 00 8 50
Dixon's, each 1 60 2 00	Rules.	Dessert " 21 00	Well Wheels.
Woodruff's " 1 10 1 70	Boxwood, dis. 75 & 10 to 80 p.c.	Table " 30 00 30 00	Amer. per doz. 8, 10 & 12 in. 3 38 6 00
Hale's, " 1 05 1 50	Ivory, dis 37½ to 40 per cent	Dessert Forks, " 24 00	Wire.
Hume, " 13 00 16 00	Sad Irons.	Medium " 27 00	Plain iron and steel—Bright, annealed, coppered, coppered spring and galvanized, 7½ p.c. dis. f.o.b. Mont- real, f.o.b. (Hamilton and Toronto) 10c. per 100 lbs. net added for freights, f.o.b. London 14c. added.
Mincing Knives.	Mrs. Potts, per set 0 85 0 90	Table " 36 00	Tinned, net list: brass and copper 7½ p.c. dis.
American, per doz. 42 2 35	N. P. 1 15 1 20	Squares.	Market, tinned per lb 0 04½ 0 08
Molasses Gates.	Sad Heaters.	Iron, per doz 1 65 2 90	Tinned Broom, from 19 to 22 gauge, per lb. 0 06½ 0 06½
Stebbin's Patent, dis. per cent, 65 to 70 per cent	Dome, Shepard's, per doz 4 75 5 00	Steel, dis. 75 p.c. to 75 and 10 p.c.	Malin's Wire on spools, 30 to 45 per cent dis.
Nails.	Sand and Emery Paper.	Try and bevel, dis. 50 to 52½ percent	Clothes Line, galv., p. 100ft 0 25 0 55
Cut, 3 in. and upwards, per keg base, price 2 30	Emery, per quire 55 90	Staples.	Fencing Wire.
Brads & Moulding Nails, 70 to 70 and 10 per cent.	Sash Cord.	Fence, galvanized, per lb 4½ 4½	" Lock Barb, 4 point 0 04½ 0 05
Wire Nails, 70 to 70 and 10 per cent.	Per lb 22 50	Wrought Iron, dis. 75, 75 and 10 per cent.	Ditto Glidden 3 point 0 04½ 0 05
Nail Pullers.	Sash Locks.	Stocks and Dies, Amer. dis. 25 per cent.	Galv. Steel, plain twist .. 0 04½ 0 05
German & American 1 85 3 50	Triumph and Morris, dis 37½, 40 per cent.	Stone.	Galvanized Barb, "Ly- man," 2 to 4 points. 0 04½ 0 05
Nail Sets.	Kempshell's dis. 45, 50 p.c.	Washita, per lb 0 15 50	Staples 0 04½
Square, round and octa- gon 3 38 4 00	Canadian, dis. 45, 50 p.c.	Hindostan, per lb. 0 06	Terms, 60 days or 2 per cent off for cash—10 days.
Diamond 12 00 15 00	Sash Weights.	Labrador, per lb 0 13	Wire Cloth.
Oil.	Sectional, per lb. 2½ 3 00	" Axe, " 0 15	Ordinary, discount 25 p.c.
Canada Refined Oil (Toronto) 15½ 16	Sausage Stuffers.	Turkey " 0 50	Painted Screen, p. 100 sq ft 00 2 25
Carbon Safety " 0 18 0 18	Saws.	Water-of-Ayr " 0 10	Wrenches.
Canada W.W. " 0 20 0 20	Hand, Disston's, dis 10 p.c.	Scythe, per gross 3 50 5 00	Agricultural, 65 to 70 p.c.
American W.W. " 0 25 0 25	S. & D., dis. 35 to 40 per cent.	Grind, per ton 15 00 18 00	Standard, dis. 60, 60 & 10 p.c.
S. R. Seal per gal 0 63 0 65	Cross-Cut, Disston's, per ft. 35 to 55.	Tacks, Brads, etc.	Coe's Gen'l, dis. 32½ p.c.
Oilers.	S. & D. dis. 30 to 35 per cent.	The following are for ordinary-sized lots; in quantities an extra 30 p.c.	Diamond, dis. 33½, 35 p.c.
McClary's Galvan. Iron	Hack, complete, each. 1 75 2 75	Cut, Carpet, gimp, blued, dis. 35 p.c.	Tower's Engineer, each 2 00 3 00
Oil Can, with Pump,	" frames only 75	tinned, dis. 45 p.c.	" S., per doz. 5 80 7 50
per doz 19 50	Saw Sets.	Swedes' iron, blued or tinned, dis. 42½ p.c.	G. & K.'s Pipe " 6 00
Zinc and Tin, dis. 50, 50 and 10.	Per doz. 1 65 9 00	Upholsterers' dis. 42½ p.c.	Burrell's " each 3 40
Copper, per doz 1 25 3 50	Scales.	Copper Tacks and Nails, dis. 35 p.c.	Pocket, per doz 1 25 2 00
Brass, " 1 50 3 50	Canadian List, dis. 40 p.c.	Trunk and Clout Nails, " 40 p.c.	
Malleable, dis. 25 per ct.		Patent Brads, dis. 40 p.c.	
Pails.		Finishing Nails, dis. 35 p.c.	
Galvanized, per doz. 2 25 3 25		Cigar Box Nails, dis. 35 p.c.	
Pencils.		Shoe Finders' Tacks & Nails, dis. 25 p.c.	
Dixon's, per gross 1 00 4 25			
" Carpenter. 2 25 3 60			
Picks			
per doz 6 00 9 00			

HARDWARE.

CINCINNATI BELL FOUNDRY CO.
 SUCCESSORS IN BLYMYER BELLS TO THE
BLYMYER MANUFACTURING CO.
 CATALOGUE WITH 2200 TESTIMONIALS.
BELLS CHURCH SCHOOL FIRE ALARM
 No Duty on Church Bells. Please mention this paper

TRAVELLERS
 SHOULD SEND 25C. FOR
"DRUM TAPS"
 The Experience of a Hard-
 ware Traveller,
 RECENTLY PUBLISHED IN
HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.



ENGRAVING
 FOR ALL
 ILLUSTRATIVE
 AND
 ADVERTISING
 PURPOSES

J. L. JONES,
 WOOD ENGRAVER,
 8½, 10 & 12, KING ST. EAST,
 TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

TRADE MARK FOR



HOLLOW WARE.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING Co.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

T WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

ASK FOR and see that you get
"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, **LIGHT, HANDY, DURABLE** Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask

your dealer for it and take no other. The name of "TARBOX" cast on every mop.

Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

TARBOX BROS.,

73 Adelaide Street West, Toronto

Sole Manufacturers.

THE A. G. PEUCHEN CO.,

ARE NOW MAKING

100 TONS

OF

Pure Paris Green

ALSO MAKING

300 bbls. of PAINT OIL.

See our New Catalogue containing 32 pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

THE A. G. PEUCHEN CO., Ltd.,

Manufacturers Paints and Varnishes,
 TORONTO.

Do you own a Horse worth \$25.00 ?

If so, send for descriptive circular of Kasper's Oat Cleaner.

Manufactured by H. R. IVES & CO., - MONTREAL, P. Q.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require
to be fastened to couplings, or by other clumsy device to prevent coming
loose from the hose. Ours may be cut at any point. Wire applied to any
Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured.
Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE
SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mack-
intosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

Copper Wire ! Brass Wire !

Copper guaranteed to be pure Lake Copper of the highest conductivity. Carefully drawn to
decimal gauges, equal in quality and finish to anything imported. Also

TINNED COPPER WIRE, MERCHANTS' COPPER WIRE,
ALL GAUGES BRASS WIRE.

Made from High or Low Brass for Springs and other purposes, timed if required.

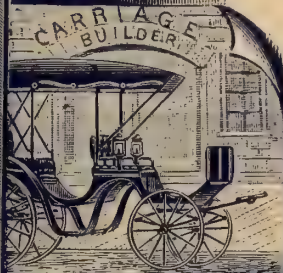
Prices guaranteed lower than can be imported. Capacity 10 tons per day.

DOMINION WIRE MANUFACTURING CO'Y.

JUNE 6, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

ICE CREAM FREEZERS

Hardware Trade.

Write for Prices.

RICE, LEWIS & SON, LIMITED,

General **HARDWARE** Merchants.

KING ST. EAST,

-

TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada



-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, JUNE 6, 1891

No. 23

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
(LIMITED.)

Printers and Publishers.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

SPECULATION IN WARRANTS.

This is a subject of great interest just at present, and the general opinion is that, although it induced some buying in a regular way at the commencement of the squeeze, its continuation is the reverse of beneficial. Recent cables do not give indications of any abatement to the stringency of the speculative branch of the iron market. In fact, it appears evident that the London clique, who control all the prompt delivery stock, intend forcing matters for all they are worth, for the quotation has been advancing and in a way that one can't help noticing. First, it went up to 54s., then 54s. 5d., and finally, on Friday, the cable quoted it as high as 58s. 6d., an unprecedented figure, and although they have since gone back to 56s. 8d., even that price is remarkably high. Against these high values for warrants, there is no corresponding rise or improvement in the regular market to warrant any such figures, for, while the first effect of the gamble in warrants was to stimulate business, it is now generally admitted that legitimate trade has rather suffered by the speculative operations, and they have unsettled the regular market as they always do. While the former has fluctuated to a marked degree, the regular market for Scotch makers, iron is firm although trade is small. It is for this reason that unbelievers shake their heads when warrants are under consideration, and say they would sell right away rather than hold. There is reason for their arguments, for with no natural conditions to in-

duce such a rise, the matter resolves itself into a question of how long the clique can induce the public to believe in these high prices. For, if precedent goes for anything there is always a certain notch where the down grade is reached when there is no natural stiffener to fall back upon. In the present case there is none in the regular market, and there is nothing to warrant the assumption that prices on makers' brands will go any higher if they do change at all.

THE NAIL MARKET.

The actual position of the market in Montreal, the source of supply, continues almost as much of a mystery as ever. In fact the question of prices would be a first-class subject for a fake guessing competition, in which some of the big dailies delight just at present. That the majority of guessers would be wide of the mark is a moral, for the only parties who can state to a certainty what prices are, are the actual buyer and seller in a particular transaction. It is evident, however, that some of the makers have got tired of the fight, for it is now known on pretty good authority that two firms at least will not do business inside of \$2.00, while they quote a range as high as \$2.20. But the difficulty is, there are others, and no one will undertake to say what their figures are. This is natural, for, if report speaks true, they vary as frequently and as often as the weather-vane on a church steeple. Therefore, matters have not mended to any great extent yet, and it is safe to assert that the market is still in a state of friction. For, although, as a leading maker said the other day, some won't cut, others can't be spoken for; and while this condition prevails, buyers will stick out for tempting offers. That this interferes with the natural course of trade cannot be doubted; in fact, as a well-known broker said the other day, "Nails are a mys-

tery yet, and I don't want to touch them." He has an order for a thousand kegs, the stipulation being that the order should be filled inside of \$2. One of the makers referred to above as holding out refused it, and he replied to the effect that, although it was possible some makers might do better than \$2 in the country for a customer they wanted to keep, on the open market in Montreal the order could not be filled. This, in brief, is exactly the position of affairs at the moment, the only people who can do business, understanding exactly what their position is, being the makers themselves, and they are the ones who are doing the most of it. That is, some of them are doing their own peddling. How long is it going to last? is a question. The one who can figure out the exact period is in a position to make something for a rainy day. Nails are a considerable distance from \$2.35 to \$2.40 yet, and it is natural to suppose, if all sores are healed, that some people will want to recoup themselves—that is, if nail makers are like other human beings.

THE WHITE LEAD SITUATION.

The United States White Lead Trust has a price for the Canadian market that is as firmly held down below the cost of profitable production as the home-market price of the same trust is firmly held above it. United States white lead is quoted to lay down here in car-loads, minus the duty, at \$3.70, spot cash. The Canadian Government justly requires that the duty of 5 per cent. be calculated, not on the price quoted here but upon that quoted to the United States trade, that is upon \$6.50, which makes the total cost laid down here \$4.02½. The opening into this market is regarded as a sort of safety-valve by the United States producers, who, like the Canadian, have an aggregate capacity considerably above the strength of the home

demand. They are willing to lose a part of the value on what they can flush into this market, rather than lose the whole value through want of buyers for it. The Trust has consequently been selling at a price much below that quoted by Canadian grinders, and a considerable quantity of United States stock has been sold here the past six months.

The English price of pig lead is ruling easier to day, and English manufacturers of white lead who have a trade in Canada have been making efforts to meet the unfair United States competition, but so far without success. A more nearly equal competitor has been brought on the scene from another source of production. It is a brand of German lead made by a cheaper process. Some trade has been done in it recently, but its introduction further demoralizes rather than improves the situation.

When good value is wanted stock that is ground from English dry lead is what is bought. The test of excellence is specific gravity, and nothing stands that test like the English lead. It gives smaller bulk for the same weight than any other class. A good painter always buys according to the comparative smallness of volume of any given weight. The less the volume the less is the absorption of oil, and the less like an emulsion is the manufactured article.

SOME CIRCULAR PRICES OF OILS AND TURPENTINE.

The trade ought to be on its guard against certain cards and circulars that are being sent out by some small oil and turpentine jobbers, who take this means of quoting misleading prices. The trader ought to look very carefully into the conditions that adhere to these quotations before he makes up his mind that they are advantageous to him. In the first place, they are nett cash in 30 days. In the second place, the goods have to be taken by the dealer upon the basis of the original weight or gauge at the point of shipment. These two drawbacks count for a good deal. The first of them has to be weighed against the terms of the large jobber who sells on a four months' basis and who gives a cash discount for ready money. These advantages are involved in all legitimate quotations, and the dealer loses sight of them because they are not overtly specified, as he loses sight of the covert disadvantages of the small jobbers' circular quotations. But the second fault with these circular quotations requires probably more allowance than the first. The requirement that the oils and turpentines shall be paid for on the basis of weight or quantity originally shipped is not one that reasoning traders will be apt to assent to. The reduction by leakage in the volume of turpentine shipped from southern states, or in the weight of oils shipped from English ports is always an appreciable proportion of the whole, and is

often a very considerable one. Surely the practice of legitimate jobbers of selling according to the weight or measure actually dealt out in their own warehouses is a safer one. It also is involved in their quotations, and ought to be considered in a comparison of circular with standard quotations.

STOCKING AHEAD.

The reference made last week to stocking ahead in nails was not in approval of the habit of speculative buying. That is rather a pernicious habit. Little ultimate good comes of it to anybody. What was said was by way of pointing out to traders who foresaw an assured demand that the present was a good time to lay in their stocks. The chance of selling any line should be as certain as the chance of buying before any step is taken to stock up much in advance of strictly present needs. Pay-day comes just as soon for large lots, bought with an eye to speculative disposal, as it does for small ones which are measured by the time allowed for payment and probable chances of selling them within that time in the way of regular trade.

SAMPLES OF SOME GOODS WE IMPORT.

A representative of HARDWARE spent an hour the other morning very agreeably with Mr. H. Walter Dorken, in one of the sample-rooms of the Queen's Hotel in this city. The contents of Mr. Dorken's cases were laid out on the ledges and tables in attractive order, and the occasion permitted a survey of them that the well-known reputation of their various manufacturers had predisposed the visitor to seek. There are few travelers whose sample-cases contain types of such an assemblage of great manufactories as do Mr. Dorken's. He represents a large number of the best known European, British and United States houses engaged in the production of goods sold by hardware dealers.

The wares of Henry Boker, Remscheid, Germany, whose representative in this country Mr. Dorken is, were illustrated very liberally by specimen pieces. This house has a world-wide reputation for the excellence of its general hardware lines—its bits, pliers, chains, bright wire goods, compasses, callipers, chair-nails, call-bells, etc. Henry Boker's wire-fencing pliers have been making rapid progress in Canadian favor, despite the difficulties put in their way by manufacturers of cheap and worthless cast-iron pliers, whose goods made dealers and workmen mistrustful of all pliers. To overcome this difficulty Henry Boker had to label his pliers, whereby they became distinguished from similarly constructed goods in hardware stocks. They soon distinguished themselves from such goods in service, and have now a hold upon the trade that would be hard to shake off.

An important line carried by Mr. Dorken is the cutlery manufactured by H. Boker & Co., Solingen, Germany. The famous razors made

by this firm are deserving of more than passing notice. They command a very wide sale, their established name giving them a prestige that makes them easy selling stock in any part of the world. The other cutlery goods such as scissors, shears and pen knives manufactured by the same house are also well known.

The butcher cutlery of John Wilson, Sheffield, England, is a line of goods long and widely renowned among hardware dealers. Butchers' knives for sticking skinning, slicing, and boning, and butchers' steels, in every variety of form and size, shoe knives, farriers' knives, etc., exemplify in Mr. Dorken's samples the cutlery manufactured by this old house, which has been in existence 140 years. These goods have the true metal in them, as goods should have that are made in the greatest butchery cutlery house in the world.

Mr. Dorken also carries two lines of white wear which he introduced into this country three years ago. They have gained ground here quite remarkably lately, though their progress was hindered by a lower grade of United States goods that were kept on this market for a time simply by cheaper prices. The real worth of Mr. Dorken's wares soon asserted itself and now they are in demand with a strong preference in their favor as against the United States goods. One of the largest distributors of these white wear goods is Thomas Davidson & Co., Montreal and Toronto.

A "GIGANTIC GAMBLE" IN IRON WARRANTS.

If it be true that persistent clamor has killed the so-called Pig Iron Warrants Bill, for some time past pending in the British Parliament, more's the pity for legitimate trade. The Iron and Steel Trades Journal, of London, in its summary of the British iron markets, notes the fact that the improvement in pig iron warrants is entirely owing to speculative business, and that operators in London have succeeded in "cornering" the Glasgow market. One member of the Glasgow pig iron "ring" has gone to the wall, and this gives color to the reports current.

The London Economist characterizes the proceeding in the Scotch pig iron market as a "gigantic gamble," and says:

"The fight has altogether disorganized legitimate business. Buyers, well aware that the market is in the hands of a body of rampant speculators, are properly keeping aloof, and as long as the game goes on upon present lines are likely to continue doing so. No one can say, however, that the uncertainties which these periodical gambles introduce into the market can benefit trade; instead, they have a most unsettling and injurious effect on the legitimate consumer of iron. Hundreds of thousands of tons of Scotch iron have changed hands on the Glasgow market since the 1st of the month, and the apparent value has risen from about 45s. to 49s., and has fallen again to near 47s. Yet it is questionable if one single ton has been advised for legitimate consumption. At this moment the market is entirely in the hands of professional speculators, who have no lot or part with trade proper."

This is the kind of feast to which American iron makers are invited by the schemers who are attempting, under various pleas, to establish the warrant system in the United States. It deserves only to fail.—Iron Trade Review.

FRIENDS OF EARLY CLOSING.

The following resolution re early closing has been passed by Capital Assembly, of Knights of Labor, Ottawa:—Resolved, that each member of this assembly use his influence within the sphere of his own family to prevent the purchase of goods in any line later than 6 o'clock p.m., in order to assist dealers and clerks engaged in the retail trade to obtain such reasonable reform in the hours of daily labor as has been happily secured to the majority of working people in this and other Canadian cities; that the co-operation of the general public is hereby solicited in the matter, and that a copy of this resolution be sent to all trades unions of the city, asking their individual and united aid within the sphere of their influence in securing the early closing of shops.

A RICH PLATINUM MINE.

For some time past there has been a quiet movement in some circles to have organized an extensive mining company for the purpose of working a rich deposit of platinum which exists in the upper country. The matter has now been brought to a head, and by a recent train Mr. W. T. Thompson left for the interior to commence active operations for the summer. In an interview a World reporter had with him just before he left, the following particulars were given, and as the industry of platinum mining is a most important one Mr. Thompson's remarks will doubtless be read with much interest. It seems that for some years past there has been known to exist an extensive deposit of what mining men call "white iron." The location was some 12 miles above Granite Creek on the Tulameen river which, is a tributary to the Similkameen. Thirty years ago the deposit was first discovered, but for fully 24 years it was presumed to be worthless. Five years ago, however, the claim came into the hands of men who appreciated its value, and from that time out the product has been marketed by Supt J. Wilson, of the Canadian Pacific Telegraph Company, who is one of the owners of the claim. Thousands of dollars worth of this most valuable mineral has been sold, and the owners have just now completed arrangements where by the output will be increased very much, and a larger number of men employed. A joint stock company has been formed with a capital of \$60,000. These are the gentlemen connected with it: James Laidlaw, Alexander Ewan and Joseph Armstrong, New Westminster; James Wilson, Vancouver; Senator McInnes, Victoria, and Mr. W. T. Thompson, the last named being also managing director. In reply to inquiries Mr. Thompson said their was none of the stock of the company for sale, and that the owners of the property simply had the company incorporated in order to obtain the advantages which accrue to a company in preference to a private individual. "There

has been snow on the ground until very recently," said Mr. Thompson to The World, "but with the present fine weather it has all dissappeared, and we can now go to work. We will put on at once every man we can work on the claim. As to the output I cannot say. Like all other mines, the quantity will be uncertain, but the quality is, first class the ore containing 75 per cent of platinum and 5 per cent. of irridium, the latter selling at \$1,400 per lb., while the last quotation we had for platinum was a couple of shillings per lb. lower than for gold."

"How about transportation facilities," was asked.

Mr. Thompson replied: "We have 40 miles of wagon road, and then have to pack all our material on horseback. There is not so much difficulty in shipping our product out, but it is an expensive matter to bring in machinery and provisions in that way."

"Will the amount of ore taken from your claim compare favorably with the other platinum mines that are being worked in America and elsewhere," asked the reporter.

"From all we can learn," said Mr. Thompson, in reply, "our mine is turning out more metal than any other platinum mine in the world. It is a big statement to make, but I fully believe it is a fact, because I have looked carefully into the matter."—Vancouver World.

RUSHING IN THE TIN.

The increased duty on tin plate becomes effective July 1st, and thousands of tons of tin plates are now being imported from Swansea, Wales, and crowded into the warehouses in this country to escape payment of the higher rate of duty. Steamers have been added to the regular lines to carry the vast quantities of tin which are being offered for shipment to the United States. The bulk of the shipments go to Philadelphia. The present duty on tin and roofing plate is 1 per cent. per pound. Under the new tariff, effective July 1st, the duty will be 2 1/5 cents per pound, or 120 per cent. advance. The importations that have been landed at the American ports thus far this year equal the entire shipments for 1890, and many vessels are en route from Swansea to the United States, with the largest cargoes they have ever landed. The importers who have the money to buy up tin to store in warehouses will have the opportunity to withdraw the goods after July 1st at the old rate of duty, and it is figured that at least six months supply of tin will be in the dealers' hands at the old rate, while the consumer will be called upon to pay the advance of 120 per cent. This statement is only partly true. Jobbers of tin and terne plate are all at sea with reference to the future of the market. That some sort of a change will take effect early in July is generally expected, but what it will be even the jobbers have not the slightest idea. Stocks are heavy at the present time, principally owing to the fact that jobbers have made no special efforts to place orders, being willing to wait and see what July will bring forth. Tin plate will be decidedly an interesting article in the commercial world during the next few weeks.—Stoves and Hardware Reporter.

HOW THE BESSEMER PROCESS WAS DISCOVERED.

The following letter from Sir Henry Bessemer was read at the international meeting of the British Iron and Steel Institute and the American Institute of Mining Engineers, held at Pittsburgh in October, 1890, by Sir James Kitson, President of the British Institute:—

DENMARK HILL, September 10, 1890.

DEAR SIR JAMES KITSON,—It is with great pleasure that I accede to your request to furnish you with a brief outline of the circumstances which led to the invention of my steel process; the more so on account of the generous interest you have always taken in the invention, notwithstanding that it aims at the overthrow of the older methods of producing malleable iron, in the production of which you have obtained so distinguished a position.

At the time of the Crimean war I had invented a mode of firing elongated projectiles from a smooth-bore gun, the rotation necessary to insure their proper position during flight being obtained by utilizing a portion of the powder-gas to produce rotation by reaction, after the manner of producing rotation in turbines, and not by rifling the gun, consequently rendering all smooth-bore guns at once suitable for firing elongated shot or shell.

I, of course, offered this plan to our own government, but it was discarded without a trial.

A little after this period I happened to be on a visit for a week or two with Lord James Hay at the house of his daughter in Paris. During this visit our host gave a farewell dinner to General Hamlin and several other distinguished officers in the French army who were going out to the Crimea. Among the guests present on this occasion was Prince Napoleon, and, while taking a cigar in the library after dinner, the conversation turned naturally enough on artillery, and I then mentioned my system of firing elongated projectiles from smooth-bore guns. The Prince was so impressed with the importance of this idea that he said he was sure that his cousin, the Emperor, would be much pleased if I would explain my invention to him, and that he would get an appointment made with the Emperor for that purpose. This was done, and I had a long and most interesting discussion with His Majesty, whom I found most thoroughly conversant with the whole subject of artillery. His Majesty, in the kindest possible way, gave me carte blanche to make any experiments I desired at Vincennes.

A great many 30-pounder elongated projectiles were made, and were fired from a 4 1/4-inch, 12-pounder, smooth bore, cast iron gun at the Polygon at Vincennes. They were fired through a succession of thin wooden targets, placed 100 metres apart,

through all of which they cut irregular holes, thus showing that they went end on. A thin coat of black japan had been previously put on them, and when the shots were recovered from the bank into which they were lodged, the coat of japan was seen to be partially scraped off in spiral lines, caused by their passage through the wooden target. The angle of these scratches being carefully taken showed that from $1\frac{1}{2}$ to $2\frac{1}{4}$ rotations had taken place in the length of the gun.

After many hours' practice on a cold December day we retired to the officers' quarters in the old fortress of Vincennes, and while standing round a blazing wood fire, sipping some hot spiced wine, Commandant Minie (the inventor of the rifle) observed that, although the rotation of the shot was effected, unless we had something better to make our guns of such heavy elongated projectiles could not be used with safety.

This casual observation was the spark that has kindled one of the greatest industrial revolutions that the present century has to record; for during my solitary ride in a cab that night from Vincennes to Paris, I made up my mind to try what I could do to improve the quality of iron used in the manufacture of guns.

My knowledge of iron metallurgy was at this time very limited, but that was in one sense a great advantage to me, for I had very little to unlearn, and so could let my imagination have full scope.

After many months of trial and much building up and pulling down of reverberatory furnaces I cast a small model gun. The iron was very white, and in turning it little short, curly shavings were cut off. It was wonderfully tough for cast iron, but wonderfully brittle if it was to be classed as malleable iron.

The little model gun looked very beautiful when highly polished, and I took it over to Paris and begged the Emperor to accept it as the first fruits of my studies of the metallurgy of iron. He expressed himself much pleased with it, and complimented me on having achieved a step in the right direction, and with his own hands placed it in a bureau, saying, "Some day it may become an interesting relic."

About this period I began to fully appreciate the fact that if I could improve cast iron and render it malleable, and still retain its fluid state, that apart from its use for artillery it would be of greatest commercial value for all engineering purposes. I, therefore, pursued my experiments with greater ardor than ever, for I was convinced that I was on the eve of producing a quality of metal that would supersede wrought iron.

At this time I devoted myself exclusively to these investigations, which were very costly, and I became most anxious to obtain the opinion of some able engineer as to the value of my invention, lest I might be deceiving myself and living in a fool's paradise. I consequently consulted Mr. George Rennie,

the eminent civil engineer. I showed him a small upright, fixed, cylindrical converter, and in it we made a charge of 7 cwt. of Blaenavon pig iron into an ingot of malleable iron.

Mr. Rennie was in raptures with the result, and said, "You must not keep this light under a bushel for a single day longer, and, by-the-bye, there is a first-rate opportunity for you. The British Association meets at Cheltenham next Tuesday. Read a paper there by all means. I am President of the mechanical section. It is true all the papers are arranged, but if you will write a paper I will take the responsibility of putting it first on the list."

He kept his promise, and I read my paper "On the manufacture of malleable iron without fuel," and which appeared verbatim in next day's Times. The entire iron trade of the kingdom was startled by the facts detailed in this paper, backed as they were by two small bars of malleable iron, one of which had been piled and re-rolled. A few days later the ironmasters came trooping up to London to see the new process. There are many interesting incidents connected with these visits which I cannot trespass on your time to relate; but some idea of the excitement may be gathered from the fact that, notwithstanding the imperfect state of the process at that time, I was actually paid £27,000 for licences granted within one month of the reading of my paper at Cheltenham.

At many iron works the managers set to work to test the invention in the rudest possible manner with such means as they had at their disposal, all of which attempts were failures. In my experience I had used Blaenavon pig iron, which was successful, and at that time I had no idea that other brands of iron would fail in the manner they did.

No sooner were these failures known than an extraordinary revulsion of feeling was manifested; the most perfect distrust of the invention became universal; the public press, which had spoken of it in such glowing terms, now condemned it as impracticable, and spoke of it as "a brilliant meteor that had flitted across the metallurgical horizon, dazzling a few enthusiasts, and then vanishing forever in total darkness."

Prior to this invention pure malleable iron in a fluid state was wholly unknown; indeed, whole days of exposure to the most powerful furnaces then in use entirely failed to bring this material into a state of fusion, notwithstanding which I proposed to convert ordinary melted cast iron into this malleable fluid state, in quantities of five tons, at a single operation, in the short space of 15 minutes, by the mere chemical action of cold atmospheric air, and in entire absence of any fuel whatever, except that which existed in the form of carbon and silicon in the crude iron itself. It is not surprising, therefore, that the ironmasters, as well as the whole press,

joined in one general chorus of condemnation of what they then believed to be a perfect chimera which none but a wild enthusiast could have ever believed to be possible. I knew far otherwise, but it was no time to argue the question. Words would have been of no avail. So I set earnestly to work to try and master the difficulty that had so unexpectedly arisen. This was no easy task.

All the old investigations had to be gone over again. Experiments on a much larger scale, with larger and more powerful machinery, were found necessary, but the difficulties to be surmounted had reference more to chemical than mechanical questions. A laboratory was therefore fitted up, and I engaged the services of a professor of chemistry, at a high salary, to make an analysis of all the iron and other materials employed in our experiments, as well as a systematic analysis and classification of all results obtained.

The very large scale on which these operations were carried out involved a considerable outlay in various ways, but there was no slackening of exertion, no cessation of the severe mental and bodily labor. In this way another long and weary year had passed and but little progress had been made towards the removal of the difficulty; many new paths had been struck out, but they had led to no practical results. Several weeks were sometimes necessary to make and fit up the apparatus required to test each new theory as it was formulated, and it too often happened that the first hour's trial of the new scheme dashed all the high expectation that had been formed, and we had again to retrace our steps. Thus week after week went on amid a constant succession of newly-formed hopes and crushing defeats, varied with occasional evidences of improvement.

I, however, worked on steadily. Six more months of anxious toil had glided away, and things were much in the same state, except that many thousands of pounds had been uselessly expended, and I was much worn by hard work and mental anxiety. The large fortune that was almost within my grasp seemed now far off. My name as an engineer and inventor had suffered much by the defeat of my plans. Those who had most feared the change with which my invention had threatened their long-vested interests felt perfectly reassured, and could now safely sneer at my unavailing efforts, and, what was far worse, my best friends tried, first by gentle hints and then by stronger arguments, to make me desist from a pursuit that all the world had proclaimed to be utterly impossible. It was, indeed, a hard struggle, and I had well nigh learned to distrust myself, and was fain at times to surrender my own convictions to the mere opinions of others. Those most near and dear to me grieved over my obstinate persistence. But what else could I do? I had the most irrefragable evidence of the absolute truth and soundness of the principle on which my invention was

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.

based, and with this knowledge I could not persuade myself to fling away the promise of wealth and fame, and lose entirely the results of years of labor and mental anxiety, and at the same time confess myself beaten and defeated.

Happily for me the end was nigh, and in a few more months I had fully succeeded in producing steel worth from £50 to £60 per ton from charcoal pig iron which had cost me only £7 per ton, the conversion of the crude iron into steel being effected by simply forcing minute streams of cold atmospheric air upward through it for a space of 15 minutes!

Thus was the so-called fallacious dream of the enthusiast realized to its fullest extent, and it was now my turn to triumph over those who had so confidently predicted my failure. I could now see in my mind's eye at a glance the great iron industry of the world crumbling away under the irresistible force of the facts so recently elicited. In that one result the sentence had gone forth, and not all the talent accumulated during the last 150 years, of all the thousands whose ingenuity and skill had helped to build up the mighty fabric of the British iron trade—no, nor the millions that had been invested in carrying out the existing system of manufacture, with all its accompanying powerful resistance—could reverse that one great fact or stop the current that was destined to sweep away the old system of manufacturing wrought iron and establishing homogeneous steel as the material to be in future employed in the construction of our ships and our guns, our viaducts and bridges, our railroads and our locomotive engines, and the thousand and one things for which iron had

hitherto been used; and yet with all this newly-developed power I was paralysed for the moment in face of the stolid incredulity of all practical iron and steel manufacturers, which stood like the solid wall of a fortress, barring my way to the victory I had already won.

I announced the fact of my complete success to the world, and held in my hands the most undeniable proofs of the truth of my assertion, but no one would now believe it possible. They remembered but too well the great expectations that were excited two years previously by the first announcement of my invention at Cheltenham, and were not again to be disturbed by the cry of "wolf!"

Thus it happened that, after the hard battle I had fought for so many years, I found myself as far as ever from the fruits of my labor, for not a single ironmaster or steel manufacturer in Great Britain could be induced to adopt the process. Anxious to possess still further practical proofs of the value of my invention, I made a few hundredweight of steel bars at my experimental works in St. Pancras of all sizes and special qualities required in an engineer's workshop. These I took to the works of my friends, the Messrs. Galloway, engineers, of Manchester, and, unknown to any of their work-people, these bars were given out and employed for all the purposes for which steel had hitherto been used in their extensive business. So identical in all essential qualities was this steel with that usually employed by their workmen that during two months' trial of it not the slightest idea or suspicion that they were using steel made by a new process was ever entertained by them; in fact, they were accustomed to use steel of the best quality, costing £60 per ton, and they had no doubt whatever but that they were still doing so.

I may here remark that this tool steel was made from Swedish charcoal pig iron, costing, delivered in Sheffield, £7 per ton, and it was with this high class raw material that

our firm continued for about two years to manufacture tool steel for engineers, for which we obtained £44 per ton, and with which such firms as Sir William Fairbairn, Sir Joseph Whitworth, Messrs. Sharp, Stewart, etc., were regularly supplied up to the time when larger and more profitable work had made it not worth our while to continue the manufacture of tool steel.

Indeed, so satisfied were Messrs. William and John Galloway with the crucial test of our tool steel at their works that they entered into partnership as steel manufacturers with myself, my partner, Mr. Robert Longsdon, and my brother-in-law, Mr. Allen. We built a steel works in the town of Sheffield, determined to beard the lion in his den and to undersell the trade until we forced them in self-defence to take a license under my patents and carry on my process.

We soon got to work and dropped £10 per ton on railway tires, etc. This soon brought the trade to a proper frame of mind. Sir John Brown & Co. applied for a license. This was soon followed by Messrs. Charles Cammell & Co., and licenses were also granted to several ironmasters. Of course we thus created a strong rivalry with our own firm and forced our own prices down. This we were fully prepared for, as it left still a very large margin of profit.

Some idea may be formed of its importance as a manufacture, and how much the people of Sheffield have lost by their prejudice and incredulity, when I state the simple fact that, on expiration of the 14 years' term of partnership of our Sheffield firm, the works, which had been greatly increased from time to time entirely out of revenue, were sold by private contract for exactly 24 times the amount of the whole subscribed capital of the firm, notwithstanding that we had divided in profits during the partnership a sum equal to 57 times the gross capital, so that by the mere commercial working of the process, apart from the patent, each of the five partners retired after 14 years from the Sheffield works with 81 times the amount of his subscribed capital, or an average of nearly cent. per cent. every two months, a result probably unprecedented in the annals of commerce.

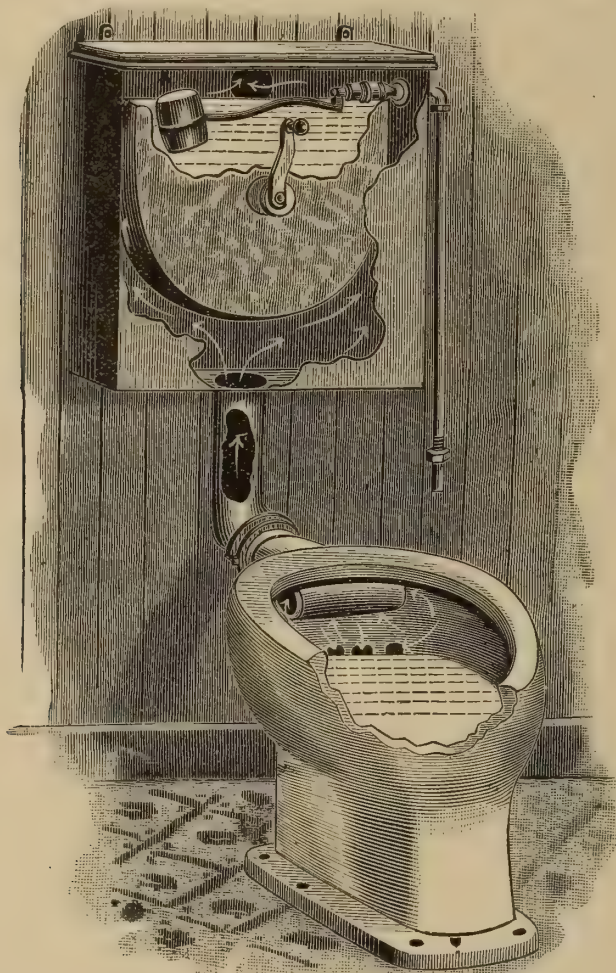
Yours faithfully,
HENRY BESSEMER.



NEW GOODS.

MALCOLM'S PATENT TANK AND CLOSET.

These closets are of different designs, of which this is one of the best. It is supplied with a 3-in. supply and after-flush chamber, and so constructed as to receive the entire contents of the tank in less than half the time required by the ordinary overhead tank,



at the same time securing a perfect wash to every part of the basin, and is comparatively noiseless. The tank is of the tip-over pattern, so constructed as to occupy very little space, and is placed immediately behind the closet thus doing away with the unsightly overhead tank and flush pipes and the noise in connection with same. The tilting part of the tank is operated on an axle that passes through the tank and is fastened at either side, and will always adjust itself. The ball-cock used is the Malcolm Patent Ball-cock with a brass pipe carried to the bottom of the tank, thus preventing any noise while filling. There are over 4000 of them now in use and they are giving the best satisfaction. Another good feature in this tap is the coupling on it inside the tank which enables the plumber to remove any lead cuttings without trouble. The large opening in the closet and 3-in. supply from tank in connection with a 3-in. ventilation-pipe carried from near the top of the outside tank forms a per-

fect local ventilation and is connected at a point where it is most effectual. Mr. W. E. Malcolm, 89 and 91 Church st., Toronto, is the sole manufacturer and proprietor.

CARMINETTE.

Walter H. Cottingham, 56 St. Peter street, Montreal, is the sole agent in this country for Carminette. This paint is manufactured by Mander Bros., at their color works in

Wolverhampton, England. It is an intensely strong carmine-vermilion pigment, possessing the body of vermilion and almost the beauty of carmine. It stands as well as vermilion under ordinary circumstances when covered with varnish, and has no tendency to blacken from exposure. It is in wide demand already by coach-painters, house-painters, japanners, and printing ink makers. It has already an immense sale from the Atlantic to the Pacific.

BUFFALO PUNCH SHEAR AND BAR CUTTER.

We take great pleasure in illustrating a combination tool recently brought out by the Buffalo Forge Co., Buffalo, N.Y. It is needless to say that it will be of extraordinary interest to all of our readers, some of them having enjoyed the benefits derived from the use of this machine. The above house have long been noted for their enterprise in producing the best and most improved labor-saving devices for the blacksmith trade. The word "Buffalo Forge" is familiar at least in every blacksmith's home throughout America, and in foreign countries too, where these machines are used. Seeking only for the best, and after years of costly experiments, the manufacturers have placed upon the market the combination tool, illustrated herewith. The Buffalo Punch Shear and Bar Cutter is a machine which permits the operator to work it either as a punch, shear, or bar cutter without a helper. Furthermore no adjusting is required in changing the work, as the tool can be put to any of its uses at any time. Special claims are made for the items of power, durability and compactness. Three years of continuous service in the most trying work before placing it upon the market, assured the manufacturers that the machine could not be bettered. In this time defects would have appeared, if such existed.

This tool is made in four sizes. No. 1 will shear $\frac{1}{4}$ -inch strap iron $1\frac{1}{2}$ inches wide; will punch $\frac{1}{8}$ -inch hole in $\frac{1}{2}$ -inch iron and



BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price - lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for
lime kilns, furnace linings, smelting furnaces,
cupolas, and general foundry purposes.
Write for prices and mention **HARDWARE**.

The Colman Hamilton Co., Ltd.

Livingston's Building,

Telephone 1998. 34 Yonge Street.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS,

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

CARMINETTE

IS THE REGISTERED NAME OF THE

GREAT ENGLISH COLOR

MADE BY

Mander Bros., London

Represented solely in Canada by

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,



Order a Sample Lot

—OF—

WROUGHT STEEL SINKS

Painted almost as cheap.

Galvanized much cheaper than common
cast iron.

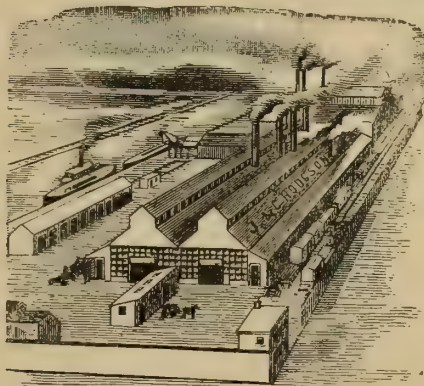
Trade list and discounts on appli-
cation.

Keith & Fitzsimons, Toronto.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROUGHT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**
Our name is stamped on every pipe. 74 York St., Toronto.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam, ELECTRIC Hydraulic and

for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

STEEL WIRE CHAIN.

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel
wire. Actual tests show three times the strength of ordinary welded chain.

We are now making six sizes, viz., 0000, 000, 00, 0, 1 and 2. Send for samples and prices.

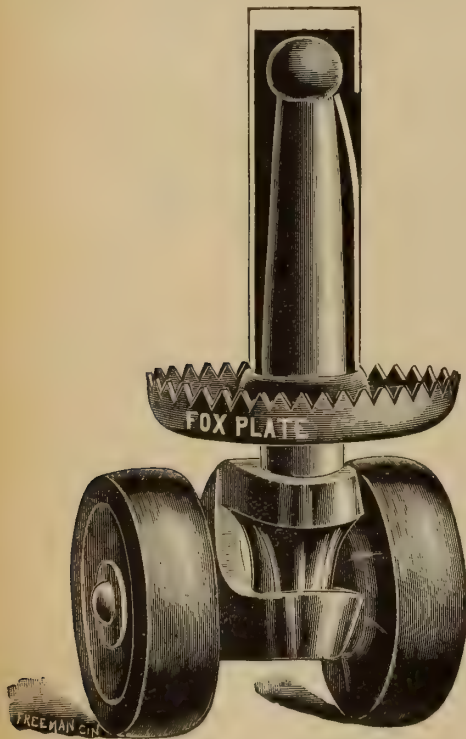
B. GREENING WIRE CO. Ltd., Hamilton, Ont.

cut off $\frac{3}{8}$. No. 4, the largest size, will shear $\frac{3}{8}$ -inch strap iron 3 inches wide; will punch $\frac{1}{2}$ -inch hole in $\frac{1}{2}$ -inch iron, will cut off $1\frac{1}{4}$ inches. The intermediate sizes, of course, are designed for the work between the above two capacities. All parts of the machine are made to a standard size, and so well fitted that when put together the result is a perfect machine; all parts are interchangeable, and if ever requiring, repairs may be easily furnished which will fit.

The unique mechanism of this machine consists in a combination of levers, so arranged that the cutting is done from the bottom. This feature enables one man to do more work than two men could with any other old style down-cut machine where the pressure comes against a dead weight.

GWINNER'S PATENT COMMON SENSE FOX STEM CASTER.

The Caster consists of three pieces, two floor wheels and an axle. The stem is pivoted by ball and socket in the foot step, bearing in the front of the housing (or frame), and is held in place by a yoke or keeper surrounding a journal on the stem, which has a hook extending backward and passing under the axle and holding it in place, but allowing it to rotate and oscillate



in the socket. The weight always being on the foot-step bearing, prevents it from rattling as is common with some casters. The stem of this caster is made of gray iron. The other parts are of malleable iron. The wheels are either gray iron or lignum vitae. The socket is made of steel, and is driven in place at the factory. The track plate acts as a protection for the foot of the furniture in moving or shipping. The stem of the caster is held in place by the spring in the socket, and can easily be attached or detached.

A WORKMAN FALLS THROUGH AN ELEVATOR.

Between 7 and 8 o'clock on Saturday morning an accident happened at Gartshore's foundry, Hamilton, whereby one of the workmen, Mr. George Bolton (who lives on Cannon street east), had a narrow escape from being killed. Bolton, it seems, is the furnace man, and went up the elevator with his loaded car for the purpose of charging the cupola. Thinking the elevator was in its place when prepared to return, he pushed the car ahead of him, but the elevator had been shifted and Bolton and his car were precipitated to the ground below. He had his left hip broken and was otherwise injured. The ambulance was at once telephoned for and in it he was conveyed to the City Hospital, where he now lies. Dr. Olmstead says that the man is doing nicely.

OTTAWA NEWS.

OTTAWA, June 4.

Mr. Adam Brown, honorary commissioner for the Jamaica Exhibition, accompanied by Messrs. McKay and Ryckman, M.P.'s, had an interview with Hon. Mr. Bowell in reference to the duty on a certain quality of steel used in the manufacture of safes. Mr. Brown says this class of steel is not manufactured in Canada, and if the safemakers can only get it in free they will be able to compete on equal terms in the markets of the West Indies with safe manufacturers of the United States.

Mr. George Hope, of A. Hope & Co., Hamilton, accompanied by Messrs. McKay and Ryckman, waited upon the Minister of Customs recently and advocated a change of the duties on certain classes of hardware. Hon. Mr. Bowell promised the matter every consideration.

In the House of Commons Mr. Bowell, in response to a question put by Mr. Somerville, said that the Polson Iron Works Company had not been permitted to import free of duty steel plates and other materials for the new vessel they are building for the fishery protection service other than such articles as were allowed free entry by the tariff.

A NICKEL STEEL COMPANY.

Notice of application for a charter for a company to be known as "The Nickel Steel Company of Ontario" has appeared in the Ontario Gazette. Among the incorporators is Jacob Reese, Philadelphia, Pa., the inventor and patentee of the Basic process of manufacturing steel, who has agreed to take the superintendence of the works of the company. They propose to erect nickel and iron smelters at a point on the north shore of Lake Huron where two town sites have been secured. Near one of these natural gas has been struck and at the other there is practically unlimited water power. One of these

places will be called Tonti, after the man with the iron hand, the companion of La Salle in the early exploration of this country and the founder of the settlement which has become known as Chicago. The company asks for power to construct all sorts of smelting works, factories, mills, hotels, dwelling houses and warehouses and to construct all works required by a well organized town, the working of artesian, natural gas and petroleum wells, to establish dock yards, and to engage in general forwarding trade. The company will be controlled by Canadians, several Torontonians being interested in it. This is the first nickel steel company organized to develop the mineral resources of Eastern Algoma, and its progress will be watched with much interest.

AN IRON FOUNDRY STARTED.

Most of Calgary's industries are yet in their incipient stage, but they are all flourishing and growing in importance as the town increases, and their number is being continually added to. A most important one has just been started—an iron foundry—owned and conducted by Mr. G. D. Hamilton. It is as yet on a modest scale, but there is no doubt that before long it will take its place among the foremost manufacturing industries in the North-west. Recently the first castings made (the first in Calgary) to show the kind of work that could be done were exhibited. Several sash weights, six and eight pounds, some $2\frac{1}{2}$ pound sledge hammers, a number of washers and other articles were turned out, and proved to be superior articles. The Sheep Creek coal, Mr. Hamilton says, does not work very well, containing too much gas for smelting purposes. The Canmore coal, it is thought, will answer better, and the anthracite will also be tested. A few orders were filled from an output, and in a day or so the foundry will be in a position to fill all orders. A number have already been received, and will be attended to at once. Mr. W. Bunce is the melter, and Mr. M. Harper the moulder for the business. A couple of the samples of work done are at the Tribune office, Calgary, Manitoba.

"I have just been up in Vermont," said a Treasury Department clerk to a Washington Post reporter. "The natives have lost none of their cuteness. The town where I was stopping has about 4,500 inhabitants. One of the selectmen runs a hardware store, and last summer his dog was bitten by a neighbor's dog. It was a small enough matter, but see what happened. First he had the neighbor's dog killed; then he raised the cry that the dog had been mad and had bitten other dogs. The selectmen met and ordered that every dog should be muzzled for forty days, and the thrifty Hardwareman then sold nearly 500 muzzles at \$1 apiece. Staid old family dogs travelled around town with leather thongs around their jaws, which never closed on anything more human than a beef bone."

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

British iron markets are firm, but show no material change compared with a week ago. Tin, however, shows an advance of nearly £1 as compared with a week ago. Lead is up 5s. and copper £1. 10s. Tin plates are firmer at 6d. advance.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£93 2s. 6d.	£92 0s. od.
Future—	93 12s. 6d.	91 17s. od.
Copper, B.E.S.—	59 10s. od.	58 00s. od.
Lead, S.E.—	12 15s. od.	12 10s. od.
Spelter,	23 02s. 6d.	23 00s. od.
Antimony,	51 00s. od.	51 00s. od.
Tin Plates—Cokes	16s. od.	15s. 6d.
Pig Iron—Scotch	54s. od.	53s. 08d.
Warrants.		
No. 3 Middlesboro',	40s. 6d.	41s. 7½d.

MONTREAL MARKETS.

MONTREAL, June 4, 1891.

The markets for various lines of heavy materials have developed no particular change during the week, and values rule fairly steady all round, while supplies in nearly every branch are small. Iron moves along steadily, and the same remarks apply to chemicals, while other lines present no features. On the whole the position is steady and unchanged.

PIG IRON.

The firmness in the speculative branch of the iron market continues, but the regular market does not show any particular change that will induce any change in values. None is expected, but the regular market is steady enough for all that. Locally there has been some business doing, but business is not especially active, but we note the sale of a good fair lot of No. 1 shotts at \$21, while some sales of cheap No. 3 English iron have been made at \$18.50. On the whole the market is steady enough, and there is no alteration in the ruling features of the position as noted a week ago.

BAR IRON, ETC.

There is a regular sort of business doing in bar iron with no change in prices. The bases is \$2.10 for what business there is doing. Hoops and bands are unchanged at \$2.50, and the same may be said of sheet iron which remains at \$2.50 to \$2.75.

CANADA PLATES

The position of these is not changed one particle since our last except in the way of further depletion of stock, there being business to note from time to time in fair sized lots at \$3.10. This basis is likely to rule for some time as there is as we said last week nothing for shipment on the other side before July.

TIN PLATES.

There is no change in tin plates and values are fully maintained with present small stocks in view, while there are very few near at hand yet. A small supply of coke has been received during the week, and some sales from it have been made at \$4.65. No new supplies of charcoal are at hand and it is scarce and firmly held at \$5.00.

COPPER, LEAD, ETC.

The supply of copper here is light, and prices on it show no change, for, although we are told that low figures have been offered we cannot come across them. In fact, 13 to 15c. is quite a fair range to quote at present and we do so accordingly. Present supply here is limited, and a broker who had an order for 4 tons the other day could not fill it, although he offered 13c. He got 2 tons at the figure, and on application to a second party for a similar quantity was asked an advance of ½c. There is some fresh supplies near at hand, but it is not believed that it will have any effect on the price.

Pig lead is a trifle higher on the other side, but there is no change here, and we quote \$3.66 to \$4.50 as a range. Zinc sheets run from 6¼ to 6½c., on which basis a quiet business has been doing. Iron pipe has a wide range and discounts vary, but 60¢@60 and 5 is given as the prevailing idea now and we think it a fair one.

SCRAP IRON.

There is no cast scrap to be had here in quantity, although some orders are on the market. Consequently it is difficult to quote a price. Wrought scrap is not too plentiful either, and may be quoted from \$18 to \$18.50.

TERNE PLATES.

Terne plates are a very scarce article here just now, and there are positively none cheaper than \$8 to \$8.25 to be had on the market. Of course there is a prospect ahead of cheaper plate from the supplies coming

out, but there is little or nothing in sight yet; indeed, plates promised for May delivery have not been shipped yet.

NAILS.

This market is as hard a one to report as ever, but it is now pretty certain that some makers have determined upon a price and will not diverge from it. At any rate, a leading broker who had an order for 1,000 kegs could not fill it because his instructions were for a figure that two firms of makers at least would not accept, because it was below our inside figure. It is claimed though that other makers are still peddling in the country at figures that could not be secured on the market here in the regular way; that is, they will make concession to keep a customer they want. Nominally our range of last week, \$2 to \$2.20, are the only known figures.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.15
9 dy to 60 dy	3.45
8 dy to 60 dy	3.70
7 dy to 60 dy	4.00
6 dy to 60 dy	4.30
5 dy to 60 dy	4.30
4 dy to 60 dy	4.60
3 dy to 60 dy	5.50
3 dy fine,	6.60

CHEMICALS.

There is a fair steady business doing in chemicals ex. wharf in most all heavy varieties with no change in prices to note from the easy feeling we noted last week. Bicarb soda rules at \$2.30 for round lots with \$2.50 for smaller quantities, while sulphate of copper is steady at the decline noted a week ago viz., 4½ to 5½. Bleaching powder, sal and caustic soda ash and other heavy lines rule the same and we have no change in prices to note.

OILS.

There is a fair trade doing in oils with no change in prices to note. Newfoundland cod is unchanged at \$37 to \$39 for round lots and Nova Scotia, although quoted at 33 to 35c. could hardly be had here at any quantity. Jobbing prices are a few cents higher than the above, say 40 to 41c. for Newfoundland. Linseed is quiet and prices a shade firmer at 64 to 65c. for raw and 67 to 68c. for boiled.

LEADS.

Leads have a steady business, and prices are somewhat easier. We quote choice, \$6; No. 1, \$5.50; No. 2, \$4.50; No. 3, \$4.25; dry white lead 6c., red 4½c.

GLASS.

Glass is unchanged, with a quiet steady business doing at the old basis of \$1.45 to \$1.55 for first and second breaks.

MONTREAL Markets Continued.

CEMENT AND FIREBRICKS.

Portland cement still continues scarce, arrivals being much below the average, and prices remain firm in consequence. Last week's quotations are well maintained, with a firmer feeling, if anything, and round lots are held at \$2.30 to \$2.60 per cask as to brand. There has been business in Belgian ex wharf at \$2.35, and good brands of English at \$2.45 to \$2.60, only 100 cask lots at the inside. Firebricks are slightly weaker in price owing to the large stocks accumulating with only a moderate demand. Quotations range from \$17.50 to \$24 for round lots.

NAVAL STORES.

A good steady business is reported in all lines of ship chandlery, and dealers are looking for a successful season's work. Turpentine is in fair demand at steady prices. We quote:—Turpentine, 59 to 60c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste 5 1-2c. for colored, and 7c. to 10c. for white; oakum, 5 1-2c. to 7 1-2c.; and cotton oakum, 10c. to 12 1-2c. Cordage is steady, with Sisal at 9 1-2c. for 7-16 and upward and 15c. for deep-sea line; pure manilla, 13 1/4c. for 7-16 and upwards, and 13 1/4c. for smaller sizes.

PETROLEUM.

The refiners are at their old tricks again, and are cutting prices right and left, 12 1/4 to 12 1/2c. being now the idea at Petrolea, with crude 3/4c. higher, at \$1.13. Only a small business is doing here and prices in American are unchanged. We quote:—Canadian 13c. at Petrolea, 14 to 14 1/2c. in car lots at Montreal, and 16c. for single casks. American, 23c. in car lots and 23 1/2 to 24 1/2c. in smaller quantities; American benzine, 23 to 25c., and Canadian 11 1/2 to 15c.

TORONTO MARKETS.

TORONTO, June 5, 1891.

There appears to be a more hopeful feeling existing among the trade in consequence of the firmer tone exhibited in the English market, and also in consequence of the marked revival in the demand in almost every particular department of this branch of trade. The rains during the past day or two have undoubtedly helped business. The illness of the Premier, with its probable fatal termination, have had no effect on the situation, as it is generally believed that it will not lead to any political complications. Prices in general are if anything firmer. This is more apparent in such articles as copper enters into the manufacture of. Rope

has declined another 1/4 to 1/2c., and is unsettled at the reduced price. Nails are nominally unchanged. Harvest tools are beginning to show signs of increased activity.

METALS.

IRON AND STEEL—The pig-iron market is in a rather unsettled condition this week. Foreign markets are all firm, but here values are nominally unchanged. Cables are irregular, and it is difficult to make quotations on English brands. Importers look forward to receiving a good many orders this month. Bar remains quiet, at \$2.05 to \$2.10 for domestic. Import quotations are as follows:—

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$21.
No. 3 Calder \$22.	No. 3 Middlesboro \$20.
No. 1 Sum'rlee \$23.	Carnbroe \$20.75-21.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch and Norway \$22.50-\$23.50.
Rockwood \$21-\$21.50,
Gloss \$22-\$23
Woodward \$22-\$23.

COPPER—There is a much better feeling in copper, though prices quoted are somewhat irregular, owing to cutting by some Montreal houses. The improved demand has had the effect of putting prices up £2 per ton in the English market, and there has also been an enhancement of values on the American side. This has given a further impetus to sales, as it is believed by many that this is simply a forerunner of a further advance in value of this article at no very distant date. As the price now is comparatively low, consumers are desirous of anticipating their wants for the year. On spot there is nothing reported to be offering under 14c., although round lots of Canadian copper might be purchased for a shade less.

TIN—Cable reports show sharp advance in this article of about £1 10 per ton, and the American market has responded in sympathy. The demand is by no means heavy, but still the proportionate advance has taken place on this side, and sellers are firm at 23 1/2 to 24c. for small and 23c. for round lots.

ANTIMONY—This article has been rapidly declining for the past month in consequence of the falling off in the European demand. The decline has been more marked in outside brands. In favorite makes only some slight concessions have been made, but the ruling price to-day may be considered 16 1/2 to 17 1/2c. for Cooksons with a limited demand and light stocks.

ZINC AND SPelter—The Belgium market is still very firm and stocks on this side are confined to one or two houses who are not making any concessions. Stocks here are light.

TIN PLATES

The market remains in about the same condition as reported a week ago. The fresh purchases in the European market at the reduced prices have not yet reached Canada, and the result is that holders on this side whose stocks are particularly light are not by any means anxious to unload at anything under current figures, although there is a disposition to run off what may be considered unsaleable sizes below regular quotations. T. C. 14x20 can still be purchased at \$5.50, and in some instances concessions have been made for unknown brands. The market is comparatively bare of 20x28.

The Ironmonger of May 23 says of the Liverpool market:—There is a good all-round demand for variety of plates for prompt delivery here or for sharp shipment in Welsh seaports. The plates most in request are Bessemer steel coke tins and terneplates. There are also a few orders for S.M. steel coke tins, but not many for charcoal or best charcoals. Notwithstanding this brisk demand prices still rule low, both for terne plates and tin plates. Bessemer steel coke tins are still obtainable at 15s. Wales, whilst there are sellers of certain brands at that price in Liverpool. Wasters are 13s. to 13s. 3d. and 13s. 6d.; S.M. steel coke tins 16s. to 16s. 3d. and 16s. 6d. to 16s. 9d. and 17s. I.C.; charcoal tinplates, 17s. 6d. to 18s. and 18s. 6d. to 19s. I.C.; best charcoal tins, 19s. 6d. and 20s. to 21s. and 22s. to 22s. 6d. I. C.; terne plates, 28s. 6d. to 29s. and 29s. 6d. to 30s. and 31s. to 32s. 6d.; wasters, 26s. and 26s. 6d. to 27s. and 27s. 6d. to 28s.

CANADA PLATES—Are commencing to occupy the attention of the trade as the season advances, and agents for English houses have booked orders at figures considerably higher than a year ago. This will necessitate, of course, higher figures being obtained from consumers throughout the country, who are now buying freely for import at \$3.10 to \$3.20 delivered. As this article is not generally sought after by manufacturers of sheets in the British market, there is some possibility of those manufacturers who have already booked being filled up, which will necessitate application to those who are now holding out for advanced prices, and buyers will be forced to meet them.

NAILS.

Jobbers here are run almost bare of stock, and the factories are so filled with orders that they are refusing to book any more. They are unable to fill the orders already booked; in fact a number of orders that were placed about the middle of May have not yet



ENAMELLED WARE

CAST IRON AND PRESSED.

We have made an immense purchase of these goods and now offer them at prices that will close them out quickly.

GOODS AND PRICES CANNOT BE REPEATED.

It will pay to defer buying till you see our samples and get quotations.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

MARKETS—Continued.

been attended to by them, and numerous complaints are being made by retailers to jobbers for not having their orders sent forward. Quotations are nominal. Most jobbers have withdrawn them, and will quote only by wire.

ROPE AND TWINE.

The fierce competition in the American market continues and Canadian manufacturers are dropping their prices from time to time to meet the declines on the American side. There has been another decline this week, Manila is now $12\frac{1}{2}$ to $13\frac{3}{4}$ c. and Sisal $9\frac{1}{2}$ to $10\frac{1}{2}$ c. per lb. Binder twine is steady and unchanged.

BUILDING HARDWARE.

No change has been reported in this market this week. Both building hardware and tools remain quiet and unchanged.

GLASS.

The demand for glass continues good. The prices are steady. There are some large stocks now in, all bought before the dead lock at the seat of production in Germany. This fact and the fact of the largeness of the stocks insure this market against the probability of any rise.

PAINTS, OILS, ETC.

The prices of white lead are firm here but easier in the dry article in England. The English position is due in part to the low prices quoted by United States crushers and corrodors to the Canadian trade. There is a fair trade in white lead here, though the brunt of the spring demand is spent. Prepared paints are moving more freely, the mail orders being large and numerous the past few days. In dry and oil colors and varnishes there is a fair demand, coach colors being reported to be going out freely. There is no change in linseed or castor oil. Turpentine is now plentiful and the price firm at 59 to 61c.

HARVEST TOOLS.

Demand for all kinds of harvest tools has been very fair this week. The market shows no change in values.

OLD MATERIAL.

There is nothing new in the old material market, except a slight improvement in the demand, which, notwithstanding, is still low. Prices for No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 65 to 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, $9\frac{1}{2}$ to 11c.; heavy scrap copper $11\frac{1}{2}$ to 12c.; old copper bottoms, $8\frac{1}{2}$ to 9c.; light scrap brass

6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9 to $9\frac{1}{2}$ c.; scrap lead $2\frac{1}{2}$ to $2\frac{3}{4}$ c.; scrap zinc, 2 to $2\frac{1}{2}$ c.; scrap rubber, $2\frac{3}{4}$ to 3c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

A quiet trade without any change in prices has been transacted.

The Petrolia Advertiser reports: Petrolia crude \$1.36 per bl. Oil Springs crude \$1.38 per bl. Crude remains about the same as last week, there being very little doing. This is about the duller time of the year in the oil business, with the exception of the drilling part of it, which is very active. No new strikes have occurred during the past week worthy of note, and very few transactions on change are recorded. Refined is unchanged and may be quoted at 10c. in bulk and 13c. in barrel f.o.b. here. Terms: 60 days, or 2 per cent. off for cash.

HIDES, ETC.

HIDES—Have not moved. No. 1 green brings 5 to 5 1-2c., with the latter price exceptional. Cured bring $6\frac{1}{4}$ c.

SHEEPSKINS—Usually range from \$1.25 to \$1.50. There are a few which do not come up to the standard for the lower price.

WOOL—Continues to obtain little attention at 18 to 19c.

COAL.

Prices of anthracite advanced 15c. per gross ton this week.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.15	\$4.60	\$4.30
" Net.....	3.71	4.11	3.84
Egg Gross.....	4.25	4.70	4.40
" Net.....	3.80	4.20	3.93
Stove Gross.....	4.25	4.70	4.44
" Net.....	3.80	4.20	3.93
Chestnut Gross...	4.25	4.70	4.40
" Net.....	3.80	4.20	3.93

RAW FURS.

The following prices continue steady, and a considerable quantity of stock comes in:—Beaver, per lb., \$4.50 to \$5; bear, per skin, \$10 to \$25; cub, per skin, \$5 to \$12; fisher \$3.50 to \$5; fox, red, 81 to \$1 50; fox, cross, \$2 to \$5; lynx, \$1.50 to \$2.50; martin, 75 to 90c.; mink, dark, 75c. to \$1.50, Muskrat, fall, 12c.; spring rat, 21c.; winter, 15c.; otter, \$8 to \$13; racoon, 25 to 80c.; skunk, 25 to \$1.75.

AMERICAN METAL MARKETS.

NEW YORK, June 5, 1891.

IRON AND STEEL—In this market about 46,000 tons of steel rails have been sold latterly at \$30.75 per ton at tide-water, or on that basis. There are still some very fair orders under treaty that will likely be closed this week or next. Manufacturers are kept fairly busy on single turn, and express confidence in having sufficient work to keep their mills in operation through the summer. On other forms of steel the mills are fairly well employed also, and, while competition is freer in billets, slabs, rods, etc., than in rails, prices for the respective goods hold quite steady. Structural material is not faring as well as might be desired, and there is room for decided improvement in the sale of merchant iron, such as bars, sheets, etc. However, the output is kept within bounds that check excessive pressure to sell, and values hold their own remarkably well considering the quiet condition of trade.

Crude materials are selling fairly well in a quiet way, but not with sufficient freedom to bring about any hardening of values. High grade foundry pig iron is still kept closely sold up, and therefore brings full previous rates. No. 2 foundry is in very fair position also, but there seems to be an abundance of the lower grades, and prices for the same are comparatively low in this and other markets. Current prices are \$17 to \$18 for No. 1 foundry, \$15.50 to \$16.50 for No. 2 foundry, and \$14 to \$15 for No. 3 or gray forge at tide-water, according to brand. Bessemer pig continues to find very fair sale, but prices are somewhat irregular, varying between \$15.50 and \$16.50 at furnace for good quality. Foreign spiegeleisen is in very limited demand, and prices are still nominal, with the range of \$28.50 to \$29.50 quoted for 20 per cent. Eighty per cent. ferro-manganese remains at \$64 to \$65, with little doing. Old iron rails are valued at about \$21.50 to \$22, and No. 1 wrought scrap at \$20 to \$20.50 f.o.b. cars.

TIN.—The pig tin market has been quite strong, and, while speculation has shown no particular animation, the surface appearances are that the "bull" interest have a firm grip on the available supply that enables them to practically move prices as best suits their particular interest. The visible supply has been cut down about 440 tons during the past month. Spot stock is estimated at 1,900 tons, and the quantity afloat for this country at 2,015 tons, against 2,200 tons and 2,450 tons, respectively. Straits shipments during



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

May were 1,875 tons to Great Britain and America and 375 tons to the Continent, against a total of 1,700 tons in April. In this market sales have been made to the extent of about 100 tons at 20¾c. for prompt and July delivery, and 20.70c. for August. Those figures seemed to fairly reflect market value at the close. In the London market there has been a rise of about £1 5s. to £1 10s. since Friday last.

COPPER.—The copper market is showing some signs of animation, and, while nothing in the way of extensive purchases comes to notice, there is sufficient movement to impart a rather better tone. Several hundred thousand pounds of Lake Superior ingot have been purchased at 13c. which price is apparently the strictly inside price for that class of metal. Arizona is now held at 12¾c. upward, and casting copper at 11½ to 11¾c. as to brand.

LEAD.—Several hundred tons of pig lead have been sold at 4.45c. for prompt and near future delivery. The purchases were chiefly for speculative account, but consumers have manifested some interest, and the firmness of the market seems to rest on solid foundation.

SPELTER.—Remains quite firm at \$4.90 to \$4.95 for prime Western, according to brand and delivery. There is nothing more than a routine movement, however, and the demand is slow.

TIN PLATE.—Is very firm at the advance quoted last week. In fact, there has been a further rise in prices of some varieties. The demand is not as brisk as it was three or four days ago, yet very fair. The bulk of supply here and to arrive this month is well under control. We quote range of prices as follows:—Charcoal, ½ cross assortment, Melyn grade, \$6.30 to \$6.35; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.9c to \$5.95; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.40 to \$7.50; M. F., 20x28, \$14.75; Worcester, 14x20, \$5.50 to Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.15 to; Dean grade, 20x28, \$10.25 to; D. R. D. grade, 14x20, \$4.85 to; D. R. D. grade, 20x28, \$9.80 to \$9.85; I. C. Coke—Penlan grade (iron), \$5.30 to \$5.35; J. B. grade, 14x20, \$5.45 to \$5.50; I. C. Bessemer steel, 14x20, coke finish, \$5.35 to \$5.40; I. C. Siemens steel, coke finish, \$5.50; I. C. Bessemer steel, squares, \$5.75 to \$5.80 basis; I. C. Siemens steel, squares, \$5.90 to \$6.00.

NOTES TAKEN ON THE ROAD.

Mr. J. Cockburn, Kingston, has had a very busy spring in his line. He manufactures tinned iron milk cans, and cheese factory fittings. Mr. Cockburn is one of the oldest business men in Kingston, and has a wide reputation for honest substantial work, and liberal principals in business as well as in private life.

Trade marks are considered as indispensable a feature in the manufacturing of goods now as in olden times, but I believe the article doubly marked when a dealer stamps his own name or the firm name upon the goods he sells as a guarantee of their genuine good qualities. This is done on many articles by Messrs. McNachtan & Co., Cobourg, Ont. For instance, they have certain

lines of cutlery stamped McNachtan & Co., and their reputation stands or falls by the articles worth as represented. It is safe to say that of all the manufactured articles on the market to-day 90 per cent. of them that are sold are bought on the recommendation of the dealer or agent, and not on the knowledge or reputation of any trade marks known to the purchaser. A person may be familiar with the name or caricature of a trade mark, but in nine cases out of ten the salesman can influence the buyer, and more particularly is that the case if the dealer brands the goods sold with his own name. Fifty years ago two or three wholesale hardware merchants did the business of Canada. Every dealer and most consumers knew them, as there were no others, but to-day they are swallowed up as it were, or are surrounded with fortifications of hardware businesses, many of them doing larger trade than the old houses ever did. And so with trade marks, with but few exceptions. The new brand coupled with the name of the local merchant and the modern art of selling goods, overcomes any preference or sentiment on the score of "Old reliable."

Mr. John Hayden, hardware merchant, Cobourg, Ont., thinks the outlook for trade this fall is favorable. The trade is not badly cut up in Cobourg, and just now there are indications of a boom for that town, as it is an established fact that connections with the C. P. R. will be had within the next year and a half. Besides, the mining districts are again booming, with prospects of large developments in the near future.

Peterborough is noted for its fine hardware stores, and that of Adam Hall is second to none in Ontario. Mr. Hall's business comprises all branches of the stove and tin trade, contract work, etc., etc. He also manufactures a wrought iron stove used largely in the mining and lumbering districts. Mr. Hall has a large trade in milk cans and dairy supplies, cheese factory supplies, etc.

Mr. R. R. Goulding, Stratford, thought there had been a "falling off" in trade in Stratford the past year or two, and could not account for it, as the town lay in a good farming section. However, the prospects are good for crops this year, and he looks forward to a good year's trade. His business, the hardware trade, is not over done in Stratford, his store and that of Jeffrey Bros. being the principal ones.

I have been rather "talked to" lately by Hamilton hardware merchants on account of an article which appeared in *HARDWARE* a short time ago, re nails, and I am greatly surprised that such houses as Wood, Vallance & Co. and Adam Hope & Co. should feel so "cut up" about any information the journal deems it proper to furnish the retail trade. It gives me great satisfaction to have this proof of the journal's usefulness brought out. Mr. Vallance said the article in question did not "hurt" them, but caused

a great deal of trouble and annoyance. Mr. Hope said the article had caused them loss. Well, the loss should teach them a lesson, as well as the importance that strictly trade journals are to the business man. The days of stage coaches and saddle bags are past, and if the traveler doesn't "get there" with "bottom" prices he will lose his customer, if he doesn't lose his "job." "Specialties" are a feature in the wholesale trade now. They make an entering wedge for large orders, and a good advertisement in a strictly trade journal is a specialty and the best wedge I know of.

JUNIOR PARTNERSHIPS.

A western merchant, a member of one of the large houses in Chicago, gave a hearty "good luck to you, my boy" to one of a group of much younger men with whom he had just parted at the Fifth Avenue Hotel. "I felt just as happy as he when, twenty years ago, I was made junior member of a firm in Broadway. But I've had experience; he hasn't. Like him I had been a traveler for the house and, having been very successful for three years, was in receipt of a fair salary, and, better still, of a large commission on sales. I suppose the firm thought I was making too much money. At all events, I was taken into the firm, with my salary continued but my commission stricken off. In place of these I was given an interest in the concern—a very small one.

"At the beginning of the year I was very proud because my name was on the glass door in gold letters. But I wasn't so proud at the end of the year. My share of the profits didn't amount to anything like my commissions of the year before, though I had worked harder and lived less liberally. The result was the same at the end of the second year, and then I quit and went back on the road. I tell you, young man, junior partnerships in a big firm may gratify a man's ambition and make a fellow feel a bit prouder than when he is only a common traveler, but they don't always fill his pockets so satisfactorily.

"My young friend may find that out at the end of a year or two, unless he develops an exceptional business capacity beyond that necessary to make a successful salesman. But it is satisfying to see one's name on a glass door in gilt letters."—N. Y. Times.

The continued decline in rope is most annoying, especially to travelers. One of them writes his house:—"For goodness sake, don't make any more changes in rope. I have worn a hole nearly through my book with rubbing out old to put in the new prices."

BUSINESS CHANCE.

STOVE AND TIN BUSINESS, WITH GOOD opening for hardware in connection with it, in village of about 1,200; four churches, good Public School, gristmill, sawmill, cheese factory, and large woolen mill; most central store in town; large brick building, plate glass front; country trade from 25 to 30 miles; good live business; a good chance; ill health sole reason for selling. Apply to Box 5 Lanark, or P. O. Box 237, Perth. 24

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

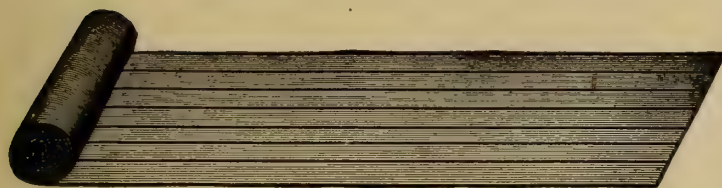
We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION THE MILLS, Campbellford, Ont.
—APPLY TO—

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.



H. H. Bradfield and Daniel McMahon, hardware merchants, Winchester, Ont., have dissolved.

The traders of Cornwall, Ont., have secured the passage of an early closing by-law by their town council.

The roller mill of the Messrs. Brown, Carleton Place, is shut down for extensive changes and repairs.

Application for incorporation by letters patent is made by the Emery Wheel Company (limited), of Prescott, Ont.

J. S. Greenhill's hardware store in Leamington was burglarised the other night, and about \$25 worth of goods taken.

Mr. Cunningham of the Chown & Cunningham Manufacturing Co., Kingston, is now in Manitoba in quest of health.

Charles Wright, hardware merchant, Strathroy, was married a few days ago to Miss Eva Burrows, Ottisville, Mich.

Mr. Chas. Thompson has opened out a fine stock of hardware, etc., in No. 2, Porritt's block, Lindsay, Ont. We wish him success.

The London, Ont., Board of Trade has resolved to co-operate with the Cornwall Board of Trade in the matter of transient traders' licenses.

Mr. Joseph E. Westcott, of London, has accepted a position with the firm of Messrs. Van Tuyl & Fairbank, hardware merchants, Petrolea.

A Buffalo manufacturer of tin goods is about to establish works at Fort Erie, Ont., owing to the cheapness of Canadian natural gas for fuel and light.

The merchants of Moosejaw, N. W. T., have decided to close their shops every evening except Saturday at 7 o'clock and Wednesday afternoon at 2 o'clock.

The clerks of Vancouver, B.C., have ceased to press their request for a half holiday on Wednesday, as they are content with the shorter hours they have secured.

Joseph Lea, St. Thomas, has been awarded the contract for an iron fence for the residences of Geo. Gooderham and Geo. T. Blackstock, of Toronto, amounting to nearly \$3,000.

The merchants of Liverpool, N. S., have agreed to close on Mondays, Wednesdays and Fridays at 7 p. m. until the first of September.

The merchants of Milton, Ont., now close their places of business at 6 o'clock on Tuesdays and Fridays, and at 8 o'clock on other evenings except Saturdays.

E. J. McGuire, C. H. McKee and J. J. Woodman have dissolved the firm they constituted as stove manufacturers in Westport,

Ont. The business will be continued by the latter two of the above named former partners under the style The Westport Stove Company.

A petition has been unanimously signed by Regina merchants to have every Wednesday afternoon in June, July and August proclaimed a civic half holiday.

An attempt was made the other evening to burglarize Living & Co's. hardware store, Bank street, Kingston. Before the burglars could effect an entrance, however they were frightened away by a neighbor.

Jenck & Co., Sherbrooke, Que., manufacturers of portable engines and other machinery have written the Kingston city council asking for information respecting the city with a view to locating works there.

Creditors of William Wakefield, who carried on business under the style of The Dominion Stained Glass Company, are advised that their claims have to be sent in not later than the 25th inst., to the Toronto General Trusts Company.

Mr. John W. Coy has left the employment of R. H. Smith & Co., St. Catharines, Ont., with whom he was manager for some time. He returns to Cleveland to resume his position there with the firm Upson, Walton & Co., wholesale dealers in hardware specialties.

W. S. Duggan, merchant, Oil Springs, is the possessor of a curiosity in the form of a couple of pieces of aerolite. A short time ago a stone weighing several tons fell on a farm about three miles from that place and nearly buried itself. Last week Mr. Duggan secured a couple of pieces by digging down about 20 feet.

Messrs. W. C. Isley, of New York; John Argall, of Three Rivers; Wm. Robinson, A. Geo. Cunningham and V. E. Mitchell, of Montreal, will ask incorporation under the name of the "St. Maurice Metallic Paint Company," with a capital stock of \$1,500. The principal place of business will be in Montreal.

The Brooks Manufacturing Company of Peterborough are now making extensive additions to their buildings for the accommodation of a new industry, the manufacture of porcelain, electrical appliances, and hardware trimmings, a line of goods not made in Canada. Mr. C. H. Kimble, late of New Jersey, will have the management.

Mr. Harrison, armourer at the Royal Military College, Kingston, Ont., is of an inventive turn of mind, and his ability in this direction has at last been rewarded. He has sold the half right in a patent nut lock for railroads for \$20,000 to Mr. Drummond, Montreal, and parties in England. Mr. Harrison has been working on the lock for five years, and has at last got it perfected.

What might have been a disastrous fire occurred at Montgomery, Wood & Co's. warerooms, dealers in engineers' supplies,

etc., Toronto, 125 Bay street a few mornings ago. A quantity of oil and other inflammable materials was stored in the building, and the firemen experienced considerable difficulty in keeping the flames from these. The damage amounted to about \$1,000, which is fully covered by insurance. Cause unknown.

As a result of Premier Mercier's visit to Belgium it is announced that the Societe Metallurgic de Ghent will erect smelting works at Ste. Hyacinthe to employ six hundred hands, the iron to be smelted to be taken from the mines in the St. Maurice district. St. Hyacinthe gives a bond of sixty two thousand, payable in five years, and a large tract of land for the purpose of building the works. It is expected Mercier will receive a decoration from King Leopold.

On Friday evening the employees of the firm of Messrs. James Thomson & Co., wholesale saddlery hardware dealers, Montreal, waited on Mr. Charles M. Thompson, the business manager of the firm, and presented him with an address and a dinner service, on the eve of his marriage. The presentation was made by the foremen, Mr. Routhier and Mr. Petterson, two of the oldest employees, each having spent about 35 years in the firm. Mr. Thompson having replied to the address, three cheers were given for the future benedict, and the party separated. Mr. Thompson was married, on Tuesday, to Miss Moore, of Tanmere, Birkenhead, Eng.

One of the varnish tanks in Messrs. R. C. Jamieson & Co's varnish factory on St. Thomas street, Montreal, overflowed on Friday afternoon, about 4 o'clock, badly burning one of the employees named Henkell and setting fire to the building. Henkell immediately ran out, closing the door behind him and forgetting that a fellow employee named Morgan was still in the building. Before Morgan could get out he was horribly burned about the hands and face. Henkell's injuries were confined to his hands and arms. Both were removed to the General Hospital, where they were reported that evening as doing well. The firemen were summoned and succeeded, after twenty minutes' work, in extinguishing the blaze. About \$1,500 damage was done.

A large meeting was held in Port Dalhousie, Ont., on the 28th ult., regarding the revival of the rubber factory started some years ago, but which after a short time closed down. The masonry, worth \$60,000, and the fine water power were held on a mortgage by Capt. S. Neelon, who, since the failure of the old company, has now revived it with apparent success. The new syndicate to operate the works will comprise Capt. S. Neelon, of St. Catharines, and Messrs. T. McIlroy, J. McPherson Taylor, M. Matheson and Pearson, of Toronto, who will increase the capital to \$200,000 and start up the works at once. They want exemption from taxation for 10 years and a share of a bonus voted by the village to the old company. A by-law will be submitted, the new company to employ 50 hands. They will likely get what they want.

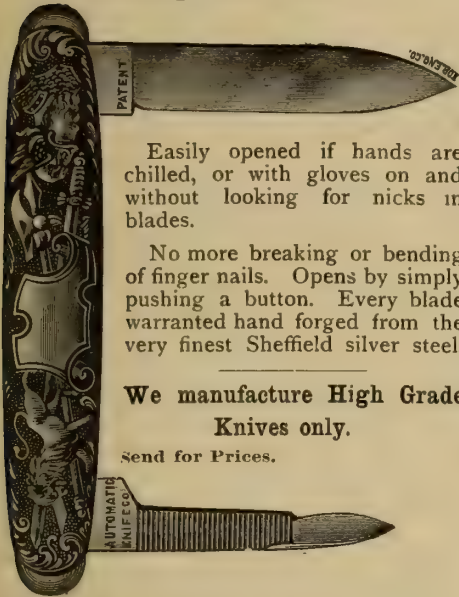
THE TORONTO DROP FORGE CO., Ltd.
68 Esplanadé St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

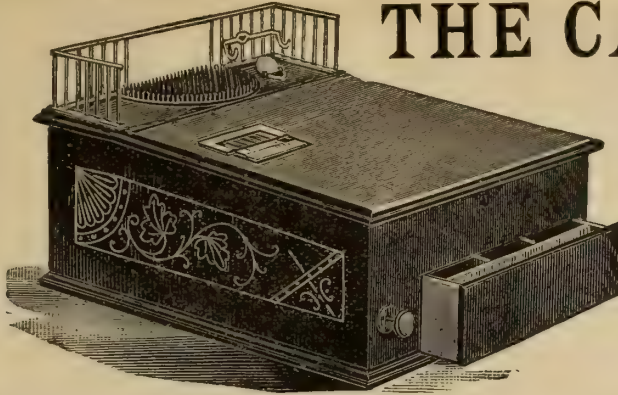
No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

THE CASHIER



Is the cheapest and best Cash Register ever offered for Storekeepers' use. Price, \$45.00. It gives about the same results as the high-priced machines, detects dishonesty and carelessness, and is adapted to any business. Send for Circular or call and examine at 24 Front St. West, Toronto.

GEO. F. BOSTWICK.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--**No dirt Pocket.**

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

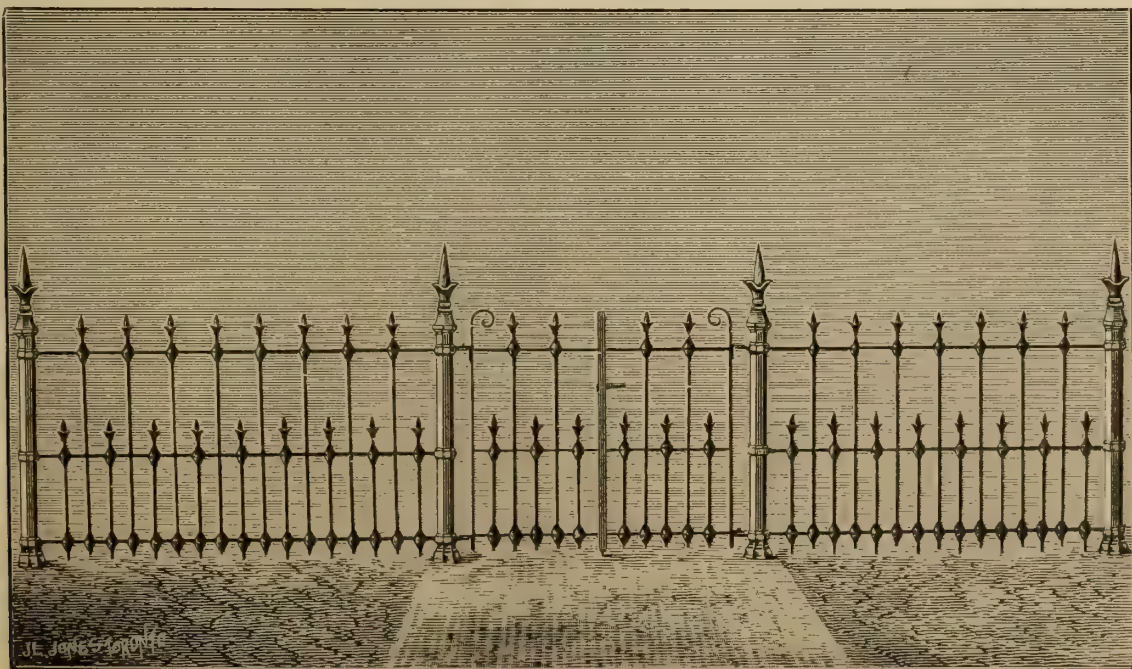
WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.



Send for Catalogue.

SHIPWAY MFG CO.,

70-76 Victoria St.,
Toronto.



SALES MADE OR PENDING.

Jas. M. Thompson, general merchant, Bathurst, N. B., is selling off.

G F. Fair & Co., general merchants, Moncton, N. B., are selling off their dry goods stock.

PARTNERSHIPS FORMED AND DISSOLVED.

Sperling & Hawkes, general merchants, Balgonie, Man., have dissolved, J. B. Hawkes continuing.

REMOVALS AND DEATHS.

James Cameron, hardware and stove dealer, Beaverton, Ont., is dead.

Alex. Spears, hardware dealer, Uxbridge, Ont., is going out of business.

Robt. Adams, general merchant, Bathurst, N.B., is removing to New Glasgow.

Green Bros., general merchants, Illecillewaet, B.C., has moved to Ainsworth.

Jacob Oldham, of the firm Henry & Oldham, general merchants, Beamsville, Ont., is dead.

FIRES.

F. A. Reaume, general merchant, McGregor, Ont., is burnt out. Partially insured.

The Ontario Bolt Co., Montreal, had their stock partially damaged by fire. Insurance \$10,000.

Delorme Bros., hardware dealers, Montreal, had their stock injured by fire and water. Insurance \$1,500.

H. T. Read & Co., dealers in hardware and paints, New Westminster, B. C., have been burnt out. Loss \$4,000.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. Julien, general merchant, Pont Rouge, Que., has assigned.

Wm. Duffy, file-maker, Cote St. Paul, Que., has assigned.

Wm. Heather, tinware dealer, Guelph, Ont., has assigned.

Mrs. H. McCullough, general merchant, Bathurst, N. B., has assigned.

N. & T. Whitelaw, plumbers, Toronto, have assigned to Campbell & May, Toronto.

H. A. Bedard, Quebec, has been appointed curator in the estate of J. E. Dion, general merchant, Robertson's Station, Que.

TRADE SALES.

The bankrupt stock of Craig, of Petrolea, valued at \$2,888, was sold to Mara, of Galt, at 56½ cents by W. Y. Brunton.

The bankrupt stock of McBean Bros., was disposed of on 28th ult., at London, Ont., by Auctioneer Brunton. D. H. Tennant bought the groceries at 66c. on the dollar, and W. Horner the liquors at 85c. on the dollar.

ADVERTISING MACHINERY.

The advertising of machinery is an art. To do it well and place it where it does the most good is one of the sciences of modern success. Both conditions are available. Art has made the one a possibility, and printers' ink makes the other a success. Hence the value of an illustration, and, for the same reasons, the importance of a trade journal. The average newspaper, however invaluable in its own line of service, is designed for the general public, but not for special trades. It has to cover too wide a ground to make a specialty of machinery. On the other hand, the trade journal is designed for special purposes, and is accepted as an authoritative medium of information in the department it represents.

Some of our leading manufacturers recognizing the value of this specific science, use it for all it is worth, and succeed in running a prosperous business without the auxiliary aid of a representative or a drummer. Advertisers of this class are not intermittent or spasmodic in their use of printer's ink. Men do not use flash-lights for reading purposes or depend on pyrotechnics for lamp oil or gas light. The occasional advertisement seldom pays for itself. Repetition is the secret of success. The old idea was an occasional distribution of illustrated cards, most of which, with their gorgeous daubs of color, went into some family stove. At one time a novelty, it is no longer so. It has been appropriated so extravagantly to insignificant and deceptive purposes that it mostly figures in a child's scrap-book, and is seldom found on a business desk. Mature experience has decided on the steel engraving or the wood-cut, a photogravure or a copper-plate. Modern skill in these lines has left nothing to be desired, and the most intricate mechanism can be accurately and distinctly reproduced.

The modern trade journal is a pertinent illustration of this, and we add to the pictorial representation a terse and lucid description, stripped of all unnecessary verbiage and expressed in terms understandable to the simplest mind; we have the art of advertising complete. Of course, a conspicuous advertisement commands immediate attention, and in this matter, as in other things, it is a fact that to be penny-wise is to be pound-foolish.

The use of reading notices as supplementary aids is also of special value. If wisely placed and the literature innocent of extravagance, it does effective work. In the present rush of competition it is of more importance than ever that judgment and common sense should guide the advertiser in placing his advertisement. He has the opportunity, if not lacking in gumption and enterprise. Illustrations of the best kind are available, and literary skill is equally in command, and the use of the trade journal as a medium is so plainly manifest that no man desirous of success can dispense with its service.—Age of Steel.

SAPOLIO Is a solid handsome cake of SCOURING SOAP. Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.

36 Front st., East, Toronto, Ont.

Dominion Agents.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c

PETROLIA, - ONTARIO.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

T. WILSON'S

Butcher Knives

and Steels,

Farriers' and

Shoe Knives

Are the best in the World.

Trade Mark :



Refrigerators

—OF—

ALL

KINDS.

Manufactured by

Knowles & Nott,

Brantford, Ont.


Send for
Catalogue.



SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

P. DOTY & SON,
Successors to
W. B. CHISHOLM
Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
P. DOTY & SON
Oakville, Ontario.

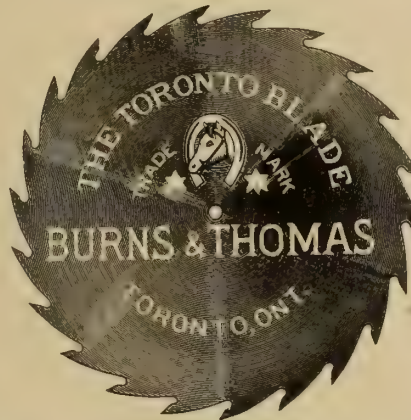


F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET
LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.



SAWS CIRCULAR, Shingle, Re-sawing,
Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

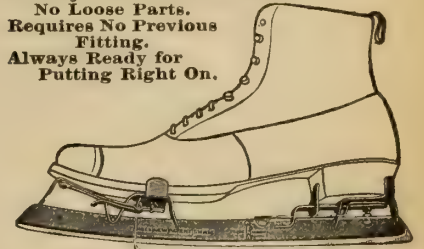
FORBES' NEW
PATENT SKATE.

The Most Beautiful, Convenient
and Perfect Skate ever invented.

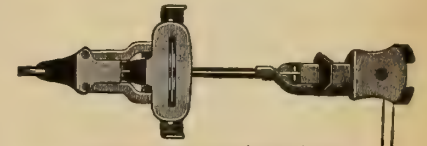
Every Principle Entirely New.
Fully Patented in Skating Countries.

FASTENS FIRMLY ON ANY BOOT WORN.

No Key. No Screws or Nuts.
No Loose Parts.
Requires No Previous
Fitting.
Always Ready for
Putting Right On.



SIDE VIEW, ATTACHED TO BOOT.



TOP VIEW, HEEL LEVER (DOTTED) OPEN.

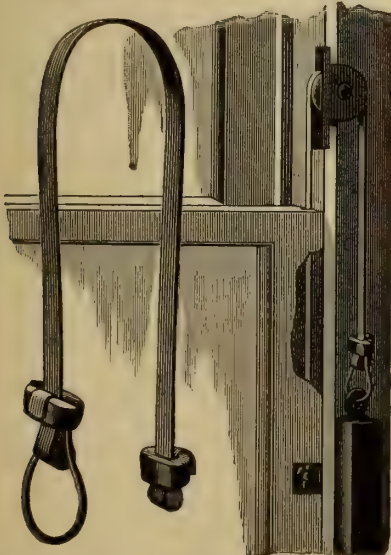
Greater Possibilities in Speed and
Points than any Skate ever produced.

Only First-Class Goods Manufactured. No Second
Quality.

THE FORBES MAN'G CO., Ltd.

SOLE MAKERS,

17, 19 & 21 Bedford Row, Halifax, N.S.



Gardner Steel Sash Ribbon and Pulleys

as shewn above is not a spring. It is a simple
balance, a perfect balance for any window.

It is specially indicated in heavy windows for
strength, ease, durability and appearance and
surpasses any other system for light or ordinary
windows on the same grounds.

It is largely endorsed by Architects and Build-
ers. Price is only slightly in advance of best
cord.

Samples, Price Lists and all information from
Gardner Sash Balance Co.,
No. 8 Yonge St. Arcade, Toronto.

SPOONS, FORKS ETC-STAMPED

1847. ROGERS BROS. A1

ARE GENUINE "ROGERS" GOODS.

Toronto File Co.'s Works,

99 NIAGARA ST.

BERTRAM & Co., - Proprietors.



MANUFACTURERS OF

HIGH CLASS FILES AND RASPS,

Guaranteed equal, if not superior, to those imported from England
and the United States. Using only special steel, all files stamped
Toronto File Co. are warranted to give satisfaction.

PROMPT ATTENTION will be given to letter orders, and
SPECIAL DISCOUNT from list price on application.

ADDRESS,

BERTRAM & CO.,

76 Wellington St. W.,

TORONTO.

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list, Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.

e 's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings', discount 60 per cent.

Jennings' Imitation, list 45, 47½ per cent.
Jennings' Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex 1 25 1 75
Mascot 1 35 1 85

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p.c.
Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz. 1 12 2 35
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 25

Butts—Brass.

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.
Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.

Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 70 0 95

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanea " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 50 and 10 to 60 p.c. from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis 20 to 33½ p.c.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz. 1 70
Petroleum, per doz 4 50 6 50

Files.

Kearney & Foote's discount Am. List, 50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.

Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc.
Horse Rasps, Kearney & Foote's dis Am list, 50 pc. 50 p.c. to 50 and 5 p.c

Horse Rasps, dis. 45 p.c. Amer. } Hellers
50 p.c. Can. }
Horse Rasps, Spencer's, dis. Can. list 33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

United Inches—Box Price.

Size	Star.		Double Diamond	
	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
up to 26 inches	1.40-1.45	2.15		
28 to 40 in	1.50-1.55	2.35		
41 to 50			5.45	
51 to 60			6.25	
61 to 70			7.20	
71 to 80			7.80	
81 to 85			8.75	
86 to 90			10.95	
91 to 95			13.75	
96 to 100			16.25	
101 to 105			22.00	

Pilkington.

Ordinary
1st break 33 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p.c.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per
Heavy, per lb. 0 42 0 05
Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets.
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs
Spring 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 per cent.

Planter's per doz 4 00 5 00

Hooks—Cast Iron.

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88

Hat and Coat, per gross 1 00 3 00

Chandelier, per doz 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.	Picture Nails.	Scale Beams.	Tape Lines.
Wire.	Porcelain Head, p. gross 1 65 3 00	Canadian, B. S. & M. dis. 40 per cent.	English, ass skin per doz. \$2 75 \$5 50
Hat and Coat, dis. 35, 40 p.c.	Brass Head, " 40 1 00	Scrapers.	English Pat. Leather " 5 50 9 75
Belt, per 1,000, " 0 60 2 70	Planes.	Box, per doz " 2 10 4 50	Chesterman's, each " 0 90 2 85
Screw, bright, Eng., dis. 40, 5, 45 per cent.	Wood, bench, Canadian dis. 60 per cent. Canadian, American dis. 45 to 50 per cent. American.	Foot, " " 40 3 50	" steel, each. " 0 80 8 00
Horse Nails.	Wood, fancy Canadian, or American dis. 35.	Screens.	Thermometers.
Canadian, dis. 50 and 10 to 60 and 5 per cent.	Bailey's (Stan R. & L. Co.) 35 to 37 1/2 per cent.	Window, patent, per doz 6 00 7 50	Tin case & dairy, dis. 75 p.c.
Horse Shoes.	Miscellaneous, dis. 12 1/2 to 15 per cent.	Screw Drivers.	Thimbles.
Per keg " 3 60 3 75	Bailey's Victor, dis. 12 1/2 to 15 per cent.	Sargent's, per doz " 65 4 00	Asbestos, filled, per doz., dis. 25 off
Ice Picks.	Plane Irons.	Screws.	Ties.
Star, per doz " 3 00 3 25	English, per doz. " 2 00 5 00	Wood, F. H. Iron, 77 1/2 per cent. dis.	Cow, per doz " 1 25 2 50
Kettles.	Pliers and Nippers.	" R. H. " 72 1/2 " " "	Tinner's Shears and Snips
Brass spun, per lb 7 1/2 per cent. dis. off new list.	Button's Genuine, per doz. prs. dis 37 1/2, 40 p.c.	" F. H. Brass 75 " " "	P.S. & W., 10 p.c. advance on American list.
Copper, " " 0 40 0 45	Button's Imitation, per doz. " 7 40 10 25	" R. H. " 70 " " "	Tinware.
Enamelled Can. 50 p.c.	German, per doz " 60 2 60	Diamond Point wood screw nails, bright, dis. 77 1/2 and 20 per cent.	Stamped, dis. Assn list, 70, and 12 1/2 per cent. to 70 and 25 p.c. on special lines.
American, 50 and 10 to 60.	Plumbs and Levels	Bench, wood, per doz. " 3 25 4 00	Janned, Prices on application
Keys.	S. R. & L. Co., dis. 65 p.c.	Bench iron per doz. " 4 25 5 75	Pieced, " " " "
Lock, Can. dis. 50 p.c.	Poppers.	Scythes	Transom Lifters
Cabinet, Trunk, and Pad- lock, Am. per gross. " 1 60 4 75	Corn, square, per doz. " 1 35 2 00	Discount 40 per cent.	Payson's, dis. 25 per cent.
Knobs.	Pruning Shears.	Scythe Snaths.	Traps.
Door, janned, and N.P., Can. list dis. 50 p.c.	Per doz. " 4 00 5 50	Canadian, dis. 37 1/2 to 40 p.c.	Game, Newhouse, dis. 17 1/2, 20 per cent
Bronze, Berlin, per doz " 2 75 3 25	Pulleys.	Shears.	Game, H. & N., or P.S. & W., discount 62 1/2 to 60 and 10 p.c.
Bronze, Gem, " " 6 00 9 00	Hothouse, per doz. " 55 1 00	B. & W., janned, dis. 75 per cent.	Mouse, per doz. " 0 35 1 50
Lava, " " 8 75 10 00	Axle. " 22 33	B. & W. N. P., dis. 65 p.c.	Mouse, " " 2 00 4 50
Shutter, porcelain, F. & L screw, per gross. " \$1 30 4 00	Screw " 27 1 00	Seymour's dis. 60 p.c.	" " " " " "
Ladles.	Awning " 35 2 50	Aetna, dis. 75 @ to 75 and 10 per cent	Trowels.
Melting, per doz. " 1 70 4 50	Pumps.	Heinrich 60 per cent.	Disston's, discount 10 p.c.
Lemon Squeezers.	Rumsey or Canadian Cistern & Pitcher Spout, 60 to 65 p.c.	Sheaves	German, per doz. " 4 75 9 00
Porcelain lined, per doz " 2 20 5 60	Punches.	Sliding Door, per set " 77 1 40	Brade's " " 00 10 50
Galvanized, " " 1 87 3 85	Saddler's, per doz. " 1 00 1 85	Shot.	S. & D., discount 35 p.c.
King, wood, " " 2 75 5 00	Conductors " " 9 00 15 00	Canadian, dis. 7 1/2 per cent.	Triers.
" glass " 4 00 4 50	Tinner's solid, per set. " 72	Shovels and Spades	Butter, per doz. " 6 25 9 00
All glass, " " 1 20 1 30	" hollow, per inch " 1 00	Canadian, dis. 37 1/2 per cent	Twines.
Lines.	Putty.	Sieves.	Bag, per lb " 0 12 1/2 0 20
Fish, per gross " 1 05 2 50	Bladder, per 100 lbs " 2 00 2 25	Wood Rim, black, p. doz " 1 15 1 35	Wrappg, mottl'd, pr. pack. " 0 50 0 60
Chalk, " " 1 90 7 40	Tins, lbs " 2 50 2 75	" " tinned, " " 1 35 1 60	" cotton, per lb " 0 18 0 20
Locks—Door.	Rail.	Tin Rim, " " 2 30 2 45	Mattress, per lb " 0 33 0 45
Canadian, dis. per cent. " 50	Barn Door, per foot. " 3 34	" black, " " 1 80 2 25	Staging " " 0 27 0 55
Russell & Erwin, per doz 2 90 7 50	Sliding Door, " " 3 1/2 3 1/2	Snap.	Broom " " 0 30 0 55
Cabinet.	Rakes.	Harness, German, p. gro. " 2 00 5 50	Binding, flax, per lb " " " "
Eagle, dis. per cent, 30 per cent.	Cast Steel and Malleable, Canadian list dis. 40 per cent.	Acme, " " 3 00 5 00	" jute " " " "
Paiock.	Razors.	Lock, Andrew's " " 4 50 11 50	" Blue ribbon " " 0 14
English and Am. per doz 50 6 00	Boker's, per doz 7 50 11 00	Soap	" Red cap. " " 0 12
Scandinavian, " " 1 00 2 40	Wade & Butcher's " " 3 60 10 00	Sapolia 1/2 gross boxes " 3 25	" Crown " " 0 11
Eagle, dis. per cent, 15 to 17 1/2 per cent	Razor Strops.	1/2 and 1/3 gross boxes per gross net cash " 12 00	" Silver Composite " " 0 09
Mallets.	Currier's, per doz " 1 25 3 60	Soldering Irons.	Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.
Tinsmiths', per doz 1 25 1 50	Rivets and Burrs.	Per lb. " 0 28 0 30	Vises.
Carp'trs', hickory " 1 25 3 75	Copper Rivets, dis. 45 per cent. dis Iron " 40 to 45 per cent.	Wrought Spikes.	Hand, per doz. " 4 00 6 00
Ignium Vita, " " 3 85 5 00	Burrs, Iron, 30, 33 1/2 per c.	Discount, 15 to 20 per cent.	Coach, parallel, each " 2 00 4 50 1/2
Caulking, each " 1 60 2 00	Rivet Sets.	Spoke Shaves.	Coach, each. " 6 00 7 00
Mattocks.	Canadian, dis. 30, 35 per c.	Wood, English " 1 80 5 00	Peter Wright's, per lb " 0 12 0 13
Canadian, per doz " 8 50 10 00	Rope	Iron, American " 1 35 2 35	Pipe, each " 5 50 9 00
Meat G			

HARDWARE



No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.



ENGRAVING
• FOR ALL •
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8½, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

TRADE MARK FOR



HOLLOW WARE.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

ASK FOR and see that you get

"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

.00W

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakes men, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

TWANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

Do you own a Horse worth \$25.00 ?

If so, send for descriptive circular of Kasper's Oat Cleaner.

Manufactured by H. R. IVES & CO., - MONTREAL, P. Q.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

**DOMINION CARTRIDGE CO., LTD.,
MONTREAL.**

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

**The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.**



Only makers of Wire Wound Hose on which the wire does not require
to be fastened to couplings, or by other clumsy device to prevent coming
loose from the hose. Ours may be cut at any point. Wire applied to any
Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured.
Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE
SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mack-
intosh and Rubber Clothing. Factories, (Parkdale), Toronto.

**GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.**

43 Yonge St., - - TORONTO.

Copper Wire ! Brass Wire !

Copper guaranteed to be pure Lake Copper of the highest conductivity. Carefully drawn to
decimal gauges, equal in quality and finish to anything imported. Also

**TINNED COPPER WIRE, MERCHANTS' COPPER WIRE,
ALL GAUGES BRASS WIRE.**

Made from High or Low Brass for Springs and other purposes, timed if required.

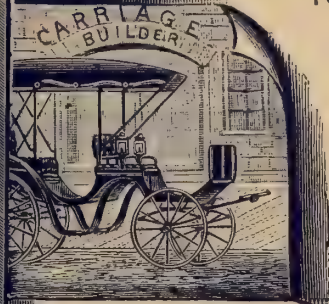
Prices guaranteed lower than can be imported. Capacity 10 tons per day.

DOMINION WIRE MANUFACTURING CO'Y.

JUNE 13, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



FLAGS

AND

BUNTING



RICE, LEWIS & SON, LIMITED,

General **HARDWARE** Merchants.

Corner King and Victoria Sts. - TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

:- Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

SEAMLESS WROUGHT STEEL
Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vol. 3.

TORONTO, JUNE 13, 1891

No. 24

J. B. McLEAN, President. HUGH C. McLEAN, Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
(LIMITED.)
Printers and Publishers.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

POCKET KNIFE FAKIRS.

The fakirs have laid their unholy hands on the pocket cutlery trade. Everywhere more or less of the demand is switched from its connection with the hardware stores of the country and turned into the market places, the fairs, the squares and street corners, where the voice of the fakir waxes husky in the vending of pocket knives. And the mischief of it is, he manages to sell them too. He offers the most worthless wares, stock that no self respecting hardware man would expose for sale. The knives are very showy, the price is seductive, and the fakir is a great liar. He says the goods are of the first water, that they come from the same source as the best stock sold by hardwaremen, that in fact they were carried as samples by the travelers of the leading importers. All this goes down with the crowd, who are far less fastidious in their dealings with the fakir than they are with the legitimate trader. They pay 50c. for knives alleged to be worth 75 or 80c., but which are in reality dear at 15c. Good knives it would not pay the fakir to handle. He would have to ask prices that would sound commonplace, as they are quoted at every hardware counter, and such goods lack the one great requisite for fakir business; there is no humbug about them.

The fakirs place a very large number of knives in the country. The knives are inferior, but they displace good ones, and so drive trade away from the hardware store. It is remarkable that the brazen audacity of

the fakir will disarm the criticism of intending buyers more than the respectable methods of the shopkeeper will ensure confidence, though the shopkeeper is tied to one seat of trade and is always on hand when fault has to be found with anything he has sold, and to answer for it. The customer is usually a very sage fellow when he comes to buy a knife at a store. He will judge its temper, and dim the polish on it by the unerring test of his breath. He will try if he can turn its edge on his horny palm. He will weaken its spring, pry the blade sideways in its haft, and finally offer about the cost value of the knife. But when the fakir gets hold of him he is like dough in the hands of the baker. He will be shown a knife that glitters like a gem and that will scarcely cut putty. This knife he will buy because he is no judge of cutlery and because he is credulous. It is a pot-metal implement, but he has been persuaded to believe it is Damascus steel.

Hardware men everywhere ought to do their best to destroy confidence in these parasites. The goods cannot be too much disparaged. The fakirs swarm the towns throughout the country and are ruining the trade in cutlery. They have no license, they pay no tax. As they are not the makers of the wares they sell, they cannot claim immunity from local taxation, and thus they come under the power of municipalities and may be taxed as transient traders. The hardware dealers of the country ought to use their influence in all towns to have these gentry carry weight in the competition they have entered upon. Such men are not merchants, they are not pedlars, they are not vendors of their own manufactures. Their business is therefore carried on with no benefit to the community in the way of public revenue, and with injury to it in the robbery of people who are simple enough to deal with fakirs. They do a privateering business which can be put a stop to only by the action of the town and village councils.

SCOTCH VS. AMERICAN PIG.

Every now and then this question crops up and at the present time the chances of competing with cheap American pig in the West are engaging consideration. Importers in Montreal claim the Scotch ironmasters are disposed to make a fight for some of this trade. It is quite natural that they should, but if the competition is to be keen, it would seem as though some change in present conditions were necessary. Briefly, if the bid is to be a strong one, concessions will have to be a consideration, for at present the planes of value vary sufficiently to be a consideration with the average buyer. It may go off sufficiently, but it has not yet done so, and indications are wanting. Of course the usual quantity of Scotch pig will find its way westward, a certain quantity of it always has to be bought for certain purposes; probably the quantity may increase this season, for stocks generally are very low, but when it is a question of competition in a regular way with cheap American pig, the subject has to be considered from a different standpoint—that is, what buyers are willing to pay. In fact, the matter is problematical, for although the American market is steady, it is not moving with sufficient freedom to warrant any material hardening in values, and if the present American plane is to be the criterion, it will mean something with cheap buyers. This rule, of course, only applies to the western country, for the freight charges are too serious a consideration when it comes to placing American iron in the east. Briefly, the position is just as it always has been, and, as we have pointed out previously, the market for Scotch pig is steady enough when following the usual lines. A fair business is doing in the west, but the cost of production at home precludes the idea of much lower values, as they are in many

cases below it now, according to some recent reports from Great Britain. Stocks in Montreal are very light, while the quantity afloat for Canada is exceptionally small for the present season of the year. This does not point to much alteration in values, at least in the immediate future.

A STRONG COPPER MARKET.

Copper has within the past few weeks become a strong feature of the metal market and prices have a decidedly upward tendency. In fact they are already higher in Montreal and it is doubtful if there is really any more 13c. copper to be had on that market, reports of low offers to the contrary nevertheless. In fact it is almost a certainty and prices are now quoted 13½ to 15c. as it would cost within a fraction of the inside figure to lay any fresh supplies down there from New York where copper is marked at 11¼c., which would mean 13¼c. net Montreal, including freight and customs dues, but making no other allowances whatever. In addition to this, present supplies in Montreal are very well concentrated, in fact three leading firms have no supply to speak of at all, while the other firm who are supplied have it is understood closed a contract with one of the big railway companies at a figure very near to the one we mention for their year's supply of copper, which should mean over 100 tons, although the exact quantity is not known. If this is a fact, and there is no reason to doubt it, the article is not plentiful in Montreal, and prices are correspondingly firm. In fact, the only transaction that we can speak of with certainty, a lot of 1,200 pounds, was closed at a figure over 13c. Therefore the range we mention above is a perfectly safe one.

In this connection it may perhaps be interesting to mention that the American market, which is naturally the ruling one, has exhibited a firmer feeling recently. According to the New York Commercial Bulletin of Saturday last considerable sales of Lake Superior copper for export have been made, in brief, 26,000,000 pounds, by the Calumet and Hecla and the Townsend companies. Referring to these the Bulletin says: "This movement, along with the late heavy sales of furnace material and the suspension of operations at the Anaconda works, will account for the turn for the better in the market that has taken place recently. It is reported, however, that American consumers are buying with rather more freedom, paying 13c. for Lake Superior product for prompt and 13¼c. for future delivery. Arizona ingot is sparingly offered and held firmly at 12¼c. upward, while full rates obtained in Europe for matte have caused smelters to raise their prices to 11¼ to 12c. for casting brands. Some authorities venture the opinion that prices will rule higher during the next sixty days on the strength of home demand alone."

EARLY CLOSING.

The early closing movement seems to gain ground slowly. Here and there from all parts of the country come reports of agreements formed or of by-laws passed to support the closing of stores at a uniform hour. In some cases the by-law is carried barely by the required plurality of petitioners, in other cases the traders are unanimous, and in yet other cases the opponents of the by-law are more than one-fourth of the total number of local traders, so that their opposition hinders the adoption of it. There is talk of appeal in some of the cases where the council has granted the petition of the traders, so strong is the unwillingness of some traders to close early. But there are more early-closing towns and villages this year than there were a year ago. Last year there seemed to be a reaction from the movement which brought about the passing of the Early Closing Act by the Ontario Legislature. There seems to be a revival from the indifference that was so general a year ago, and yet there is plenty of room for the extension of the movement.

In most of the instances where early closing has been made a matter of voluntary compact or made compulsory by a local by-law, it is significant that not the employers but the employees have initiated movement in its behalf. The employees in many cases have done more, they have been the negotiators of the terms that have finally been adopted as the basis of a by-law or an agreement, and by their diplomacy have reconciled elements that could possibly not have been harmonized if left to the principals themselves. The latter may be as little averse as the clerks to the idea of early closing, but for some reason that is not obvious there is very often a reluctance to be the first to call a truce. Clerks are therefore useful as mediators. Where no by-law exists but where there is an early closing agreement, clerks are also something of a safeguard of early closing. The contract made between traders is also virtually a contract made with the clerks, and any dealer who is disposed to play fast and loose with his pledged and signed word not to keep open beyond a specified hour, is more or less restrained from doing so by his employees, who are wronged as much as are competitors by a breach of the contract. Now and then the clerks show themselves able tacticians in the struggle between early and late closing shop-keepers. The clerks of Vancouver determined by a signal stroke of policy to enlist public opinion in their cause. They gave a free concert, captivated their hearers and captured their support for early-closing, the people being persuaded that so much talent ought not to be entombed in a shop beyond the hours of daylight.

Agreements among the traders of any particular place to do any given thing, whether it be to close uniformly at a speci-

fied hour, to exclude certain persons from the benefits of credit or to uphold prices, very seldom hang together without some such binding influence as the interest of the clerks or the assimilating agency of organization. Organization is the best thing after all. Any set of traders who are formed into an association can carry out an early-closing agreement or an agreement not to cut prices disastrously, much more effectually as a detail of their association than they can if they are isolated from one another in all relations but the undertaking to maintain that single agreement. There is an esprit de corps born of organization, that is of immense service to any movement which is astir in the trade, and it is the lack of this which is the usual cause of special agreements failing. A score of traders may agree to close at a particular hour, but if there is no other bond of union among them such an agreement will be unlikely to confer coherence upon them. The ties of association though light as air are in some cases strong as iron.

ESTABLISHING A CREDIT.

The dealer just embarking in business, says an exchange, who expects to obtain credit from the jobber, must first establish a credit for himself. There are many who fail to realize the importance and necessity of this practical step. The jobber must not be expected to know the financial standing of the great army of dealers with whom he does business, except in but one way, and that is after they have established a credit to his satisfaction. The goods are the jobbers', represent so much of his money, and it is purely a fair business proposition that he first ascertain the probability of getting his money back before letting the goods go out of the house. There are very few dealers in the country that the mercantile agencies do not quote, but these quotations are not always wholly fair to the dealer, and the jobber is disposed to give him a chance to establish a credit in some other way, if he is able to do so. No dealer, with any knowledge of business rules or principles, could expect to purchase goods on credit without first convincing the jobber that he would be likely to pay for the goods. The experienced dealer is always glad to furnish such information for the benefit and guidance of the parties from whom he expects to buy goods. Recently a St. Louis jobber received an order from a dealer who had just embarked in business, who desired to purchase on credit. The jobber wrote him, suggesting that he establish some basis for credit, and give references for confirmation of the same, at the pleasure of the jobber. This particular dealer considered the jobber's interrogations as impertinent, and so wrote him, canceling the order for the goods. The dealer was clearly wrong. Perhaps without his knowledge, his rating was known to the jobber and was not gilt-edged. When asked to establish a credit with references, the dealer was simply given an opportunity to better his rating, despite the unfavorable showing in the mercantile reports.

DO NOT PROMISE TOO MUCH.

The dealer who, in order to gain new and retain old customers, resorts to the questionable method of misleading or making false statements to inquiries with reference to goods, will inevitably be the loser in the end. If the customer desires a certain article that is not to be found on the shelves of the dealer, it is far better that he should frankly say that he has not got it in stock, than to offer some other article, claiming it to be the one wanted, when he knows it is not. It is perfectly proper for a dealer, when asked for an article of a certain make, which he may not have, to proffer the same goods of some other manufacture, and suggest that the customer give it a trial. He may even go so far as to recommend it as better than the make of the goods asked for, but under no circumstances, where deceit is possible, should he permit temptation to lead him into an indulgence of it. The customer does not always recognize the fact that the buyer may be merely a messenger from the would-be purchaser, and only knows that an article made by a certain manufacturer or company is desired. Even where the goods are promptly returned the customer is naturally irritated at the loss of time, far more than if he had failed to find what he wanted in any shape whatever. It is also a serious mistake for a dealer to promise to furnish goods that he may not have in stock, by a certain date, when he is morally certain that it will take him longer than the time specified to get the goods into his store. The dealer should do all in his power to gratify the wishes of his customers, but he should be very careful not to promise too much.

THE COMPOSITION OF BRONZE.

This composition varied so much then (in ancient times), and varies so much in different processes in different countries at the present time, that it is simply impossible to define exactly the meaning of the word bronze, since it is copper alloyed with any one or several of many other metals. Thus the ancient Greek and Roman alloys consisted chiefly of copper, with zinc, tin, lead, or silver, the per centage of copper varying from 70 to 95. A proportion of about two parts copper to one part tin produced the well-known speculum metal; 3 copper to 1 tin gives a bell metal; 5 copper to 1 tin produces the tam-tam or Chinese gong; 8 copper to 1 tin is a bronze adapted for machinery bearings; while 16 copper to 1 tin is a soft metal which can be rolled and drawn. The dead-black patina of some Japanese and Chinese bronze (we may here mention that the former are in some cases wonderfully accurate in the refinement of detail) is due to the presence of lead. In Europe the composition of the bronze used for statuary and art pieces is from 33 to 43 kilograms of copper, 7 to 16 kilograms of zinc, and in some cases 250 to 500 grams of tin. The principal works in this country are cast with about 90 per cent. of copper to about 10 per cent. of tin. It is presumed that the famous shield of Achilles described by Homer was a bronze. Although not sure of that, we do know that the composition there given could produce a metal admirably adapted to the purpose.—Iron Age.

OUR LONDON LETTER.

LONDON, June 2, 1891.

Since the despatch of my last letter the official statistics relating to the trade between the United Kingdom and Canada in 1890, have been published at the instance of the government. Although the total imports from the Dominion amounted to about \$60,100,000, against \$58,929,000 in 1889 and \$50,306,000 in 1886, testifying to the increased trade of the Dominion with the mother country, yet the small amount of \$36,335 is given as being the value of Canadian manufactures of iron and steel received into this country last year, and this amount shows a continuous decline for the past three years, being only a little more than half what it was in 1888. On the other hand, British exports of goods to the Dominion were as follows:—

	1889.	1890.
Hardware and cutlery, unenumerated.....	\$486,091	\$428,350
Machinery and mill work.....	503,035	481,275

It will be observed that there was a decrease for 1890 under both items. If the comparison relating to hardware and cutlery is extended to 1886, it will be seen that the decrease has been continuous and rapid, the exports from the United Kingdom amounting to \$609,000. Again taking the same comparison, the exports of machinery and millwork appear to be increasing, although showing a temporary falling off, they amounted in 1886 to \$316,000. Canada is therefore taking less from Sheffield and Birmingham in the way of cutlery and hardware and more from exporters of machinery and millwork. The tendency of general trade appears to be that Canadian merchandise and produce is gaining a firmer hold in the English markets; while the products of the United Kingdom are gradually declining in favor in the Dominion, the total value of the exports having decreased during the last five years from \$37,734,500 to \$34,135,000.

"BLACK SHEEP" IN THE SHEFFIELD TRADE.

The Merchandise Marks' Act has by no means stopped all the dishonest practices carried on not only by foreigners, but by English manufacturers. It has been known for some time, but has not become publicly stated, that at least one firm in England does a good business with a Solingen (German) house in making a line of cutlery goods and stamping the German name as makers of the goods. These are then despatched to the Solingen buyers who would mix their own goods with those of the English firm; the German product would be very inferior and stamped as English make. The two would be placed before a customer in some neutral market, with the result that he would be disgusted with the so called English article and pleased with the German goods which would really be made in England. There is a lot of this sort of thing going on at the present

time, and plenty of unscrupulous firms are willing to lend themselves towards discrediting their country's trade.

The Merchandise Marks Act is also a dead letter, if it ever was applied in Central America. But there American houses are also victimized as well as English exporters. The Germans flood the towns with cheap imitations of the best Sheffield and Hartford goods; these are sent out without ever coming under the eye of an English Customs Inspector and without touching at a British port.

A GOOD LINE IN IRON BUILDINGS.

Wholesale houses making the production of iron buildings a specialty, may be able to secure some good orders in this direction. It is proposed to build a large number of iron sheds at Priok, Batavia, for storing grain, etc, at a cost of about \$400,000.

A STUMP JUMPING PLOUGH.

Agricultural implement makers are just now interested in a new style of plough intended for the Australian market. As there is a splendid opening for the right sort of plough in the colonies, I give the following description of the invention: It is intended for use on land full of stumps or "snags." The sections of the beams, with the tines connected, work in a similar way to the plough on joints, which allows the tines to be free. When an obstacle comes in the way of the tine it rises to a vertical position, allowing the stump or whatever the obstacle may be to pass under without hurting the plough, and at once enters the ground again. This implement is carried on three wheels. The axles are made fast to the boss of the wheel, so that the axle revolves in patent boxes, chilled and capped, carrying plenty of oil, and also keeping out the dust and dirt.

A BANKRUPT LAW NEEDED IN NEW BRUNSWICK.

The St. John, N. B., Board of Trade last week the pressing need of a good bankrupt law was discussed. Bills of sale and judgments can be held back in New Brunswick, great costs had to be incurred to force the collection of a debt, dishonest traders could and did assign to friends when pressed for payment. Instances were given of men who bought goods from several wholesalers at once, and before pay day, transferred them to some friend and laughed at their creditors. Goods were known to be assigned in original packages. At the next meeting of the Board the Solicitor General and the resident members of the local legislature are invited to be present to hear the opinions of the Board as to the need for such a law.

ANSWERS TO CORRESPONDENTS.

J. H. Collingwood: Can you inform me where Oakum is made, with the following initials, G. S. O. Co. Answer—John Leckie, Toronto.

THE CREDIT SYSTEM.

Credit versus cash has been the theme of endless discussions, nevertheless the subject appears to be an inexhaustible one. The following paper on the credit system appears in the *American Storekeeper* for May, and is from the pen of Mr. Hervev S. Dale :

Let us look into the history of the credit system for a few moments.

The oldest record of credit we find in the history of China. Banks of deposit and discount existed there 2800 B. C., and as the existence of banks denotes a high state of developement of commerce and of confidence, we may reason that credit, in that deliberate and slowly progressive country, was ages in maturing before it culminated in the establishment of banks. In 800 B. C. we find interest laws enacted for the production of borrowers, and 500 B. C. the Chinese government issued paper money. We find in the earliest history of Egypt and India credit transactions recorded. We read of the Hebrew women, 1500 B. C., going out into the wilderness glittering with jewelry and trinkets borrowed from their Egyptian neighbors; nor is this mentioned as a novel occurrence.

History gives us no actual statement as to when and where the first actual credit transaction took place. That this occurred at an early period, when man was in a semi-civilized state, and incapable of reducing traditions and events to writing, we may readily take for granted. The most ancient writers lead us to conclude, by inference at least, that credit was not only contemporaneous with them, but even more ancient than they. In Athens and other commercial centres of Greece, the credit system was not unknown. The rights of capitalists was strictly guarded, though they were heavily taxed. Money was obtainable and money lenders were numerous, but interest was high. Indorsing for one another seems to have been customary then as in modern times, for we find laws pertaining to the liability of the indorser.

In Rome the credit system flourished. There were many rich people, composed mainly of nobles, who never turned a deaf ear to the poor applicant. In the Europe of the Middle Ages, we find the first banks established by the rich trading centres of Genoa, Venice, Hamburg and Bremen. From the time of the establishment of these, we may date the growth of commerce and credit. As banks cannot flourish in communities where confidence does not exist, we must assume that the conditions in Europe had undergone a change for the better.

Holland, in the seventeenth century, had better credit than France or England, and, up to the reign of, Queen Anne, she continued to be the first commercial nation. After that England was in the ascendancy, and has maintained it ever since; and its credit, at

home and abroad, from that time to this, has always been the wonder and amazement of other nations.

We are shown that a high state of credit marks a corresponding degree of civilization. Savages and the ruder tribes of uncivilized countries hardly know what credit means, and have no word even expressive of its meaning. Only where probity and ownership of property exists, and where rightful possession is defined by a higher law than that of the individual standard, can credit flourish. In the matter of property and ownership the savage is like a child; everything within his reach he appropriates, and neither scruples nor asks questions. Of what we term honor the savage has none, and truth he is a stranger to—with strangers particularly.

In all civilized communities we find credit, but its use is found to vary according to the intelligence and education of the people. Credit is given liberally by the Chinese, we are told. They are thrifty in their ways, and understand the accumulating properties of little grains of sand better than any other people. No bankrupt laws exist in China, but debtors are liable to corporal punishment. Not paying one's debts is a disgrace, and the debtor is practically "drummed out" of business. The whole nation "settles up" at New Year's day, which comes usually in February. It is said that China never had a panic, and that in times of failure of crops and famine, the government furnishes liberal aid to the sufferers, although recent events do not corroborate this statement.

Credit has an aptitude for good and evil; it can be benign or malignant in turn, but its existence is a sure mark of progress in the social scale. How it slowly ripened, bearing fruit in the shape of bonds, stocks, bank and government notes, loans and mercantile credits would be difficult to trace. We exchange our earnings for the flimsy bits of paper with a trust that is most wonderful, and the wonder is that credulity does not oftener outstrip performance. But this modern credit is the creation of our own confidence, withal, and in the course of its development has struck deep roots in the very heart of the State.

Now let us glance at the credit system in its relation to commerce. Some one has aptly said: "Commerce is the offspring and at the same time the support of civilization." Wherever we find the one we always find the other. Commerce came with the growth of civilization, the latter being the cause, and the former the natural result. This we must accept as a fact, although to-day we might almost be inclined to believe that commerce was the cause, and civilization the effect.

But commerce does not stand as the agent or representative of civilization in doing this grand work of civilizing and educating. While she performs this work, and does it well, it is foreign to her real purpose and apart from her real mission. The purpose of commerce is not of a philanthropic nature; it has no such motive. Self interest and the hope of personal aggrandizement are its incentives, and these furnish the motive power for its penetrating and aggressive tendencies.

Thus we see that civilization and commerce are so closely allied that it is difficult to determine which one leads or follows.

When we consider the relationship of commerce and credit, we find the line of demarcation even more indistinct. They are of simultaneous growth, and the existence of one always implies and is indispensable to the other.

It might be argued that commerce could exist without credit. Possible on a very limited scale. Every commercial or mercantile transaction is based on credit at some point. Your confidence causes you to rely on the statements made, and you credit these statements. You may buy a barrel of St. Louis flour and pay cash for it, but there is a credit implied nevertheless. What makes you pay the cash for the flour before you have actually examined the contents of the barrel, weighed it on your scales, and satisfied yourself from other sources that the flour was made in St. Louis, and not in Minneapolis, as claimed? You see, even in your cash transactions, credit is given. In the above case the buyer gives all the credit and takes all the chances, whereas, in the ordinary credit transactions, the flour being sold on time, both buyer and seller give credit. They have mutual confidence in each other that each will do as he agrees. Here then we have the synonym for credit: mutual confidence.

The marvellous progress and development of this country is the wonder of the world, and our own amazement finds no limit; but as the great factor in helping to bring about this condition, our credit system, extending as it does to every nook and corner of this great continent and beyond it, is no less worthy of remark, and commands the admiration of those capable of a just conception of its importance.

Credit flourishes in proportion as people have confidence in each other. What creates it with us here in this country, is, that greater opportunity is afforded for making money, and this, joined with our natural ability as traders and aptitude of improving opportunities, is what gives faith and mutual confidence in each other.

We are recognized the world over as a nation of traders. To deserve this encomium and to build up this reputation for ourselves, has settled us in the conviction that we possess superior advantages, as well as talents, in our methods of money making. These are the elements that contribute to the development of our credit system, and capital, consisting either of money or goods, feels not only safe in the return of the principal, but has assurance also of interest or profit. This furnishes the fundamental principles on which credit is established.

All our large enterprises, our large corporations, and undertakings of both a private and public character, are due to, and have been possible only through, the medium of our credit system. The capital to operate and further these enterprises is contributed in a large measure, by many, although a few large capitalists generally take the lead. But both small and large investors have confidence and are willing and eager to trust their accumulations to the management of others, in the expectations of fair returns. To this confidence, to this facility for obtaining credit, it is due that companies can be founded for the purposes most useful and beneficial. It is not the individual ownership of money, but credit, that bridges the morass, spans the land with iron rails and the sea with copper wires, and is building, spinning, making and gathering all that can be built, spun, made or gathered.

Restore goods to their proper places as soon after using as possible.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.



John McIntyre, late of Kingston, is now head moulder of the Westport stove works.

Brown's hardware store, Portage la Prairie, Man., narrowly escaped destruction by fire a few days ago.

Mr. Robert Brick, of Dundas, has been appointed mechanical superintendent of the Kingston Knitting Mill.

Mr. Alex. M. Rowan, hardware merchant, St. John, N. B., got married on the 4th inst., to Miss Nellie E. Baxter.

Peacock & Co., Sarnia, have taken the contract of putting one-half mile of iron pipe drain through Lake View Cemetery.

Mr. Peter Bertram, proprietor of the Dundas Axe Factory, has been awarded a gold medal for his exhibit at the Jamaica exhibition.

Alex. Dackus, manager of the Ottawa junk store, was committed to the assizes on Tuesday, June 2, on a charge of stealing an iron boiler from J. Watters, of Hull.

The tender of E. W. Chard was accepted by the Public School Board of Toronto, for the tinsmith's work in the Givens street school, which is to be enlarged.

The boiling over of a lot of varnish in one of the buildings of the Maritime Lead and Saw Works, St. John, N. B. came near causing a very destructive fire last week.

At a meeting of the Town Council of Lindsay last week, the chairman of the town property committee was instructed to communicate with manufacturers with a view to the purchase of new scales for the market.

The St. John Bolt and Nut Company, St. John, N. B., on the 4th inst., elected the following directors for the year: James E.

White, C. A. Stockton, W. J. Parks, Alex. Rankine, and J. E. E. Dickson. Officers will be chosen to-day.

Messrs. Rice Lewis & Son are putting a glass front in that wall of their store which flanks the newly-extended Victoria St.

Mr. J. G. Edwards, hardware merchant, Lindsay, Ont., was married on the 3d inst., to Miss Winnifred Dunsford, daughter of the late Mr. James Dunsford ex. M. P.

Strachan's hardware store at the corner of Bridge and Queens street Ottawa, was broken into Friday night and a large number of knives, revolvers and razors stolen.

A. Jeffery & Sons got the contract for Menelly bells for the public schools in Toronto on which bells are to be placed. The bells are to weigh 125 lbs., and to be put in at \$45 each.

The town of Levis, Que., has granted Mr. Herbert Paradis, manufacturers, an exemption from taxation for twenty years on condition that he will constantly employ thirty-five hands in his factory.

A. T. Wood, head of the well-known firm of Wood, Vallance & Co., Hamilton, has returned home after a year's absence on the continent. Mr. Wood says he is wonderfully improved in health, and certainly looks younger and more sprightly than when he left.

The Iron Moulders' Union have decided to go back to work for the E. & C. Gurney Co. now and fill up all vacancies, having been out for nearly 16 months on strike. It is to be hoped that the Gurney Co. will take back some of the old men, who are good citizens and steady workmen.

The Price List of Messrs. Ferguson, Alexander & Co. is invaluable as a connecting link between members of the retail trade and that firm. It is replete with such information about paints, oils, varnishes, etc., as will enable the trader not only exactly to specify a particular thing, but also to suggest to him

what is the particular thing he should get. It is more than a bold enumeration, as it defines or describes the less common articles named and indicates their purpose. It is a handsomely bound, clearly printed manual, with a very convenient arrangement of and reference to its contents.

Messrs. Ferguson, Alexander & Co., Montreal, have issued a very neat booklet that is quite a study in special advertising effect. The matter and manner of it are both well calculated to catch the attention and make an impression concerning the merits of that firm's lead, colors, varnish, etc.

THE TRAVELLERS' ASSOCIATION.

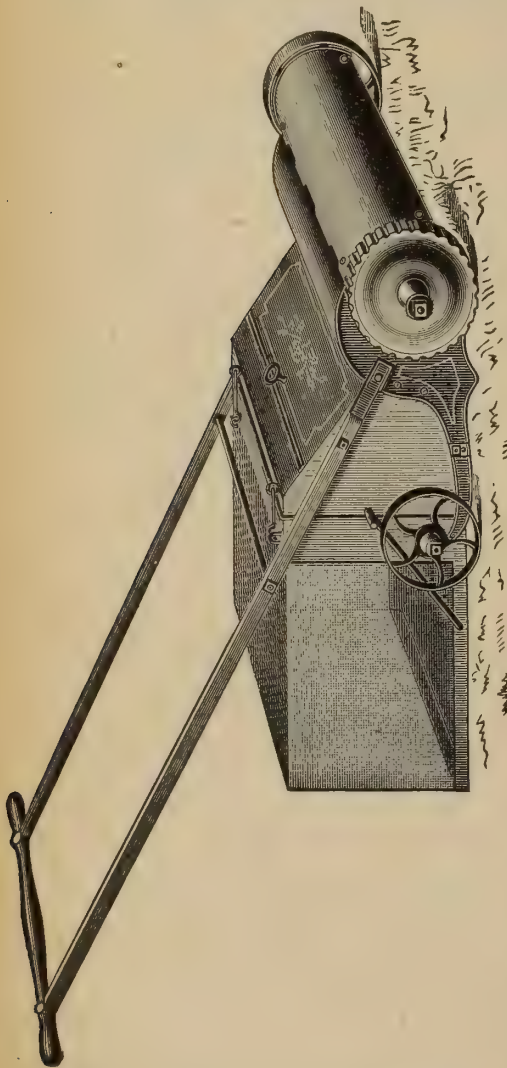
The Commercial Travellers' Association of Canada held its half-yearly meeting in the Public Library building on Saturday evening. Mr. John Burns, the president, occupied the chair. The secretary, Mr. James Sargeant, presented a report showing the membership to be 3,000 and the balance on hand \$190,000. The most important feature of the evening was the presentation to ex-President A. A. Allen, of a life size portrait of himself and a gold watch and chain. The portrait is one of J. W. L. Forster's happiest efforts, and the watch was manufactured specially by P. W. Ellis & Co. The president made the presentation in a felicitous speech, and he was followed by Messrs. Fred. Birks past president of the Montreal Travellers' Association, and these past presidents of the C. T. A. of Canada: Warring Kennedy, James Patterson, James C. Black, who all made a few suitable remarks. Messrs. William McCabe, H. Symons, W. G. Reid, of Hamilton; C. C. Van Norman, E. Fielding, and J. J. Alworth were also speakers. Mr. Allen, who has been a member of the association for 11 years, thanked the donors briefly. The business of the meeting concluded with a resolution to send a telegram of condolence to Lady Macdonald, expressive of the profound sympathy of the Association with her in the death of Sir John Macdonald.



NEW GOODS.

THE MODEL LAWN SWEEPER.

In structure the Model Lawn Sweeper is a revoluble brush suspended in a pivoted frame behind the axle, and parallel with it. By means of a yielding spring the brush is pressed against the ground until a resistance, such as tall grass, or an uneven surface is met, when the brush is forced up until such resistance is passed, when it assumes its normal position. The brush sweeps backward, or revolves in a direction opposite to the drive wheel. Behind the brush, and parallel with it, a tin steel shoe drags its lower edge along the ground as a hoe would be drawn by the handle. The litter is swept over this shoe into the basket. When the machine is used to gather leaves out of tall grass a special shoe is furnished, having long



teeth or fingers that will run in between the blades of grass and get the leaves. The special rake shoe costs one dollar extra, and can be substituted for the regular shoe in a few seconds. The basket or hopper will hold a wheelbarrow load of litter. When filled it is detached and emptied. The machine is provided with a packer to keep it from clogging when the grass is wet and heavy. It also enables the operator to pack more grass and leaves into the basket than it would otherwise hold. It is manufactured by the Thompson Sweeper and Machine Co., Elkhart, Indiana. They purpose applying for a patent in Canada and starting a branch of their business in this country.

POINTS FOR CLERKS.

A book recently published entitled "Looking Forward for Young Men," contains a chapter on "The Young Man and his Ambitions," from which we quote :

"That old council to the young to 'aim high,' has the merit of practical wisdom in it. There is as much in aiming as there is in shooting. Indeed, aiming is the chiefly important thing. The hitting quality is in the aiming. Whoever shoots without aiming may hit somewhere, yet is liable to hit nowhere. Haphazard shooting is uncertain and dangerous. Nobody can fortel its mischief. It is much so in life. Haphazard living, though common, is seldom successful, save in the very commonest ways. Men who live in a haphazard way trust to luck for good results. And men who purposely trust to luck are gamblers. They voluntarily take the chance of success or failure. Chance is a gambler's method. It is the fool's opportunity, for there is no wisdom in it; and it is the knave's opportunity, for there is no virtue in it. There is no principle, or smartness, either in luck or chance. There is nothing manly in a bright man's putting his power on a level with the ignoramus as he does when he enters upon a game of chance. Luck, chance, lottery, gambling, all classes in one moral order, which men of good ambitions do well to play shy of. The only good luck is in good ambition, good sense, and good endeavour. The lucky fisherman is the man who fishes skilfully. The lucky mechanic is the one who does good work and sticks to it. The lucky business man is the one who understands his business and pushes it. The lucky professional man is the one who is master of his profession. The lucky man all round is the one who does everything well. This is the luck in which true men put their trust. It seldom fails to become a rich reward. What multitudes of young men in all the callings have trusted their all to the luck of good sense and good work and have been enriched with the prizes of noble lives and good fortunes.

"One of the ways to have good luck is to have good aims. It is almost certain that every young man has something in his mind to live for, something which his ambition covets, which awakens his best endeavors for attainment. Between the highest and lowest of these ambitions there is a wide range, that makes all the difference we see in men. It is men's ambition that make or unmake them. If a man has an ambition to be a clown, it is difficult to make anything else of him. If one has an ambition to see the world, he will travel, if he has to do it on foot and alone. If one has an ambition to study, it will be almost sure to shape his life. An ambition for business will show itself in that way. An ambition for mechanics will seek some trade and build a life on it. An ambition for the ministry will

find the way into the pulpit. A political ambition will affiliate with politicians and be interested in their affairs. A fourteen-year-old boy had an ambition to be a physician, and because he could not have his way at home he ran away to California, worked on a ranch, and borrowed books of the nearest physician and studied by himself. He became a noted physician. Nearly all marked men had an early ambition for the line of life in which they became noted. An early ambition is usually the finger that points the way the boy should take. If there be no ambition for any particular line of business, there almost always is for the style of man one wants to be."

ADVICE FOR YOUNG SALESMEN.

In regarding the present position of men who have been successful in their business or profession, we sometimes lose sight of the endeavor which has been put forth by them, and look only at the result. A well known business man who has risen to his present position as head of one of the leading houses in the country from the humble one of office boy gives his own experience, which is full of interest and valuable suggestion.

"I was office boy and I had to work; there was no such thing as 'getting on easy.' I worked on, putting the very best of myself into my work. I didn't get much encouragement from my fellow-workers, especially those who were in advance of me, but from the very first I had the regard of my employer, and that was worth having and well worth working for. I don't like talking about myself, but I will tell you some things, in a general way, that I have learned that may be of value to the young men and boys who are soon going to work.

"The young man who subordinates himself to the trade he adopts, who really believes in the words 'business before pleasure,' and whose habits of economy result in not only living within his income, but, by reasonable sacrifices, laying up something each and every year, will soon find that the second hundred dollars is much more easily saved than was the first, and following that the second thousand easier than the first. Young men often err by accepting treats and favors, which they neither intend nor can afford to reciprocate. My father used to wind up his letters to me with these words: 'Remember, my son, the three things to be careful of—health; reputation, money, and in that order.' If young men in school, in college, in their trade apprenticeships, would, when in doubt over any matter, study these three things in deciding a point or policy, they would find them chart and compass by which to steer to the best results. The boys in the store whose watches are always on time at the dinner or closing hour are the ones who will not advance in the business. While those who are asking for more to do, instead of making apologies for work not finished,

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for lime kilns, furnace linings, smelting furnaces, cupolas, and general foundry purposes. Write for prices and mention **HARDWARE**.

The Colman Hamilton Co., Ltd.

Livingston's Building,

Telephonone 1998.

34 Yonge Street.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F.C.A.
W. H. Cross, F.C.A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

CARMINETTE

IS THE REGISTERED NAME OF THE

GREAT ENGLISH COLOR

MADE BY

Mander Bros., London

Represented solely in Canada by

WALTER H. COTTINCHAM & CO,

56 St. Peter St. MONTREAL,

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware

Specialties, Iron Pipe, Hot Water

Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage **HARDWARE** and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.

MILLER BROS. & TOMS,

SUCCESSORS TO

(Miller Bros. & Mitchell)

ESTABLISHED 1869.

110 to 122 King St., Montreal, Que.

—MANUFACTURERS OF—

SAFETY ELEVATORS, Hand, Steam,
Hydraulic and

ELECTRIC

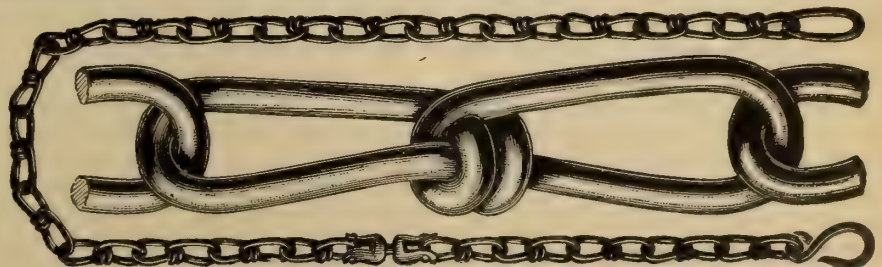
for Passenger and Freight Service.

22 years experience. Send for Catalogue.

MENTION THIS PAPER.

TORONTO OFFICE: 74 YORK ST.

TEMPERED STEEL WIRE TRACE CHAINS. Made of Brown's Patent Steel Wire Chain.



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.

The B. GREENING WIRE CO., Ltd.,

Hamilton, Canada.

are those who find room at the top of the ladder, and do not complain of the crowd at the foot.

"May I give you my list of what I call golden maxims? They were given to me by my father and employer, and I have treasured them as watch words. In the first place I put my father's.' 'Be careful of health, reputation and money.' To gain these, heed the following: Keep good company or none. Never be idle. If your hands cannot be usefully employed, attend to the cultivation of your mind. Always speak the truth. Make few promises. Live up to your engagements. Keep your secrets, if you have any. When you speak to a person look him in the face. Good company and good conversation are the very servitudes of virtue. Good character is above all things else. Your character cannot be essentially injured except by your own acts. If any one speaks evil of you, let your life be such that no one will believe him. Drink no kind of intoxicating liquors. Ever live, misfortunes excepted, within your income. When you retire to bed, think over what you have been doing during the day. Make no haste to be rich, if you would prosper. Small and speedy gains give competency with tranquility of mind. Never play at any game of chance. Avoid temptation through fear you may not withstand it. Earn money before you spend it. Never run in debt unless you see a way to get out of it again. Never borrow if you can possibly avoid it. Do not marry until you are able to support a wife. Never speak evil of any one. Be just before you are generous. Keep yourself innocent, if you would be happy. Save when you are young to spend when you are old. To these I would add, for young men who may care enough about the maxims to preserve them, read them over carefully once a week.

"Now, all these did not come to me at once, but they were the constant teaching of the two men to whom I owe much of my success—my father and my employer. Young men are often called upon to make slight sacrifices for their business. In order to make these complete and worthy, no one should know that they are sacrifices. I have had theatre tickets in my pocket, and wanted to go more than I could tell; then my employer would say: 'Can you come back for a while this evening? There are some foreign orders to be sent, and I would like them to be attended to at once.' The tickets would burn in my pockets and there would come a little feeling of disappointment, but I never let it get into my face or into my voice. 'Of course, I can come, sir!' And back I came as soon as my supper was over, the work was done and I had lost my pleasure, but I had gained a step in my business life. This has happened more than once, but never did I betray my own disappointment or show the least unwillingness to do the work that was laid out for me to do. I don't find many boys now-a-

days who are willing to make even that sacrifice for their business advancement, and that is what I meant when I said in the beginning that young men are not willing to pay the price of success. I can tell them one thing from my present standpoint, and that is, that the gain to one's character, as well as to one's material prosperity, is well worth the price paid. One sees it afterward, if not in the beginning. One makes one's own future, luck or chance has nothing to do with it. Do you suppose that if I had been any less willing, or showed any less earnestness in endeavor, that I should be in the position toward the business that I am in to-day? Certainly not. I have not had extraordinary good luck, neither did fortune specially favor me. I've worked for what I have, and I've worked to keep it, as well as to get it. There's no secret to success. I've told you how mine came, and, as far as my observation goes, it seems to me that every man's comes in the same way.—Ex.

PROFIT-SHARING SYSTEM.

Though yet in its infancy the profit-sharing system is making rapid strides, and becoming more and more popular with all classes of people. Not only has the system been shown to be a success from a financial standpoint, but it will undoubtedly do away with a great deal of the causes leading to industrial troubles, and prevent frequently recurring strikes and differences between employer and employee. It is a noticeable fact that the bulk of the new stock issued by these companies and firms, recognized as corporations, thus adopting the profit-sharing system, is taken largely by their employees.

These new securities are already looked upon in the East as possessing marked advantages over what are commonly known as industrial stocks, such as sugar refineries, American cotton oil, etc., which have been put upon the stock exchange as speculative stocks. The New York Evening Post says there is nothing in common between the high speculative "industrials" and the new cumulative preferred stock of carefully selected, long established and successfully managed enterprises, with plenty of tangible assets behind them, and safely guarded against the imposition of any mortgages and which can be regarded as good security as the most gilt-edged, yielding more than 2 per cent. The relationship between capital and labor has always been a problem that has puzzled the wisest minds of the civilized world. Great strikes have been shown to be invariably more disastrous to labor than to capital. No good has ever come out of any strike. Therefore, strikes are clearly not the solution of the problem. It looks as though profit-sharing may accomplish what strikes have failed to do.—Stoves and Hardware Reporter.

UNBUSINESS-LIKE METHODS.

The recent failure of S. J. Martin, hardware merchant and gents' furnishing store, is one instance of the impossibility, even in Victoria, of carrying on trade in an unbusiness-like manner. The insolvent is the son of a highly respected physician in Ontario, and had been connected with a hardware business established with his father's capital in Sault Ste. Marie. Coming to Victoria, only a few months ago, he first opened in the gents' furnishing line on Johnson street, and later on began in the hardware business on Douglas street. He commenced with what in his own way was no doubt regarded by him as a smart kind of advertising. He sold goods—doubtless with the object of drawing customers from the old legitimately conducted establishments—at extremely low prices, less, in fact, than cost, which policy having been once begun, he found it necessary to continue, otherwise no one would buy. It is almost needless to say that he did a big trade, but on every article he sold there was a certain sum of money to be placed on the wrong side of the account. This was his policy in both branches of his trade. He appears to have soon exhausted all his ready capital; but his creditors, not understanding his methods, continued to supply his orders. The outgo was, however, more than equal to his income, and he became what might be almost termed chronically hard-up. All the cash he received went out as fast as, if not faster, than it came in, and to obtain money he made even greater sacrifices of his wares. Finally, a fire supervened on Johnson street, which carried with it complete destruction. His damaged shirts, collars, and that kind of things, were sold at an alarming sacrifice, and then came the day of reckoning with persistent creditors, who compelled him to close up both businesses, the result being that, on his affairs being looked into, it was found that in less than six months he had incurred liabilities of \$12,000, with assets of only \$6,000. It has been said by many that a man whose business can show fifty cents on the dollar ought not to succumb; but in this case the circumstances were such that it would have been to perpetrate a wrong on legitimate traders to have propped him up any longer. Commercially speaking he has been a failure, at least so far as this province is concerned, he cannot obtain any more credit, and therefore he will be kept out in the cold, and may never be seen again in independent business life. No doubt Mr. Martin had his misfortunes, but it cannot be said otherwise than that he was grossly to blame. Men who cannot, or will not, live up to commercial principles, have no right to remain in trade. They are a menace to those who conduct their affairs properly, a source of loss to their creditors, and a positive incubus on society. Mr. Martin, it may be remarked, carried no insurance on his stock, so that those to whom he was indebted had not even that protection—a course of policy on his part which cannot be too highly reprehended.—B. C. Commercial Journal.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£93 07s. 6d.	£93 2s. 6d.
Future—	93 05s. od.	93 12s. 6d.
Copper, B.E.S.—	59 10s. od.	59 10s. od.
Lead, S.E.	12 17s. 6d.	12 15s. od.
Spelter,	23 10s. od.	23 02s. 6d.
Antimony,	54 00s. od.	51 00s. od.
Tin Plates—Cokes	16s. od.	16s. od.
Pig Iron—Scotch	48s. 6d.	54s. 00d.
Warrants.		
No. 3 Middlesboro',	40s. 4½d.	40s. 6d.

MONTREAL MARKETS.

MONTREAL, June 11 1891.

The week has shown little change, and the movement, generally speaking, has not shown any increase, while values are maintained on the whole. Iron has been quiet, but some interesting features are noted regarding metals in the appended reviews. Chemicals show no change nor do oils, but there has been some cutting in glass, which has created an unsettled feeling, while in contra distinction to this, the market on the other side has an advancing tendency.

PIG IRON.

There has been little news in this market during the week, in fact, we know of no sales of importance, while prices remain unchanged, and we do not think anything better than \$21.50 could be done in Summerlee or equal brands, with something additional for store lots. The warrant market has been fluctuating recently and is at present much easier than it was a week ago, so that probably business may improve shortly. Tenders have been put in for supplying a leading railroad corporation, but we cannot learn whether the contract has been closed yet or not.

TERNE PLATES.

There is some business to note in terne plates on a basis of \$8.25 to \$8.50 for orion crown. Stocks here are somewhat reduced, and there is only one holder here who has any quantity of stock, so that steady prices are looked for.

CANADA PLATES.

There is a fair movement of Canada plates in fair sized lots at \$3, which is a very fair figure considering the present limited supply

in first hands. In fact a bet was offered the other day that it could not much exceed 500 boxes. There are some promised for three weeks ahead, but it is doubtful if they will be here before 30th June. In small quantities we quote \$3.10 to \$3.25.

TIN PLATES.

There are enquirers for coke, but the price offered is too low, and \$4.65 is the very best figure that could be had. There are practically no supplies of the article on spot, so that it is hardly proper to give a regular quotation. The quantity afloat also is very light, and it is all sold in advance. Charcoals is scarce and firm at \$5 to \$6.

LAST STEAMER FOR NEW YORK.

The late steamer with plates for New York sails on the 11th, and has to get to New York before the 30th of June, as after that date the McKinley tariff on plates comes in force. Perhaps, therefore, makers will now be able to pay more attention to Canadian orders.

COPPER.

The copper market is firm and prices have to be advanced 13½ to 15c. as the conditions make it a very fair range. In fact we know of an actual transaction to which we have already referred 1,200 lbs. at this figure and it was a lot which the buyer had to sell. There is no stock here to speak of except what is in one hand and he has lately closed a contract for a years supply as we have noted already with a leading railway company at a full figure. The quantity is not known but it should be 100 tons or over. Anyhow it would be unwise to accept a much lower figure, while, we know positively that an order at 13¼c. for 6 tons could not be filled.

PIG TIN.

There is not much doing in pig tin here, but some business has been noted since our last at 22¾ for fair sized lots, and we quote 22¾ to 22½c. Abroad the market shows an upward tendency, the cable quoting £94 on the 5th, £94 5s. on the 8th and £94 2s. 6d. on the 9th. These quotations are from 3s. to 4s. higher than they were some time ago.

PIG LEAD.

The easier feeling in pig lead abroad has led to more stir on importation account during the week and we have some fair sized transactions to note at \$2.20 spot cash in round lots of 50 to 200 tons. The supply here is comparatively small, although trade has been dull, but buyers took the chance of the recession in prices on the other side. The market there seems to have adopted a firmer tendency within the past few days. On the 5th the quotation was £12 5s. on the 8th £12 12s. 6d. and on the 9th £12 15s. an advance of 5s.

NAILS.

There is nothing to say about nails except to state that the position is still a more or less ambiguous one. However conservative makers will not now do business under \$2.15 to \$2.40.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.15
9 dy to 60 dy	3.45
8 dy to 60 dy	3.70
7 dy to 60 dy	4.00
6 dy to 60 dy	4.30
5 dy to 60 dy	4.30
4 dy to 60 dy	4.60
3 dy to 60 dy	5.50
3 dy fine,	6.60

GLASS.

The glass market is somewhat unsettled, and has been so recently, owing to competition between sellers, which has resulted in some sharp cutting, and we understand that as low as \$1.35 has been accepted. Anyhow business will be done readily on a \$1.40 basis, although we quote \$1.40 to \$1.50 as a jobbing range. In contrast to the condition of affairs on this market, advices from abroad quote a much firmer tone, the market there having an advancing tendency.

CHEMICALS.

There is no change in this market, but a fair, quiet business has been doing at steady prices. All heavy lines, such as bleaching powder, sal soda, caustic, soda ash, etc., are unchanged.

OILS.

There is little doing in oils at the moment and we have no change to note. Newfoundland cod is steady at 40c., while seal oil is quiet at 47½ to 50c., and a lot on the wharf was offered for sale to different parties without a taker.

LEADS.

Leads are steady and unchanged. We quote:—Choice, \$6.00; No. 1, \$5.50 @ \$6.00; No. 2, \$4.50; No. 3, \$4.25; dry white, 6c.; do. red, 4½c.

NAVAL STORES.

There is a good steady demand for all lines of ship chandlery. Turpentine is in fair enquiry. We quote:—Turpentine, 59 to 60c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste 5 1-2c. for colored, and 7c. to 10c. for white; oakum, 5 1-2c. to 7 1-2c.; and cotton oakum, 10c. to 12 1-2c. Cordage is steady, with Sisal at 9 1-2c. for 7-16 and upward and 15c. for deep-sea line; pure manilla, 13¼c. for 7-16 and upwards, and 13¼c. for smaller sizes.

CEMENT AND FIRE BRICK.

The cement market does not show any particular change and prices are steady with some business at 2.35 to 2.75 as to brand. Firebricks are weak at 17.50 to 24.

TORONTO MARKETS.

TORONTO, June 11, 1891.

The recent showers, which appear to have been general throughout the Dominion, have revived the hope among business men that we will still have much better than average crops this year. As was noted some time ago, the outlook on the first of last month was as bright, if not brighter than we have ever had, for abundant crops. Two or three weeks of unusually dry weather made the outlook rather doubtful. Last week, and again on several days of this week, the rainfall was just sufficient to put everything, hay, grain and roots, in a most favorable condition. There has been a rather more buoyant feeling in trade the past few days, though payments are scarcely up to the mark. This is generally attributed to the liberal payments made by the farmers to the loan and to the agricultural implement companies, both of which say that never before were accounts so well met. It must also be remembered that the action of the Dominion Grocers' Guild in bringing business down to what is practically a cash basis, has forced farmers and country dealers to pay their wholesale grocery accounts promptly. In consequence most other trades are complaining of the difficulty they have in securing prompt remittances. In general hardware the volume of trade will be up to that of a year ago, although the early months fell behind. All prices remain extremely firm. Most Canadian manufacturers are busy, and it is almost impossible to get prompt deliveries, especially in nails.

METALS.

IRON AND STEEL—The movement in pig iron has been quiet during this week and prices are nominally unchanged small lots of American foundry irons have been sold to western buyers and a few import orders for Scotch brands have been placed. Spot stocks of Scotch and English iron are light and holders are clinging to them with more faith in their values than they did a couple of weeks ago. Import quotations are as follows:

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$21.
No. 3 Calder \$22.	No. 3 Middlesboro \$20.
No. 1 Summ'lee \$23.	Carnbroe \$20.75-21.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch and Norway \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23.
Woodward \$22-\$23.

Bar iron is nominally unchanged, but jobbers appear to have been cutting prices. Generally \$2.05 to \$2.10 is the going price

for domestic, but sales were made yesterday by a Hamilton firm at \$2 to be shipped from the mill.

There is a much more active demand from the boiler makers for plates, rivets, tubes, etc., which are moving at steady prices. Spot stocks are light, and in fact some dealers have found a difficulty in promptly filling orders.

COPPER—Foreign markets weakened a little from the extreme prices noted last week, but have recovered, and latest private advices are firm. Local markets have been firm and $\frac{1}{2}$ c. advance is asked, $14\frac{1}{2}$ c. being the inside figure quoted here for ordinary buyers' lots. Demand has been fairly active mainly for future requirements.

TIN—A good healthy tone is the feature of the market for ingot tin. There does not appear to have been any large transactions during the week, but several fair sized lots changed hands at 23c. as the inside figure.

LEAD—The market has been quiet though not active. Stocks here are very light, and the advances reported by cable have stiffened the views of sellers. Domestic pig is quoted at $3\frac{3}{4}$ to 4c. and imported at 4 to $4\frac{1}{4}$ c.

ZINC AND SPELTER—Are without alteration. This article has remained remarkably steady for some time.

ANTIMONY—Is still easy but no sales have transpired at anything less than the figures noted last week, $16\frac{1}{2}$ to $17\frac{1}{2}$ c. for Cooksons and 15 1-2 to 16 1-2c. for other brands.

SOLDER—Is quiet and unchanged.

TIN PLATES

Stocks are still very light and good prices are being obtained for prompt delivery. The article is not attracting much attention on spot, but a good deal of interest is being taken in the foreign situation. The increase of duty from 1 to 2 1-5c. per lb. in the States goes into effect July 1, it is thought that they have a six months supply if not more on hand there now for the importations so far have exceeded the entire imports of 1890. In South Wales the Manufacturers Association have decided to shut down for a month in order to reduce if possible the unusually large stock on hand—1,500,000 boxes. The effect of this is to keep back orders as buyers hope to see lower prices.

CANADA PLATES

There is an increasing demand for these. Prices for prompt delivery are firm at \$3.20 to \$3.25 per box, but for futures 10 to 20c. per box less is quoted. It is not expected that any fresh stock will be out here before August.

GALVANIZED IRON

Building operations, as a rule, effect this article more than anything else, and in con-

sequence the demand is not equal to that of last year. The supply and demand here does not effect manufacturers prices which are firm in sympathy with the increased price of spelter.

NAILS.

The situation in this article remains unchanged excepting that in this article there is not any disposition on the part of merchants and manufacturers to book orders at present figures, for notwithstanding that they are fixed it is almost impossible to secure prompt delivery at them. It may therefore be considered that to-day's prices are a fallacy, and only higher figures will meet the immediate wants of those whose stocks are depleted. The quotations are the same as a week ago, namely, \$2.30 to \$2.35 for 3-inch.

Horse nails are easier, the discount now running to 60 and 10 per cent.

ROPE AND TWINE.

No change has taken place in this market since the decline noted a week ago.

BUILDING HARDWARE.

The demand is generally dull and prices are without change.

HARVEST TOOLS.

The movement in harvesting and other seasonable tools is growing more active but otherwise the market is without feature.

BARB WIRE.

The market is fairly active and prices are easy at $4\frac{1}{2}$ to $4\frac{3}{4}$ c. for four point.

LOADED SHELLS.

The Associated Manufacturers of the States have reduced prices about 10 per cent. to 40 and 10 and 5 per cent. off on orders for less than 50,000 owing to the cutting by outside manufacturers.

GLASS.

The glass market is in an average state of activity. The feeling that stocks had to be bought promptly or there would be none to be had has passed away since supplies have come in. Prices are steady at quotations of a week ago.

PAINTS, OILS, ETC.

White lead is in light request compared with its position of a week ago, when the sharpest demand of the year was at work. It is still selling well for the season. Pure prepared paints are in increasing demand, as dealers are getting increased confidence in them. Colors in oil are quiet and unchanged. Of dry colors Cookson's venetian red is down to \$1.90, and chrome yellow quotes as low as 9c. There is some unsteadiness in outside markets for linseed oil, but local quotations remain 64c. for raw and 67c. for boiled. The market has been bare



ENAMELLED WARE

CAST IRON AND PRESSED.

We have made an immense purchase of these goods and now offer them at prices that will close them out quickly.

GOODS AND PRICES CANNOT BE REPEATED.

It will pay to defer buying till you see our samples and get quotations.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

MARKETS—Continued.

of cod oil for some time. There have been some arrivals this week, which offer at 48c. Turpentine is easier at 58 to 60c.

THE BRITISH LINSEED OIL MARKET.

(From Tulloch & Co.)

LONDON, May 29, 1891.—Since our last advices, values have somewhat relapsed, the market closing at 1½ to 3d per cwt. decline on last quotations. Whilst most operators hold that this drop must prove only temporary, and is the result of an absence of buying on the part of the trade for the last few days, it is possible that the heavier supplies of linseed likely to come on this market in the near future have tended to make second-hand holders less firm in their ideas than a few days ago. According to statistics it would appear that Provincial and Continental trade are still underbought, and to a certain extent the firmness on the part of holders has been on the idea that the trade must before long come in and buy. The present position certainly justifies the opinion that with any support from the trade prices should not only recover themselves, but show a further advance, but the outside elements of cost affecting the price of oil are so fickle in character that it would be dangerous to express any decided opinion as to the course of the market.

To-day's quotations for the best brands are as follows: May 22s. 6d. to 22s. 7½d.; May and June, about do.; June and July, 22s. 7½d. to 22s. 9d.; Aug. and Sept. 22s. 10 to 1-2d.

OLD MATERIAL.

Stocks continue to be much more easily got hold of than disposed of. Buyers are getting more than they have present sale for, and the demand from them is not at all animated. Until the foundries begin more lively operations there is not likely to be any greater eagerness for trade on the part of dealers, and prices are apt to be weak. The only change this week is in scrap rubber, which quotes at 2 1/2 to 2¾c., or a quarter of a cent lower than it did a week ago. The prices are as follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 65 to 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 11c.; heavy scrap copper 11½ to 12c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9 to 9½c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2½ to 2¾c.; country mixed rags, 90c. to \$1.10 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Nothing has happened to change the state of the market here, which is steady, under the operation of a seasonable demand. Prices are fairly firm.

The Petrolea Advertiser reports: Petrolia crude, \$1.37¼ per barrel; Oil Springs crude, \$1.38¼ per barrel. The market is quiet, but firm. No transactions of any account have taken place. No new developments by the drill are reported, although several good strikes are anticipated. From the shipments of last month it will be seen that the output of oil from this town in not by any means on the decline, but, on the contrary, keeps fully as large as any previous year. Refined remains unchanged, and may be quoted at 10c. in bulk or 13c. in barrel f. o. b. here.

HIDES, ETC.

HIDES—Are steady at 5 to 5½c. for No. 1 green, with the lower price the prevailing one. Cured go off at 6¼c.

SKINS—Are \$1.25 to \$1.50 for good sheep, and 6 to 8c. per lb. for calf.

WOOL—Is dull at 18 to 19c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.15	\$4.60	\$4.30
" Net.....	3.71	4.11	3.84
Egg Gross.....	4.25	4.70	4.40
" Net.....	3.80	4.20	3.93
Stove Gross.....	4.25	4.70	4.44
" Net.....	3.80	4.20	3.93
Chestnut Gross...	4.25	4.70	4.40
" Net.....	3.80	4.20	3.93

AMERICAN METAL MARKETS

NEW YORK, June 12, 1891.

IRON AND STEEL—Reports at hand from Pittsburg note a freer movement of Bessemer pig iron at former prices, and Philadelphia reports indicate that there is considerable business in some lines of finished iron on the tapis at that point. Neither centre, however, furnishes evidence of any decided change in the condition of the market for either finished productions or crude materials. In the New York market there has been no movement of any significance. Mill agents have secured some new orders for their specialties, and furnace agents have booked orders for fair quantities of crude material. In no case has the business consummated been of more

than routine character, and, while the spasmodic movement at other centres than New York have excited a certain degree of interest, evidence is wanting of radical change that would afford much encouragement to either buyers or sellers who may be on the alert for new advantage.

Pig iron suitable for foundry use has been selling to a fair extent in moderate quantities, and the deliveries seem still to be of sufficient volume to prevent any burdensome accumulation of supplies. To all accounts, those producers who turn out an inferior article are piling some iron on furnace banks, but the favorite brands are closely sold up, and competition is kept within temperate limits, and prices hold quite steady. Standard No. 1 foundry brings \$12 to \$18, and No. 2 about \$16 to \$16.50. Inferior brands move at about 50c. less. Mill grades, No. 3 or grey forge, sell at \$14 to \$15, according to brand. Quite liberal quantities of prime Bessemer pig iron have been sold at about \$16 in Pittsburg recently, and a round lot of low grade is said to have been placed at \$14 at Eastern Pennsylvania furnace, but the accuracy of the latter report is questioned. Spiegeleisen finds slow sale, as most consumers have a considerable supply; prices for 20 per cent. (foreign) are nominally \$28 to \$19. Ferro-manganese is in about the same position, with \$64 to \$65 quoted for 80 per cent.

The local movement in old iron is very slow, and, while supplies are moderate and the offering reserved, the little business that goes through is at low prices. Tee rails, iron, have been sold at \$21 f. o. b. cars recently, and steel at \$17. No. 1 wrought scrap sold at \$20 f. o. b. cars, which price is full value at the present time.

New orders for steel rails have been few in number, and for small quantities, but manufacturers are firm in their ideas on value, and refuse to make any concession on \$30 at mill or \$30.75 tide-water delivery for heavy sections. Steel billets and slabs have had fairly free sale at \$25.50 to 26.00 in Pittsburg, and \$27.50 to 28.00 at Eastern Pennsylvania mills.

TIN—Very little change has taken place in the pig tin market during the past few days. Speculation is momentarily tame, and the buying for trade and consumptive account is on a moderate scale. Despite the inaction, prices have good support, however, in both this and the London market. Speculative dealings since Friday include one involving 10 tons per month for July to December, inclusive, at 20.70c.; 10 tons for June delivery at 21c., and 10 tons for August



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

at 20¼c. Spot stock is valued at 21c. for lots of 10 tons, and 21⅛ to 21¼c. for smaller quantities.

COPPER—The copper market is in somewhat uncertain shape. Despite the considerable movement latterly on export account, there seems to be a liberal supply for home consumers to draw upon, and the firmness displayed by the principal holders is partially offset by anxiety to sell in other quarters. Lake Superior product has been sold to the extent of about 100,000 lbs. at 12⅞ to 13c., and at the latter price more can be had. The controlling interest in Arizona ingot quote 12¾c., but 12½c., probably 12¼c., would buy some parcels. Casting copper is the firmest thing on the list, at 11¾c. for ordinary brands.

LEAD—During the past few days about 700 to 800 tons of pig lead have been sold at 4½c. here, in round lots, and a moderate quantity at 4.55c. for single carloads. Late purchases appear to have supplied consumers' wants in a great measure, however, and, with no competition from speculators, 4.45c. is named by consumers as their limit for the present.

SPELTER—Spelter is taken only as immediate wants necessitate, but there is enough stock going out to keep supplies in very good shape and hold prices quite firm. Prime Western is quoted at 4.95c. for prompt shipment.

TIN PLATES—In the tin plate market there has been no important movement. Stocks are liberal and well under control, but the assortment is poor. Prices stand as last quoted, and are generally firm. Prices for stock on the spot are:—Charcoal, ½ cross assortment, Melyn grade, \$6.30 to \$6.35; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.9c to \$5.95; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.40 to \$7.50; M. F., 20x28, \$14.75; Worcester, 14x20, \$5.50 to Worcester, 20x28, \$11.00; Dean grade, 14x20, \$5.15 to; Dean grade, 20x28, \$10.25 to; D. R. D. grade, 14x20, \$4.85 to; D. R. D. grade, 20x28, \$9.80 to \$9.85; I. C. Coke—Penlan grade (iron), \$5.30 to \$5.35; J. B. grade, 14x20, \$5.45 to \$5.50; I. C. Bessemer steel, 14x20, coke finish, \$5.35 to \$5.40; I. C. Siemens steel, coke finish, \$5.50; I. C. Bessemer steel, squares, \$5.75 to \$5.80 basis; I. C. Siemens steel, squares, \$5.90 to \$6.00.

THE BRITISH WIRE TRADE.

In his useful new work on the wire trade (published at 37 Bedford street, Strand, London), Mr. J. Bucknall Smith raises questions of very high importance to the wire manufacturers of Great Britain. These questions are by no means new to the readers of The Ironmonger, but they will bear a little further discussion, especially as our manufacturers, for the most part, appear to be quite content that the German and American houses should take the lead in this industry. So far as the United States are concerned, we suffer little or nothing in the way of external competition, but such firms as Roebling & Son and Washburn & Moen are already supplying their home market, and the time may not be distant when they will enter into strong competition for the Australian, New Zealand, and South American markets. It is the German makers whose rivalry is most severely felt by our manufacturers, and it is German wire which has not only largely ousted us from the great markets afforded by certain of our own colonies,

but is also the main source of supply for our own makers of wire netting and other workers-up of the material. On the face of it this state of things is both surprising and discreditable to British wire manufacturers, and the more one knows of the subject, or the further one inquires, the more extraordinary it is proven to be. Generally speaking, British manufacturers cannot be accused with truth of apathy and want of enterprise, yet in this particular industry both these charges appear to lie against our manufacturers. Dealing with the German and American wire-makers, it seems to be a positive fact that they have achieved their successes chiefly by using plant and processes which have been invented by Englishmen, but declined by English makers. This is more particularly the case in relation to continuous-rod mills and wire-drawing blocks, the production of cast steel wire, and the means for producing all varieties of gauges of wire from different materials in the same establishment. The Germans have invented nothing, but they have adopted everything likely to prove useful and successful, and by dint of care in packing, studying the exact wants of the colonial markets, and the display of much energy, they have managed to out-distance their British competitors. The broad result is highly creditable to the Germans and Americans, but it is not a result which can be contemplated with the smallest degree of satisfaction by those who, like ourselves, believe in, and desire to see, British manufacturers exercising their undoubted ability to hold their own in all branches of the metallurgical industries. Our present position in this trade is one which calls for an early and strenuous effort at improvement. So far as we are aware, the largest of our works employs under 1,000 hands, whereas one German concern employs over 3,000, and two American works between 2,000 and 3,000 each. The United States firms supply their own market chiefly, but it is almost humiliating to know that the German works are very largely employed in supplying wire for use in England and the British colonies. Some of our wire-netting firms obtain all their annealed wire from Germany, partly because it is cheaper than English wire and

partly because it is alleged that no English firm can or will promptly supply lots of, say, 300 to 500 tons. All these facts show that we have lost a great deal of ground in the wire trade, and they ought to demonstrate to those chiefly concerned, namely our home producers, the urgent necessity for vigorous efforts to regain the business. We are well aware that there are many difficulties to be overcome before success can be achieved. There are heavy railway rates, the obstinacy of the workmen, the preferences of buyers, and other points to be considered, but none of these is insuperable. First and foremost we want all obsolete plant and processes totally abolished, and modern mills, etc., setting up instead. This means something like a revolution in the trade, but if it is not carried out, the only alternative is the gradual dying out of the industry in all its ordinary branches, and the virtual loss of our export trade in wire for colonial and South American use. All the other difficulties can be surmounted by the exercise of the pluck and determination which have made this country what it is. For the quality of our wire, for accuracy of gauge, and for all the finer sorts, we have never lost our reputation, and our wire of all kinds is to-day by far the best made anywhere, but these things are not sufficient. Buyers will, and to some extent must, also consider the question of price, and in common wire we are decidedly behind hand in that respect. If we are true to ourselves and to our national reputation we can remove this reproach, and in due course recover our supremacy in all branches of the trade. It may not be an easy task now that we have let our rivals get so far ahead, but it can be done, and we earnestly hope to witness our vindication at no very distant period.—The Ironmonger.

Some days ago the Kingston city council refused to grant a bonus to the Chown & Cunningham Stove Company. On Friday Mr. Chown went to Belleville, and that city offered him the old Hart & Smith Manufacturing Company works free, with plant and patterns. \$2,000 in cash, and exemption for 10 years. A meeting of the Company will be held, and the offer may be accepted.

The John Bull Steel Plate Range.

The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

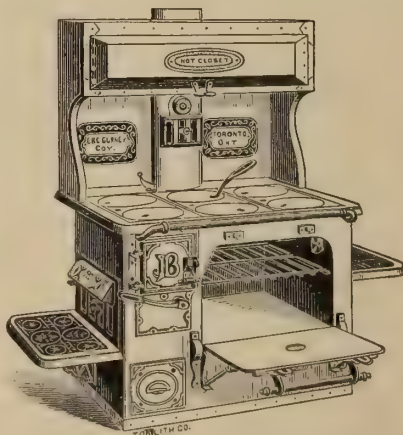
Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.



THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION THE MILLS, Campbellford, Ont.
—APPLY TO—

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL,

WHAT TO SAY IN AN ADVERTISEMENT.

The advertiser—I am referring to the general advertisers in the majority of local papers—fails to change his advertisement because he procrastinates. It seems to be one of those business chores that can be postponed. He decides to write a change of matter as soon as he reaches his desk. That good resolution lasts until his morning's mail gains his attention. Postpones the job until after dinner. In the afternoon business callers drop in, claim attention, and the day slips by. Next day is a repetition of the one before. If he had plenty of time in which to write advertisement copy, the chances are that he wouldn't advertise. Pushing for and getting his share of trade make him a busy man.

Carelessness is another factor. No tradesman will buy a bill of goods to the amount of \$100, place the goods on his shelves and make no further effort to sell them. But this is practically what many an advertiser will do with a \$100 space in his local paper; contract for the advertisement and let it run week after week without change of matter.

An almost daily inquiry is, "What shall I say in my space?" or "What's the best thing to say in my advertisement?" I invariably reply that the very best, the most sensible, the proper thing to put in the advertisement is exactly what is said over the counter to the customer.

And why? A business man who is selling goods puts his best foot foremost when he has his customer before him. It is his opportunity. He has the buyer's attention. The seller must—if ever—make his opportunity tell. If the buyer proves to be a non-buyer this time, he may ever afterward remain a non-buyer. The seller will say the best things he can call to mind about his wares or of the article under inspection. He may explain its process of manufacture, its finish, its strength, or other points well to be mentioned. All these may help the customer to decide and the merchant to effect his sale. But the plague of it all seems to be that while he can talk fluently, sensibly and convincingly with, so to speak, his foot on his native heath, the moment he puts pen to paper to write his advertisement copy his facts and reasons seem to him poor, weak and out of place in print, and he falls back on the stereotype phrases of "Large Stock," "Big Bargains," etc.

Just there is where he makes his mistake. The facts he mentioned, the points he urged, the particular virtues held in commendation are the claims he should bring to the attention of so wide a field of readers—and buyers—as the paper will supply.

Then there is the fear of saying or doing something that may be considered "infra dig." "Our firm doesn't do that style of advertising," "We mustn't compromise the dignity of the firm," "It has too much the appearance of so-and-so's advertisement,"

etc. Just so long as the advertiser is afraid to cut adrift from the old strings, just so long will his advertisement remain prosy, dull and unattractive.

Often an advertiser remarks that he could sail right in and write easily and freely if he could only get a text—something to start out with for a catch word or heading. Very well. It isn't everyone that has the knack of bringing to mind a taking phrase. Look one up. The best place to look is right in the middle of some bright article in the best newspaper you can lay your hands on. It is surprising how easy it is to cull out a good heading after you have picked up the idea of how to do it. Run your eye down the column. Presently a group of words will strike the eye, and one can almost intuitively supply the matter to follow and the application of it to the business on hand. A few minutes' search will supply a dozen texts which allow of any amount of latitude if the writer can only grasp the opportunities afforded.

In writing advertisements as far as possible use everyday phraseology. Don't believe that you're compelled to write pure English—though the best English is none too good. Drop the "attention of readers is called to our stock," &c. The attention of buyers is what you need, and you'll have their attention the moment you succeed in convincing them that you will give, and continue to give, a bigger dollar's worth of a better article than your competitors. Don't try to be too familiar, if you're at all known in the community, and if you're a success as a business man you're bound to be well known, but talk in your advertisement just as you talk to your customer face to face. As far as writing advertisements goes, it will come a great deal easier than trying to pound your ideas and thoughts into a shape that you are not familiar with.—F. H. Dobbing, in Rowell's Advertisers' Manual.

A MODEL EMPLOYER.

I know a business man, not farther from the Custom House than one could sling a cat by the tail, who is what I call a model employer. His business is such as to require the taking of stock every month. This necessitates the employees working a part of one Sunday in the month. What does the employer do? How does he repay his employees, and show his gratitude for their faithfulness? He not only pays them, but he has them go to one of the leading hotels and have a good dinner at his expense. Sometimes this man's employees have to remain a few minutes, a half hour or an hour over time, at night, in order to get work done. This merchant shows his appreciation by having an account of all this over time kept, and his employees are paid for it. Are his employees better employees for the treatment? Yes, I think they are, for more than one of them has said to me: "There isn't a thing in the world I wouldn't do for him,"—his employer. They love and respect him.—Ex.

SOUND BUSINESS MAXIMS.

The following pertinent paragraphs are gleaned from The Office:

When, after years of industry, a valuable credit is obtained, remember that one false step may dissolve it in a moment.

When arranging goods on a line, shelf or counter, place the smaller ones toward the door, as it is more natural to the eye of a customer.

When a draft is presented for a bill which is due, do not refuse to honor it on account of pique.

When you ask a person for his candid advice, do not preface your inquiry with an expression which conveys your own opinion.

When you are told that "a rolling stone gathers no moss" also remember that "a setting hen gathers no fat." Don't be entirely guided by old saws.

When you are particularly successful in your own line, do not consider that as a consequence you are fitted to succeed in all lines. Remember that a great king once made a conspicuous failure as a cook.

When you seek a medium for advertising, remember that the character of the journal often colors the value of the advertisement.

When you choose a business location, embark in the vicinity of your competitors; the "droppings" of old concerns have often been the stepping stones of their successors.

When a customer appreciates that you understand your business, and consult his interest as well as your own, you have gained his confidence.

When you are making a transaction remember that it is the commission on the buyers ignorance which swells the profits of the seller.

When you are told that "honesty is the best policy" believe it, but avoid practising honesty simply because it is policy. Real integrity needs no incentive.

When you engage an employe for a fixed time, as a year, his mind being thereby settled, his services become more reliable.

When you believe others, beware; but when you rely on yourself, be honest for it is a very mean man who will cheat himself.

When a paid service is rendered, a pleasant "thank you" is always to your own interest.

When you allow business to unduly worry your mind, it is a sure indication that your adventure "is a size to large."

When you have the ability and tact to cause your customer to be pleased with your goods, your clerks and yourself, you can justly consider yourself a skillful manager.

When you are buying goods remember that politeness is then as much to your personal interest as when you are selling.

When a bill of goods is received with "allowance for freight," deduct the cash discount from the face of the bill.

When prices are inflated and speculation rife, prepare for a financial panic.

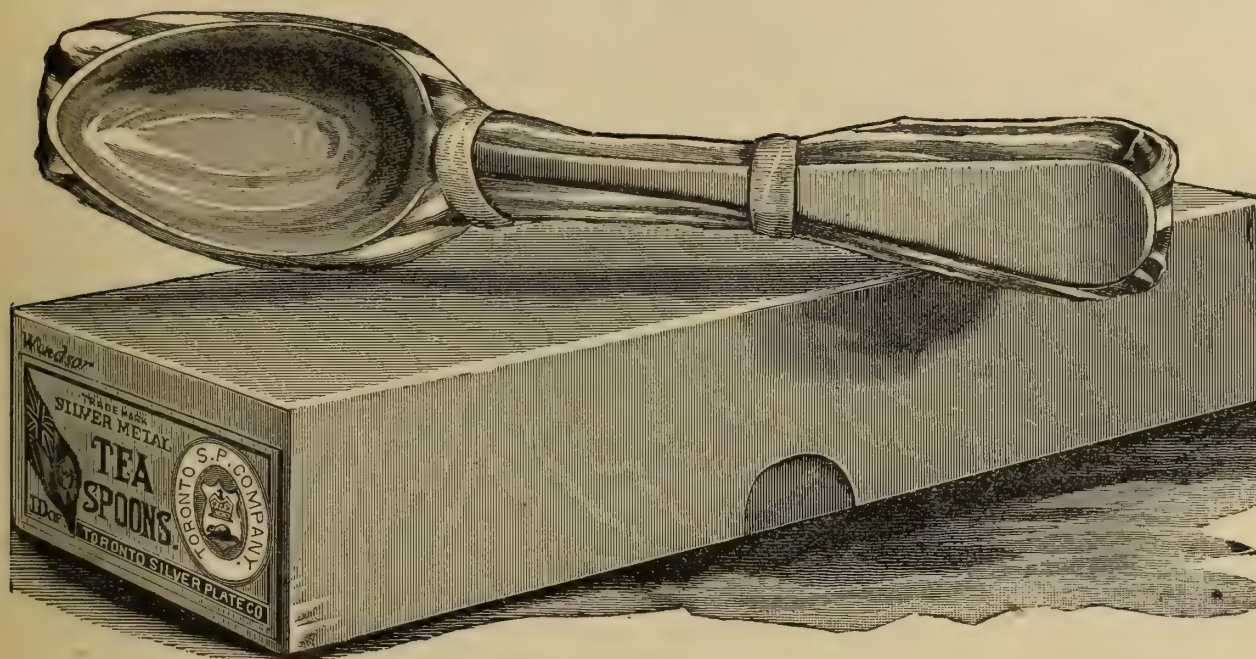
When you are making a transaction with a person of a suspicious nature, avoid commending too highly the article he prefers.

When your goods consist mostly of staples, prices and measures are most important; if of luxuries, style and exclusiveness.

THE TORONTO SILVER PLATE CO.

Manufacture the Highest Grades of ELECTRO-PLATED WARES, and guarantee all goods of their manufacture having their NAME and TRADE MARKS.

A New Discovery in Precious Metals



TRADE MARK:
TORONTO SILVER PLATE CO. { SILVER METAL.

—: SILVER METAL. :—

SPOONS, FORKS, LADLES, Etc., made of this new metal are superior to Sterling Silver in point of non-tarnishing, and equal to Solid Silver for durability, and at one-fifth the cost.

FOR HOTELS, RESTAURANTS AND FAMILY USE, Silver Metal Table Ware is without a parallel.

AS THERE IS NO PLATE TO WEAR OFF, any silver powder, polish, chalk or electroine can be used to clean them. The more they are cleaned the whiter and more beautiful they become.

DO NOT CONFOUND SILVER METAL with the varieties of Nickel Silver imposed on the market, We claim for them no relation. This wonderful discovery is controlled by us, and we sell no metal except made into Spoons, Forks, Etc. All genuine goods bear our trade mark :—

TORONTO SILVER PLATE CO. { SILVER METAL.

LIST PRICES AND DISCOUNT QUOTED ON APPLICATION.

E. G. GOODERHAM, Manager.

J. C. COPP, Sec.-Treas.

Tipped Pattern.



TORONTO CANADA.



SALES MADE OR PENDING.

The Empire Oil Company, Toronto, has sold out to McColl Bros. & Co.

The general stock in the estate of Munro & Bros., Parkhill, Ont., has been sold.

The tinsmith and hardware stock in the estate of Chishlom Bros., Oakville, Ont., is advertised for sale by auction on 16th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Collins Bros., general merchants, Margaree, N.S., have dissolved.

R. Spence, & Co., under which style F. Ostler and C. P. Moore carried on the business of file-cutting in Hamilton, have dissolved, C. P. Moore continuing under unchanged style.

FIRES.

R. D. Beals, general merchant, Nictaux Falls, N.S., is burnt out.

Nixon Bros., general merchants, Nictaux Falls, N.S., are burnt out.

The stock of R. E. Boyd & Co., brush manufacturers, Montreal, was damaged by fire and water.

REMOVALS AND DEATHS.

T. F. Sinclair, Port Haney, B.C., general merchant, has been succeeded by the Port Haney Brick, Tile and Terra Cotta Co. (Ltd.)

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

T. O'Hare, grocer, Montreal, has assigned.

S. J. Martin, hardware dealer, Victoria, B. C., has assigned.

H. E. Oakes, general merchant, Weymouth, N.S., has assigned.

H. Chene, general merchant, Cheneville, Que., has been asked to assign.

H. B. Lafleur, general merchant, St. Adele, Que., has been asked to assign.

John O'Leary, plumber, Toronto, has assigned to Thos. Carlisle, Toronto.

Snively & Crites, general merchants, Oil Springs, Ont., have assigned to C. B. Armstrong, London.

D. A. & Wm. S. McDonel, the Canada Patent Brush Co., Windsor Ont., are offering to compromise.

APRIL CUSTOMS DECISIONS.

The following are customs decisions for the month of April:—

Brass tubing, cased, 30 p.c.
Buckles, clasps, loops, etc., for suspenders, 35 p.c.

Canada wax, 20 p.c.
Enamelled iron name plates, 35 p.c.
Iron drums containing caustic soda, 20 p.c.

Jewsharpes, 35 p.c.
Knives for machines when imported separately from the machine, 35 p.c.
Sulphate of potash, 20 p.c.
Tar soap ("Grandpa's Wonder"), 10c. lb. and 10 p.c.
Velocipedes and tricycles, 30 p.c.

HOW ONE CONTRACT WAS WON.

"I have just left the head of a big Front street firm," said an advertising solicitor who is one of the brightest members of the hustling fraternity to which he belongs, "and I have a fair sized contract bearing the firm's signature tucked in my inside pocket. How do you suppose I got it? The old gentleman undertook to spike my guns before I had my batteries fairly opened on him by agreeing to everything I said in favor of advertising, and enthusiastically attributed to it much more than I would dare to claim for it. He then went on to inform me that his firm had no occasion whatever for advertising, as it was well known from having advertised extensively in its earlier days.

"So," said I, "you think that the advertising which you did in the early days of your business is sufficient to carry you through now?"

"Undoubtedly I do," he replied.

"Well," said I, "will you kindly tell me the name of the candidate for Vice-President, on the Republican ticket election before last?"

"He was stuck. He hesitated, stammered a little, and finally replied: 'Well, no I can't.'"

"Now," said I, "do you know of any man who was better advertised at that time?"

"It fetched him."—Phila. Inquirer.

ALUMINUM AS IT IS.

A number of interesting points were brought out in the discussion which followed the paper on "Electricity in the Production of Aluminum," recently read by S. A. Brown before the American Institute of Electrical Engineers: Attention was called to the mistaken idea that all the good properties of aluminum alloys were attributable to aluminum itself. In this connection the most common mistake has been in the belief that aluminum itself had the tensile strength of aluminum bronze. Exaggerations are also indulged in relation to the chemical properties of the metal. A freedom from oxidation has been claimed as one of its qualifications. Aluminum, it was pointed out, although not particularly liable to corrosion, if it is subjected to salt or alkaline water, or even ordinary moist air, will tarnish and oxidize rapidly. Salt water has an injurious effect upon it. Aluminum is attacked by acids and may be dissolved by alkalis. With reference to its electrical property, aluminum has about twice the conductivity of copper of equal weight, and has about half that of copper for equal volume. The above and many other interesting facts relative to aluminum were touched upon in the discussion of Mr. Brown's paper. The enthusiast who looks for a great future for the metal will find his belief to be tempered somewhat after a careful perusal of the paper and discussion.—Western Electrician.

THE AMERICAN STOVE.

The manufacture of the American stove is an industry of enormous proportions. It is not only considerable in its output, but in construction and design it has reached a point in service and elegance without an equal in contemporary times. Modern ingenuity has made it available in every conceivable location and use, and it is in a general sense a triumph no less in art than in utility. It has reached the acme point by degrees. The primitive man crouched over his burning sticks and toasted his quail on the end of a skewer. The open hearth evolutionized with the architecture of the stone and clay domicile. Greece and Rome made use of a metal basin, in which the social charcoal consumed itself, with no need of a chimney and no effort at making a blaze or a noise. This classical institution is still known as a brasier. The Romans improved on the metallic pot and designed a hypocaust. This was placed in a cellar and the heat found its way upwards through crevices left in the floors. An ingenious citizen suggested a flue for transmitting the heat and conveying the grateful caloric to various parts of the house. This was really the inception of the modern furnace.

Chimneys came in vogue in the fourteenth century. The fire place was then in its golden age; it had considerable elbow room, and could accommodate a family on either side while a whole ox was being roasted in the center. Our colonial open fire places are but minimized duplicates of the feudal hearth. The metal stove is credited to the old Germans, who placed the solar apparatus on the outside of the house with one end projecting in the room, the fireman at the business end being exposed to the weather. The modern furnace, as before said, was originated in the Roman hypocaust, a Mr. Street, of London, about a century ago constructing a furnace on the basis of the classic pattern. It is now an institution, and largely used in cities, public buildings, etc., and is as near the point of perfection in the equitable distribution of heat as science and ingenuity can place it.

The stove, however, is still the monarch. It is portable and cheap; it is in varieties to suit all tastes, and prices for all pockets. As a large percentage of our population is nomadic, in the sense of moving from house to house, the family stove is necessarily a part of the migratory belongings, and will probably continue to be so in a general sense, till some new system of heating dispenses with the domestic anthracite. It may be said of the American stove that its equal has not yet been reached by any foreign product. It controls the heat generated, reducing combustion almost to the point of suspension; it is an auxiliary in ventilation, and can produce a maximum of heat at a minimum of trouble. There is, perhaps, no article in common use in which the iron-worker has so thoroughly mastered the possibilities of iron as in the American stove.—Age of Steel.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,

27 Front St. E. Toronto.

60W

STORAGE

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.

THE A. G. PEUCHEN CO.,
ARE NOW MAKING
100 TONS
OF
Pure Paris Green
ALSO MAKING
300 bbls. of PAINT OIL.

See our New Catalogue containing 32 pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

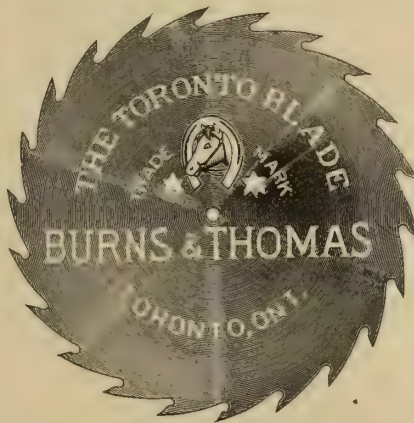
THE A. G. PEUCHEN CO., Ltd.,
Manufacturers Paints and Varnishes,
TORONTO.

F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET
LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.



Write for Prices or Telephone 5120.

SAWS CIRCULAR, Shingle, Re sawing,
Drag, Gang, Cross-cut, etc.

THE HIGHEST POSSIBLE QUALITY

—OF—

Razors, Scissors

—AND—

Pocket Cutlery

—ARE—

H. BOKER & CO'S.



(tree) brand goods.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)
Office and Works 14 Bay Street.

LANTERN

ECLECTIC

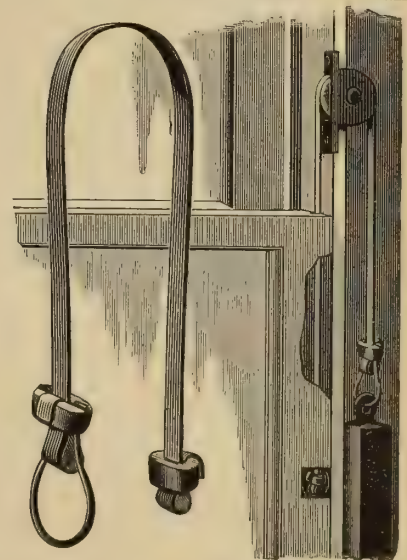
TUBULAR

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c

PETROLIA, - ONTARIO.



Gardner Steel Sash Ribbon and Pulleys

as shewn above is not a spring. It is a simple balance, a perfect balance for any window.

It is specially indicated in heavy windows for strength, ease, durability and appearance and surpasses any other system for light or ordinary windows on the same grounds.

It is largely endorsed by Architects and Builders. Price is only slightly in advance of best cord.

Samples, Price Lists and all information from
Gardner Sash Balance Co.,
No. 8 Yonge St. Arcade, Toronto.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,
184 Front St. East,
TORONTO



BUSINESS CHANCES.

FOR SALE—SMALL TIN AND HARDWARE business, in village with good surrounding country. Apply Box 36, Brockton, Toronto. 24

WANTED—TO PURCHASE AN INTEREST in Hardware business. Understand it thoroughly; could take charge of office; all communications confidential. Box 108, Brantford, Ont. 25

STOVE AND TIN BUSINESS, WITH GOOD opening for hardware in connection with it, in village of about 1,200; four churches, good Public School, gristmill, sawmill, cheese factory, and large woolen mill; most central store in town; large brick building, plate glass front; country trade from 25 to 30 miles; good live business; a good chance; ill health sole reason for selling. Apply to Box 5 Lanark, or P. O. Box 237, Perth. 24

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

"VECTIS" PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the

TRADE



GRANTED

MARK.

1764.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.



SHEPARD HARDWARE CO. BUFFALO, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb ..	23, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S. Per box	
I.C., usual sizes	\$6 50 \$6 75
I.X., "	7 75 8 00
I.X.X., "	9 00 9 25
Raven & P.D. Grades—	
I.C., usual sizes	5 50 5 75
I.X., "	6 50 6 75
I.X.X., "	7 50 7 75
I.X.X., "	8 50 8 75
D.C., 12 1/2 x 17	5 00
D.X., "	6 00
D.X., "	7 00

Note—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—	
I.C., usual sizes	4 75 5 00
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note—Round lots of 14x20 might be purchased at 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 75 9 00
I.X. Terne Tin	10 75 11 00

Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs ..	Per lb.
14x60, "	6 1/2c, 7c
14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6 1/2 7
26 "	7 1/2 7 3/4
28 "	7 3/4 8

Iron and Steel.

	Base Price.
Common Iron, per 100 lb ..	\$2 05 2 10
Refined " ..	2 45 2 55
Horse Shoe " ..	2 50 2 55
Band " ..	2 50 2 65
Hoop " ..	2 65 2 80
Swedish " ..	4 00 4 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery " ..	3 00 3 25
Best Cast Steel, per lb.	0 13 1/2 0 14
Russian Sheet " ..	0 10 1/2 0 12
Tank Plates ..	2 00 2 25
Boiler Rivets ..	4 50 5 00

Boiler Tubes.

2-inch	10 1/2c
1-inch	15

Boiler Plate.

1/2 inch	\$2 45
5-16 "	2 35
3/8 " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2 1/2 3
22 to 24 "	2 1/2 3
26 "	3 1/2 3 1/2
28 "	3 1/2 3 1/2

Canada Plates.

Blaina	1/2 bright 3 20 3 25
--------------	----------------------

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.

Galvanized, 30 and 5 to 35 p.c. dis.

Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5 1/2 5 1/2
26 gauge, "	5 1/2 5 1/2
28 "	5 1/2 5 1/2

Gordon Crown—	
16 to 21 gauge, per lb	5 1/2 5 1/2
26 gauge, "	5 1/2 5 1/2
28 "	5 1/2 5 1/2

Note—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb.	7 7 1/2
" 1/2 " "	5 1/2 6 1/2
" 5-16 " "	5 1/2 6 1/2
" 3/8 " "	4 1/2 5 1/2
" 7-16 " "	4 1/2 5 1/2
" 1/2 " "	4 1/2 5 1/2
" 3/4 " "	4 1/2 5 1/2
" 1 " "	4 1/2 5 1/2

Trace, per doz. pairs \$3 60 5 90 |

German coil, per 100 ft 1 65 2 70 |

Jack chain, iron, single, per

doz yards 0 13 0 50 |

Jack chain, double, per doz

yards 0 15 |

Jack chain, brass, single, per

doz yards 0 20 1 10 |

Copper—Ingot.

English B.S. 0 14 1/2 0 15 |

Bolt or Bar.

Cut lengths, round, 1/4 to 1/2 in. \$0 25 \$0 28

round & square

1 to 2 in 0 23 0 26 |

Note—Complete, lengths about 100 feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 1 0 19
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 19 0 20
<i>Note—Extra for tinning, 2 cents per</i>	
<i>pound, and tinning and half planishing</i>	
<i>5 cents per pound.</i>	

Planished and tinned, 14x	
48 and 14x60	0 29 0 30
<i>Braziers. (In sheets.)</i>	
4x6 ft, 25 to 30 lb ea, per lb ..	0 22 0 26
" 35 to 45 "	0 21 0 22
" 50 lb and above per lb ..	0 20 0 21

Boiler & T.K. Pitts.

Plain Tinned, per lb.	0 25
Spun "	0 29

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" " 27 to 30 "	0 23 0 29
" " 30 and up	0 26 0 32
Sheets, hand-rolled 2x4 ft.	0 25

Zinc Spelter.

Foreign, per lb.	0 05 1/2 0 06
Domestic "	0 05 1/2 0 05 1/2

Zinc Sheet.

5 cwt casks	0 06 1/2 0 06 3/4
Part casks	0 06 1/2 0 07

Lead.

Imported Pig, per lb.	0 04 0 04 1/2
Domestic "	0 03 1/2 0 04
Bar, 1 pound	0 05 0 05 1/2

Sheets, 2 1/2 lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb ..	0 17 0 19
---------------------------------	-----------

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	\$0 16 1/2 0 17 1/2
Other makes "	0 16 0 16 1/2

White Lead.

Pure, Assoc. guarantee, ground	
in oil, 25 lb. irons, per lb.	5 1/2 ..
No. 1 Do.	0 5 1/2
No. 2 Do.	0 4 1/2
No. 3 Do.	0 4 1/2

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities "	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.	0 05 1/2
Chrome Yellow "	0 09
Golden Ochre "	0 06 1/2
French "	0 05
Marine Black "	0 09
" Green "	0 09
Chrome "	0 08
French Imperial Green " ..	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per cwt 1	40
" " (J.F.L.S.) " ..	1 75
Venetian Red (R.C.2) " ..	1 50
Ven. Red, Cookson's " ..	2 00
English Oxides " ..	3 25
American " ..	2 25
Paris Green, per lb.	0 16 0 17
Burnt Sienna "	0 08 1/2
Burnt Umber "	0 05
do pure "	0 07
Drop Black "	0 09
Chrome Yellows "	0 12
" Greens "	0 12
Golden Ochre "	0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Extra "	1 00
Brown Japan "	0 70
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac " ..	2 20
Hard Oil Finish "	1 50

Linseed Oil (in bbls).

Raw, per gal	0 64
Boiled "	0 67

Turpentine (in bbls)

Selected Packages, per gal.	0 59 0 61
----------------------------------	-----------

Castor Oil.

Best, per lb.	0 10 1/2 0 11
--------------------	---------------

Glue (in bbls)

Common, broken	0 10 0 11
French medal "	0 12 0 13
Cabinet makers "	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.

e 's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, "..... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior—Jennings', discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jennings' Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... 1 25 1 75
Mascot..... 1 35 1 85
Erminie..... 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 65 and 10 to 70 and 5 per cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Miller's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz..... 1 12 2 35
Henis, No. 8 "..... 6 00
" No. 9 "..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 70 0 95

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold..... 1 10
Queenston "..... 1 10
Napanea "..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer,
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz..... 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c
from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

Dis 20 to 33½ p. c.

Fawcets.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, "..... 2 80 3 90
Fenns Corkstops, No 2 p. doz..... 1 70
Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foot's discount Am. List,
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foot's dis
Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer } Hellors
50 p.c. Can. }
Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

United Inches—Box Price.

Size	Star.		Double Diamond	
	Per	Per	Per	Per
up to 26 inches	1.40-1.45	100 ft.	50 ft.	100 ft.
26 to 40 in	1.50-1.55	2.15	2.35	
41 to 50		3.40-3.50	5.45	
51 to 60		3.70-3.80	6.25	
61 to 70		4.00-4.10	7.20	
71 to 80			7.50	
81 to 85			8.75	
86 to 90			10.95	
91 to 95			13.75	
96 to 100			16.25	
101 to 105			22.00	

Pickington.

Ordinary
1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 6 50

Picture Glass.

Pickington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge.

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p. c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb..... 0 44 0 05

Screw and Strap, per lb.. 0 03½ 0 04½

Per doz. sets.

Screw, Eureka..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring..... 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 per cent.
Planter's per doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross.. 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.	
Wire.	
Hat and Coat, dis. 35, 40 p.c.	
Belt, per 1,000.....	0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per cent.	
Horse Nails.	
Canadian, dis. 50 and 10 to 60 and 10 per cent.	
Horse Shoes.	
Per keg.....	3 60 3 75
Ice Picks.	
Star, per doz.....	3 00 3 25
Kettles.	
Brass spun, per lb 7½ per cent. dis. off new list.	
Copper, ".....	0 40 0 45
Enamelled Can. 50 p.c.	
American, 50 and 10, 60.	
Keys.	
Lock, Can. dis. 50 p.c.	
Cabinet, Trunk, and Pad- lock, Am. per gross.....	1 60 4 75
Knobs.	
Door, japanned, and N.P., Can. list dis. 50 p.c.	
Bronze, Berlin, per doz ..	2 75 3 25
Bronze, Gem, ".....	6 00 9 00
Lava, ".....	8 75 10 00
Shutter, porcelain, F. & L screw, per gross.....	\$1 30 4 00
Ladles.	
Melting, per doz.....	1 70 4 50
Lemon Squeezers.	
Porcelain lined, per doz ..	2 20 5 60
Galvanized, ".....	1 87 3 85
King, wood, ".....	2 75 2 90
glass, ".....	4 00 4 50
All glass, ".....	1 20 1 30
Lines.	
Fish, per gross.....	1 05 2 50
Chalk, ".....	1 90 7 40
Locks—Door.	
Canadian, dis. per cent.....	50
Russell & Erwin, per doz ..	2 90 7 50
Cabinet.	
Eagle, dis. per cent, 30 per cent.	
Padlock.	
English and Am. per doz ..	50 6 00
Scandinavian, ".....	1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent	
Mallets.	
Tinsmiths', per doz ..	1 25 1 50
Carp'trs' hickory ".....	1 25 3 75
Lignum Vita, ".....	3 85 5 00
Caulking, each.....	1 60 2 00
Mattocks.	
Canadian, per doz.....	8 50 10 00
Meat Cutter	
Enterprise, dis. per cent ..	20 25
Canadian, 37½ to 40 per cent.	
Dixon's, each.....	1 60 2 00
Woodruff's ".....	1 10 1 70
Hale's, ".....	1 05 1 50
Hume, ".....	13 00 16 00
Mincing Knives.	
American, per doz.....	42 2 35
Molasses Gates.	
Stebbin's Patent, dis. per cent, 65 to 70 per cent	
Nails.	
Cut, 3 in. and upwards, per keg base, price.....	2 30
Brads & Moulding Nails, 70 to 70 and 10 per cent.	
Wire Nails, 70 to 70 and 10 per cent.	
Nail Pullers.	
German & American.....	1 85 3 50
Nail Sets.	
Square, round and octa- gon.....	3 38 4 00
Diamond.....	12 00 15 00
Oil.	
Canada Refined Oil (Toronto) 15½	16
Carbon Safety ".....	0 18 0 18
Canada W.W. ".....	0 20
American W.W. ".....	0 25
S. R Seal.....per gal	0 63 0 65
Oilers.	
McClary's Galvan. Iron	
Oil Can, with Pump, per doz.....	19 50
Zinc and Tin, dis. 50, 50 and 10.	
Copper, per doz.....	1 25 3 50
Brass, ".....	1 50 3 50
Malleable, dis. 25 per ct.	
Pails.	
Galvanized, per doz.....	2 25 3 25
Pencils.	
Dixon's, per gross.....	1 00 4 25
" Carpenter.....	2 25 3 60
Picks	
per doz.....	6 00 9 00

Picture Nails.	
Porcelain Head, p. gross	1 65 3 00
Brass Head, ".....	40 1 00
Planes.	
Wood, bench, Canadian dis. 60 per cent. Canadian, American dis. 45 to 50 per cent. American.	
Wood, fancy Canadian, or American dis. 35.	
Bailey's (Stan B. & L. Co.) 35 to 37½ per cent.	
Miscellaneous, dis. 12½ to 15 per cent.	
Bailey's Victor, dis. 12½ to 15 per cent.	
Plane Irons.	
English, per doz.....	2 00 5 00
Pliers and Nippers.	
Button's Genuine, per doz. prs. dis 37½, 40 p.c.	
Button's Imitation, per doz.....	7 40 10 25
German, per doz.....	60 2 60
Plumbs and Levels	
S. R. & L. Co., dis. 65 p.c.	
Poppers.	
Corn, square, per doz.....	1 35 2 00
Pruning Shears.	
Per doz.....	4 00 5 50
Pulleys.	
Hothouse, per doz.....	55 1 00
Axle, ".....	22 33
Screw.....	27 1 00
Awning.....	35 2 50
Pumps.	
Rumsey or Canadian Cistern & Pitcher Spout, 60 to 65 p.c.	
Punches.	
Saddler's, per doz.....	1 00 1 85
Conductors' ".....	9 00 15 00
Tinner's solid, per set.....	72
hollow, per inch.....	1 00
Putty.	
Bladder, per 100 lbs.....	2 00 2 25
Tins, lbs.....	2 50 2 75
Rail.	
Barn Door, per foot.....	3 3½
Sliding Door, ".....	3½ 3½
Rakes.	
Cast Steel and Malleable, Canadian list dis. 40 per cent.	
Razors.	
Boker's, per doz ..	7 50 11 00
Wade & Butcher's ".....	3 60 10 00
Razor Stropps.	
Currier's, per doz ..	1 25 3 60
Rivets and Burrs.	
Copper Rivets, dis. 45 per cent: dis Iron ".....	40 to 45 per cent.
Burrs, Iron, 30, 33½ per c.	
Rivet Sets.	
Canadian, dis. 30, 35 per c.	
Rope	
Sisal, per lb 9½ 10½, smaller than Manilla, "..... 12½ 13½ 7-16, ½ c. extra.	
Cotton, ".....	22 25
Russia Deep Sea, per lb.....	13½ 16
Jute.....	08 08½
Rules.	
Boxwood, dis. 75 to 10 to 80 p.c.	
Ivory, "..... 37½ to 40 per cent	
Sad Irons.	
Mrs. Potts, per set ..	0 85 0 90
" N P.....	1 15 1 20
Sad Heaters.	
Dome, Shepard's, per doz ..	4 75 5 00
Sand and Emery Paper.	
B. & A., sand, 30 p.c.	
Emery, per quire.....	55 90
Sash Cord.	
Per lb.....	22 50
Sash Locks.	
Triumph and Morris, dis 37½, 40 per cent.	
Kempsbell's dis. 40, 62½ per cent.	
Canadian, dis. 45, 50 p.c.	
Sash Weights.	
Sectional, per lb.....	2½ 3 00
Sausage Stuffers.	
Each.....	1 00 3 00
Saws.	
Hand, Disston's, dis. 10 p.c.	
S. & D., dis. 35 to 40 per cent.	
Cross-Out, Disston's, per ft. 35 to 55.	
S. & D. dis. 30 to 35 per cent.	
Hack, complete, each.....	1 75 2 75
frames only.....	75
Saw Sets.	
Per doz.....	1 65 9 00
Scales.	
Canadian List, dis. 40 p.c.	

Scale Beams.	
Canadian, B. S. & M. dis. 40 per cent.	
Scrappers.	
Box, per doz.....	2 10 4 50
Foot, ".....	40 3 50
Screens.	
Window, patent, per doz ..	6 00 7 50
Screw Drivers.	
Sargent's, per doz.....	65 4 00
Screws.	
Wood, F. H. Iron, 7½ per cent. dis.	
" R. H. "..... 7½ " " "	
" F. H. Brass 75 " " "	
" R. H. "..... 70 " " "	
Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.	
Bench, wood, per doz.....	3 25 4 00
Bench iron per doz.....	4 25 5 75
Scythes	
Discount 40 per cent.	
Scythe Snaths.	
Canadian, dis. 37½ to 40 p.c.	
Shears.	
B. & W., japanned, dis. 75 per cent.	
B. & W. N. P., dis. 65 p.c.	
Seymour's dis. 60 p.c.	
Etna, dis. 75 @ to 75 and 10 per cent	
Heinish 60 per cent.	
Sheaves	
Sliding Door, per set ..	77 1 40
Shot.	
Canadian, dis. 7½ per cent.	
Shovels and Spades	
Canadian, dis. 37½ per cent	
Sieves.	
Wood Rim, black, p. doz ..	1 15 1 35
" tinned, ".....	1 35 1 60
" ".....	2 30 2 45
Tin Rim, black, ".....	1 80 2 25
Snaps.	
Harness, German, p. gro.	2 00 5 50
Acme, ".....	3 00 5 00
Lock, Andrew's ".....	4 50 11 50
Soap	
Sapolia ½ gross boxes.....	3 25
½ and ¾ gross boxes per gross net cash.....	12 00
Soldering Irons.	
Per lb.....	0 28 0 30
Wrought Spikes.	
Discount, 15 to 20 per cent.	
Spoke Shaves.	
Wood, English.....	1 80 5 00
Iron, American.....	1 35 2 35
Spoons and Forks.	
Tea Spoons.....per gross	7 50 12 00
Dessert ".....	21 00
Table ".....	30 00 30 00
Dessert Forks.....	24 00
Medium ".....	27 00
Table ".....	36 00
Squares.	
Iron, per doz.....	1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.	
Try and bevel, dis. 50 to 52½ per cent	
Staples.	
Fence, galvanized, per lb ..	4½ 4½
Wrought Iron, dis. 75, 75 and 10 per cent.	
Stocks and Dies, Amer. dis. 25 per cent.	
Stone.	
Washita, per lb.....	0 15 50
Hindustan, per lb.....	0 06
" Slips, per lb ..	9
Labrador, per lb.....	0 13
" Axe, ".....	0 15
Turkey ".....	0 50
Arkansas ".....	1 50
Water-of-Ayr ".....	0 10
Scythe, per gross.....	3 50 5 00
Grind, per ton.....	15 00 18 00
Tacks, Brads, etc.	
The following are for ordinary-sized lots; in quantities an extra 30 p.c.	
Cut, Carpet, gimp, blued, dis. 35 p.c.	
" tinned, dis. 45 p.c.	
Swedes' Iron, blued or tinned, dis. 42½ p.c.	
Upholsterers' dis. 42½ p.c.	
Copper Tacks and Nails, dis. 35 p.c.	
Trunk and Clout Nails, "..... 40 p.c.	
atent Brads, dis. 40 p.c.	
Finishing Nails, dis. 35 p.c.	
Cigar Box Nails, dis. 35 p.c.	
Shoe Finders' Tacks & Nails, dis. 25 p.c.	

Tape Lines.	
English, ass skin per doz. \$2 75 \$5 50	
English Pat. Leather	5 50 9 75
Chesterman's, each.....	0 90 2 85
" steel, each.....	0 80 8 00
Thermometers.	
Tin case & dairy, dis. 75 p.c.	
Thimbles.	
Asbestos, filled, per doz., dis 25 off	
Ties.	
Cow, per doz.....	1 25 2 50
Tinner's Shears and Snips	
P.S. & W., 10 p.c. advance on American list.	
Tinware.	
Stamped, dis. Assnlist, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.	
Japanned, Prices on application	
Pieced, ".....	
Transom Lifters	
Payson's, dis. 25 per cent.	
Traps.	
Game, Newhouse, dis. 17½, 20 per cent	
Game, H. & N., or P.S. & W., discount 62½ to 60 and 10 p.c.	
Mouse, per doz.....	0 35 1 50
Rat ".....	2 00 4 50
Trowels.	
Disston's, discount 10 p.c.	
German, per doz.....	4 75 9 00
Brade's ".....	00 10 50
S. & D., discount 35 p.c.	
Triers.	
Butter, per doz.....	6 25 9 00
Twines.	
Bag, per lb.....	0 12½ 0 20
Wrapp'g, mottl'd, pr. pack.	0 50 0 60
" cotton, per lb ..	0 18 0 20
Mattress, per lb.....	0 33 0 45
Staging ".....	0 27 0 35
Broom ".....	0 30 0 55
Binding, flax, per lb.....	
" jute ".....	
" Blue ribbon.....	0 14
" Red cap.....	0 12
" Crown.....	0 11
" Silver Composite.....	0 09
Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.	
Vises.	
Hand, per doz.....	4 00 6 00
Bench, parallel, each.....	2 00 4 50
Coach, each.....	6 00 7 00
Peter Wright's, per lb.....	0 12 0 13
Pipe, each.....	5 50 9 00
Saw, per doz.....	6 50 13 00
Washer Cutters.	
Per doz.....	4 00 8 50
Well Wheels.	
Amer. per doz. 8, 10 & 12 in.	3 38 6 00
Wire.	
Plain iron and steel—Bright, anneal- ed, coppered, coppered spring and galvanized, 7½ p.c. dis. f.o.b. Mont- real, f.o.b. (Hamilton and Toronto) 10c. per 100 lbs. net added for freight, f.o.b. London 14c. added.	
Tinned, net list: brass and copper 7½ p.c. dis.	
Market, tinned per lb.....	0 04½ 0 08
Tinned Broom, from 19 to 22 gauge, per lb.....	0 06½ 0 06½
Malin's Wire on spools, 30 to 45 per cent. dis.	
Clothes Line, galv., p. 100ft ..	0 25 0 55
Fencing Wire.	
Galv. steel barb fencing "Lock Barb," 4 point.....	0 04½ 0 04½
Ditto Glidden 2 point ..	0 04½ 0 04½
Galv. Ste. l. plain twist ..	0 04½ 0 04½
Galvanized Barb, "Ly- man," 2 to 4 points.....	0 04½ 0 04½
Staples.....	0 04½
Terms, 60 days or 2 per cent off for cash—10 days.	
Wire Cloth.	
Ordinary, discount 25 p.c.	
Painted Screen, p. 100 sq ft ..	00 2 25
Wrenches.	
Agricultural, 65 to 70 p.c.	
Standard, dis. 60, 60 & 10 p.c.	
Coe's Gen'l, dis. 32½ p.c.	
Diamond, dis. 33½, 35 p.c.	
Tower's Engineer, each ..	2 00 3 00
" S., per doz.....	5 80 7 50
G. & K.'s Pipe.....	6 00
Burrell's ".....	13 40
Pocket, per doz.....	1 25 2 00

HARDWARE

CINCINNATI BELL FOUNDRY CO.
 SUCCESSORS IN "BLYMYER" BELLS TO THE
BLYMYER MANUFACTURING CO.
 CATALOGUE WITH 2200 TESTIMONIALS.
BELLS CHURCH SCHOOL FIRE ALARM
 No Duty on Church Bells. Please mention this paper

TRAVELLERS
 SHOULD SEND 25c. FOR
"DRUM TAPS"
 The Experience of a Hard-
 ware Traveller,
 RECENTLY PUBLISHED IN
HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.



ENGRAVING FOR ALL ILLUSTRATIVE AND ADVERTISING PURPOSES	J. L. JONES, WOOD ENGRAVER, 8 1/2, 10 & 12, KING ST. EAST, TORONTO, CANADA.
--	---

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

ASK FOR and see that you get
"Tiger" Brand chemically pure White Lead

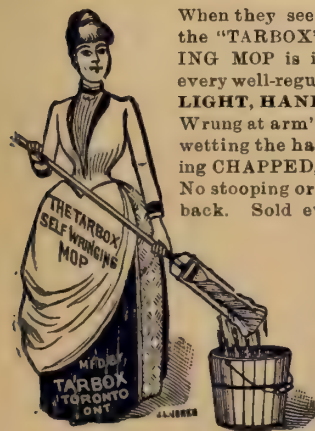
The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

Women Who Know a Good Thing



When they see it all say that the "TARBOX" SELF-WRINGING MOP is indispensable to every well-regulated household, **LIGHT, HANDY, DURABLE** Wrung at arm's length without wetting the hands, thus avoiding CHAPPED, or Sore hands. No stooping or straining of the back. Sold everywhere. Ask

your dealer for it and take no other. The name of "TARBOX" cast on every mop.

Dealers will consult their interests by addressing us if they are not carrying a stock of the above mop.

TARBOX BROS.,

73 Adelaide Street West, Toronto

Sole Manufacturers

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakes men, all classes of Railroad Work, Lumbering, Teamsters and Farm Work; made in Saranac, Buck, and our "Yellow Napa Tan Horse"—the strongest material made.

Dealers will consult their best interests by waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

Do you own a Horse worth \$25.00 ?

If so, send for descriptive circular of Kasper's Oat Cleaner.

Manufactured by H. R. IVES & CO., - MONTREAL, P. Q.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-("TRAP")
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen
not using these goods to try them, and let them speak for them-
selves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

Copper Wire ! Brass Wire !

Copper guaranteed to be pure Lake Copper of the highest conductivity. Carefully drawn to decimal gauges, equal in quality and finish to anything imported. Also

TINNED COPPER WIRE, MERCHANTS' COPPER WIRE,
ALL GAUGES BRASS WIRE.

Made from High or Low Brass for Springs and other purposes, timed if required.

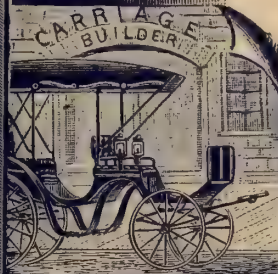
Prices guaranteed lower than can be imported. Capacity 10 tons per day.

DOMINION WIRE MANUFACTURING CO'Y. TORONTO AND MONTREAL.

JUNE 20, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

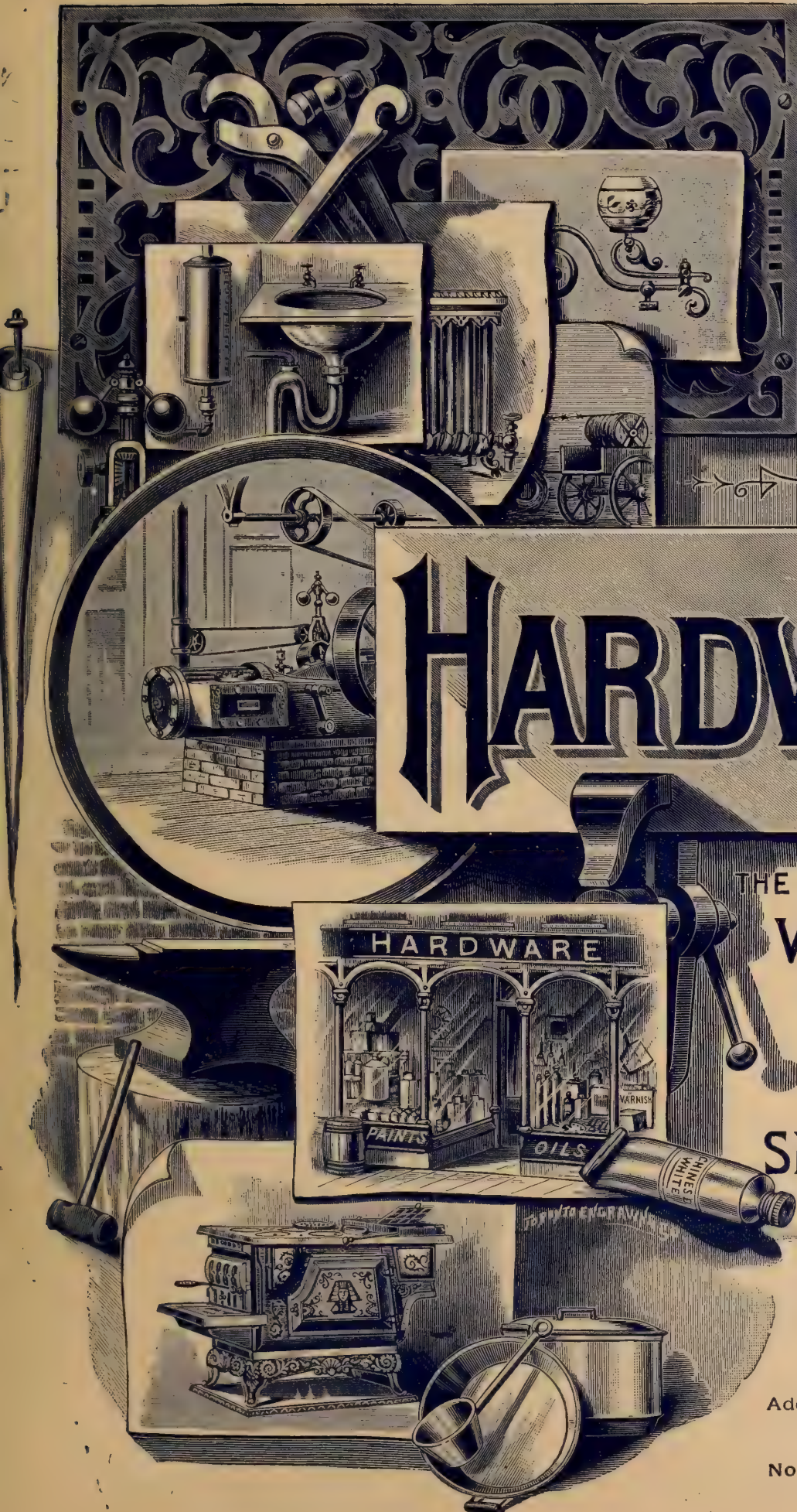
HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

FLAGS



AND



BUNTING

RICE LEWIS & SON, LIMITED.

General **HARDWARE** Merchants.

Corner King and Victoria Sts. - **TORONTO.**

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting

For the Dominion of Canada



-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewets' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

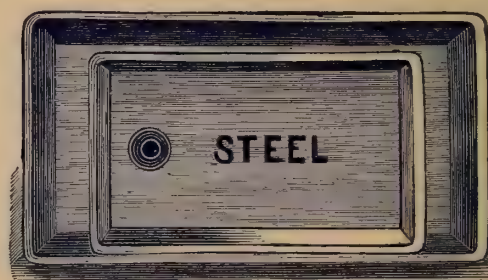
Head Offices and Factory, Montreal; J. J. MCGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, JUNE 20, 1891

No. 25

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clèmes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

CUTTING ON GLASS.

This is a somewhat sore subject with some of the trade in Montreal just at present. One has only got to say "How is glass?" to conjure up a scowl that would wither up a lemon. And what is the cause of all this? Simply the old complaint of a broken agreement. It has been customary to make these agreements, and the proverbial pie crust was not frailer than the promises entered into. Briefly the first agreement provided that glass should be sold at \$1.50 to \$1.60. There was no particular cause of umbrage while the market was working on this basis although it is claimed that even then concession was allowed. Then, in the natural course of events, there was some easing off in value, necessitating a modification in the prices. The trade assembled together and decided that they would sell glass at \$1.45 to \$1.55, a reduction of 5c. This was all right as far as it went, and matters progressed without anything particular to mention for some time. Then all of a sudden there was trouble in the camp. Some one was cutting and there was a general kick all round. Enquiries were instituted and resulted in the discovery that cuts equal to 20c. on the agreement had been made, and the enterprising dealer in question, working on the ground floor so to speak, had scooped in quite a nice little slice of business ahead of his unsuspecting confreres. This discovery did not induce language ex-

actly suitable to a Sunday school, but the latter had to grin and bear it, the only remedy at their disposal being a reduction in price all round and a resolve that agreements were all very well but that they did not fulfil all requirements. The moral to be adduced from this is simple—Don't enter into any agreement unless there is something more binding than a simple promise to fall back upon. At present the "other ones" are praying that someone may have overreached himself, as glass is firmer at primary markets, and it is their fervent wish that it may continue so, as stocks in first hands are not heavy.

ABOUT TIN PLATES.

In our last issue reference was made to the fact that the last steamer for New York with tin plates had sailed on the 11th. This is an important announcement as affecting the future of the article, for it means that after the 1st of July no tin plates can be imported into the United States, except at the advanced duty, which is tantamount to prohibition. It is natural therefore to expect that most attention will be paid to the Canadian demand after this date, and with this important outlet shut off, a material modification in price is expected by some. The makers themselves fully realize this, for they are endeavouring to discount it by curtailing the production, as the announcement was made early in the spring that there would be a general lockout during the summer of several weeks' duration. Whether this will have the desired effect remains for the future to decide, but it naturally will have some influence on values. The general impression, however, is that there will be no immediate change in values in Canada, as supplies now on the way here were purchased upon the old basis. Afterwards there may be some modification, and possibly there will be, but that is rather to far ahead too to be discussed at present.

SPECIAL RAILWAY RATES.

Nobody knows better than the traders of the country themselves how important it is that they should be personally on the market upon as many as possible of the occasions when they want to buy or sell. There is very often more economy in the greater expense of a visit than there is in sending an order by letter. Better bargains can be negotiated, a more close approximation to the satisfying of special wants can be made, and much can be learned about current stock and methods of business that is of great value to the provincial dealer. This latter benefit cannot be over-estimated, though the traders who know the market only at a distance cannot appreciate it fully. The advantage consists not simply in being able to make a tour of the wholesale houses and to find out where the shallows and the depths of supply in the various lines are, but also in the opportunities it gives to study the latest shop-keeping ideas at the windows and the counters of the best city retailers. The outside retailer aims to perfect his own methods as much as possible, and to do this he should have models founded on other ideals than his own.

In the season and the commutation trip tickets of the Grand Trunk Railway, most of the trade have a means of getting to their respective wholesale centres at rates very much below ordinary passenger fares. The commutation trip tickets are issued only for passages between points that are separated by a distance over which the ordinary single fare would be not more than \$2.60. The tickets are good for three months, and are of three classes: for 10 trips, for 26 trips or for 52 trips. The advantage of their use may be instanced by an example: Any man who lives so far away from the particular city he trades with that a single fare to that city is \$1, would in ordinary circumstances be able to get a re-

turn ticket for \$1.70. If he took five round trips in three months, buying a return ticket every time, he would pay \$8.50. Now a commutation ticket securing him ten single trips or five round trips would be issued for \$6.75, which is \$1.75 less than the same number of trips would cost if paid for in five separate return tickets. A 26-trip commutation ticket could be bought over the same supposed route for \$13, whereas 13 separate return tickets made in the same three months would cost \$22.10, as the price of each return ticket would be \$1.70 on a round trip for which the single fare is \$1.

The fact that these tickets are issued for limited distances, covering as they do only so much line as it would cost \$2.60 to make one single fare trip upon, is probably owing to the desire of the railway to be even-handed in its treatment of the different commercial and other centres along its course. It is no doubt felt that when a business man is more than that maximum distance away from a given city he must then be within that maximum distance of some other city. Yet there is little likelihood that any city would have more advantage than it intrinsically has, if the distance were indefinitely extended. If the aim is to avoid undue discrimination in favor of any leading centres, there may be danger of its discriminating in favor of points with which these leading centres are connected. If the traders in a small town 80 miles away from a large wholesale distributing point can go and come on commutation trip rates, they have a very great advantage over the traders of a town 10 miles farther away from that distributing point. The latter would have to pay regular rates, and the comparative effect upon the general trade of their town would be akin to that of a freight discrimination against them and in favor of their neighbors. The ten miles' greater distance is a sufficient disadvantage without the additional one of heavier passenger rates for going and coming. The Grand Trunk Railway would do much more good than harm if it would issue commutation trip tickets for any distance.

CATALOGUES, BOOKS, ETC., RECEIVED.

"MACHINED" CAR WHEELS is the title of a very recherche little brochure issued by the Montreal Car Wheel Company, Montreal. The key note to the contents is struck at the very outset in the questions, "Can a perfect car wheel be made? If so, what must be its distinctive features?" The treatment of the subject indicated in these questions fills 28 pages of clearly written matter, printed in ample type on beautiful paper, and adequately illustrated. The little book is bound in white grained paper with rough edges, on

the outer covering of which the title is printed in blue letters in a space surrounded by a margin stamped in gold colored ink.

The Toronto Radiator Manufacturing Co. has issued a very dainty catalogue of its many varied lines of radiators. Its exterior in the style made familiar by the holiday art booklets, its paperette cover being in bronze, handsomely stamped, and bearing the imprint of the Toronto Radiator M'fg Co., in silver letters. Its artistic appearance is enhanced by the blue cord which holds the sheets in their place in the cover. The paper, printing and impressions of the cuts are faultless, the black and red ink and the various display resources producing a very pleasing effect. The matter of the Catalogue is very conveniently arranged, price-lists and dimensions are given in tables, the radiators are illustrated, directions for decorating are given, a large volume of references are submitted, and a lengthy chapter of information closes the book.

WOULD NOT LIKE TO BE WITHOUT IT.

Bonnett & Bowyer, stoves and tinware merchants, Listowel, write, June 10th:—"We have this day paid our renewal subscription of \$2 for *HARDWARE* for another year, and must say we like the paper very much. We would not be without it. Every tinsmith and stove dealer should read it."

CONCRETE AND IRON BEAMS.

An account of some recent tests of floor beams constructed of cement and iron is given in *Engineering*, of London. The beams experimented on were constructed of Portland cement mixed with coke, with a number of round iron rods imbedded in the cement so as to assist the beam in taking the tensile stresses arising on loading. These beams are more especially intended for floor joists, but the inventor always proposes to use them as railway sleepers. In order to allow of the floor planks being nailed to the joists, a tongue of soft concrete, consisting of one part cement to four of fine coke breeze, is inserted to take the nails, which can be driven into it as easily as into wood, and have considerable holding power. The mass of the beam is composed of equal parts of Portland cement and breeze. In the specimens tested at the age of 21 days the breeze had been passed through a $\frac{1}{4}$ -inch mesh, whilst for the seven-day beam the mesh was $\frac{1}{2}$ -inch. The experiments proved conclusively that the insertion of the iron rods, which were round and smooth, just as received from the rolls, considerably increased the strength of the cement beams. The average breaking load of the two concrete and iron beams tested was about 2,500 pounds, whilst an exactly similar beam, save that the iron rods were omitted, broke off short like a carrot under a load of but 431 pounds. The adhesion of the concrete to the iron seemed very good, as in no case did

the rods draw out of their beds, though in certain instances the beams finally failed by horizontal shearing through the concrete along the line of the rods.

RICH AND POOR DEBTORS.

Some men are too rich to be good pay. They buy liberally and they are able to pay and credit must not be refused because their trade is to be desired. But to get the money! Go to leading merchants of your town and ask which represents the largest amount of credits on their books, the rich or the poor, and they will tell you the former. The poor man is dunned. If his bill runs beyond the customary limit, the collector is after him, while the bill of his opulent neighbor goes, if it goes at all, through the mails as a very, very gentle reminder. Many a merchant will say, "If I could make my collections from my customers who are good, I would not care for the doubtful credits," and so "to him that hath it shall be given, etc." The poor man pays for the favors to the rich man, in this regard. The store needs money, and the first accounts to be dunned are the ones where the pay will be forthcoming, and, strange to say, that is from the great mass of men who are living close to the border of want, who are expected and required to pay cash, or, what amounts to the same, on very short credit. The poor man with his cash in hand pays the penalty of his rich neighbor's habit of running bills and neglecting to take care of them in due time.

In one sense, the store keeper (we refer to the large store) does not know his best customers. People who pay cash have no status, no rating in the city establishment. We have a case in mind of a gentleman ordering a carpet at a place where he had been a cash customer for five years. The carpet came in due time to the house marked C. O. D. The gentleman repaired in hot haste to the store and demanded why he thus had been treated—he, an old customer, and as good pay as any that ever entered the place. "Is your name on our books?" inquired the manager. "No, sir," was the answer; "is it necessary in order for me to run a small bill with you that I must be already in debt to you, or be in the habit of using my credit?" It certainly was curious, and yet the manager had a good reason for his action. The cash payer does not become known. His cash speaks for him, and the individual has no identity there until he gets on the books. How to get the rich to pay is often a serious question. We had a large bill against a jeweler. He had no money, but plenty of accounts. "I will turn over some of them as security." "Very well," we say, and he goes to work picking them out for us. "But why not this one?" we ask. "Oh, that would not do, he is one of my best customers, and it would drive him away to dun him." "I know it, but it is good," and so we take the accounts against the respectable poor, and unmercifully we press down upon them until we get our money, and the rich man, neglectful of his neighbor's rights, and his own duty, is safe behind the barriers of his money bags. It will be ever thus.—The Collector



THE KNIVES THAT FAKIRS SELL.

TO THE EDITOR HARDWARE :

Your article in last week's *HARDWARE* about the pocket knife fakirs was brought up just in time, and I hope the retail merchants throughout Canada will make some effort to prevent the fakirs from infringing on their rights without having to pay a just and proper tax. Having seen a good deal in the manufacture of cutlery, I should like to make a few additions regarding the cutlery sold by the fakir. The blades—which, of course, are the main part of a knife—of these goods are generally stamped out cold from a common quality of sheet steel, and the whole work on them is done by fakirs (cheap labor), that is to say by men who are unfit to do good work and cannot get employment with a good maker. This is to be said of the hardeners—who do this work by the shovelful—the finishers, grinders and every person working at these articles.

The scissors and shear business is just as bad as that of the knives. Here cast-iron goods are made and in most cases sold for steel, which difference, of course, is very difficult to detect on a finished article.

There are in the cutlery districts of England and Germany any amount of little fakirs making this class of trash, to the great disgust of the honest maker as well as the district at large. It would be a blessing to the cutlery business if the fakirs' work could be stopped, or if the men could be forced to strike their own names in full on every article they make. This measure would soon put them out of the field; it is only by continually changing stamps or names that the fakirs manage to get new orders, excepting for the supply merchants trading with the natives of so-called utterly uncivilized countries.

Coming back to your article, I am very sorry to have to report that the fakir's goods have found and still find their way into hardware stores. There are many of the smaller retail, as well as the wholesale houses, which do quite an extensive business in these goods with no credit whatever to them. The so-called "auction goods," as well as most of the "carded" cutlery are not above the quality of the fakir's articles, and honest hardware dealers should keep clear of this trash, but save a few lines to be used for comparing in order to sell the better goods. A great many people imagine that in buying goods of the high quality produced by well-known manufacturers they have to pay for the name. This expression is very often used by salesmen in offering goods, though it is utterly wrong. It is a well known fact to all first-class hardware men and especially to the buyers of our largest wholesale houses, with one or two exceptions, that they do not pay for the name. Manufacturers who have a reputation for the excellence of their wares have established this in all cases by their thorough care, and attention to the making of their goods. Of course every little attention adds to the cost, and the better or more skilled the workmen are, the higher are their wages, which naturally increases the cost as well as the value of the

goods. Makers of high reputation always sell their goods closer than cheaper makers could afford to do, provided there is free opposition and no maker has a monopoly.

In the hardware, and especially in the cutlery trade there are a great many fictitious names, which are in some cases placed or stamped on fair goods with the intention of getting a better profit on them; however, the false names are used mostly in opposition to better goods. It is therefore to the interest of all hardware dealers to make it a point in buying goods, on the quality of which they have to rely, to order only such wares as will bear the name of a maker known to them as manufacturing proper value. This would cover the cheaper maker as well as the highest grade manufacturer.

There are proportionally as many common goods used in the Dominion as good ones, and there is no doubt room for both, as in most cases both lines represent the proper value, though the best will always be found the cheapest in the end.

However, if every buyer makes it a point to buy such goods only, which bear the proper name of a maker, he will help the trade in general greatly towards establishing standard qualities.

Fictitious names are always injurious to business, and every just thinking man ought to consider it his duty to fight against them and help to protect the honest maker. It is chiefly in the interest of every hardware dealer to have in stock goods with names of proper makers as they never change very much in value.

Only the imitation and false names, are constantly changing or lowering in prices, this being generally equal to a lowering of the value, which of course every merchant likes to avoid. Tricks cannot be played easily with goods of a known maker, but fictitious names are only got up to play tricks on the honest opposition as well as the unwary buyer. The latter will find that he can only build up a good reputation by selling goods bearing the names of makers known to him as satisfactory. He may have to pay sometimes a few per cent. more on such goods, though this is not generally the case.

D. RETLAW.

Toronto, June 15.

A COPPER-NICKEL ALLOY PLANT FOR CLEVELAND.

We are in receipt of the following communication of general interest :

To the editor of the *Iron Trade Review* :

If it is sufficiently interesting, you might announce that this company has purchased about thirteen acres of land, on the Valley Railway, near Brooklyn Station, on which it will immediately erect a copper-nickel alloy plant. Yours truly,

The Canadian Copper Co.,

By H. P. McIntosh, Sec'y-Treas.

Cleveland, O., June 2nd, 1891.

We understand, in addition to the above, that work has already commenced on the new plant, which will consist of three or four buildings. The works are expected to be in active operation by the first of August. The fuel will consist of coal, coke and manufactured gas. We congratulate the company upon its wise choice of a location, and the citizens of Cleveland upon the addition of a new and important industry.—*Iron Trade Review*.

WHY SOME MEN FAIL.

The question was recently propounded by a magazine editor to two of our conspicuously successful Americans: "What are the causes of poverty?" One replied: "ignorance and incapacity." The other said that the prevalent cause is "the number of young men who are wanting in decision and fixity of purpose. If they get into a good place at the start they should stick to it, knowing that by perseverance, industry and ability they win promotion in due course as vacancies occur. But they see or hear of some one making a fortune in Wall street, or in ranching, or in mining, and away they go to try their luck. When they lose, as they do ninety-nine cases out of a hundred, that is the end of them; they can never settle down to ordinary ways of living after that, and their descent is rapid." This reason hits the nail square on the head. Go where we will we will find men who commenced life under the most favorable circumstances, but who are such complete financial wrecks that there is but little hope for their reformation. They may be honest and temperate; they may even possess natural ability of a high order, but lacking in steadiness of purpose, they will never succeed. Had they sufficient will force to stick to one thing, no matter how disagreeable it might be at first, were they content to advance slowly, they would have no reason now to talk of the "luck" of those who have pushed forward into the front ranks. Another cause of poverty is a lack of self-confidence. Many men seem to have no faith in themselves, consequently no assertiveness, no independence, no pluck and no push. They are afraid to stand up and speak for themselves, preferring to lean on others. They are afraid to make an investment, because of the possibility of failure; they are afraid to tell what they can do, as they might make an error in doing it; they are cowards in every sense of the word. This is often the result of early training. A boy, naturally timid, is kept in the background so persistently and his mistakes are so severely criticised that he grows up into an entirely useless man. Push and fixity of purpose will always bring a measure of success.—Ex.

A PRETTY WINDOW ORNAMENT.

Get a piece of sponge—the coarse, cheap kind is the best—and, after wetting it thoroughly with warm water, squeeze it gently so as to wring out most of the water, but not all. Have ready some seeds of rice, oats, millet, barley, grass and red clover, and push them into the holes of the damp sponge. Now hang it up in a window where it will get the sun during part of the day, taking care to sprinkle it with a little water every day for a week, so that it may be kept slightly moist. Soon the little spear-like leaves will begin to shoot from every part of the sponge, and as they increase in length, a beautiful green fringe will be seen falling down over this rustic basket and covering it on every side. It will remain green and refreshing to the eye for a long time. If carefully tended and sprinkled the clover will bloom.—*London Bakers' Times*.

A TALK WITH BRAZIL'S RUBBER KING.

Senor Joao C. Goncalves Vianna, the Baron de Gondoriz, who is visiting New York, is a figure of more than ordinary interest just now in both hemispheres, enjoying as he does the position of "rubber king" of the world. The unusually high price of crude rubber, which has been reflected in the prices of many manufactures of rubber, is attributed on all hands to the speculative successes of Senor Vianna, who may be said to have cornered the market in Para rubber, which is the finest grade produced in the world. Some ten years ago Para rubber, which has often sold as low as 50 cents a pound, suddenly went up to \$1.25, the result, as was claimed, of Vianna's manipulation of the market. Now that he again controls the situation, naturally rubber manufacturers and dealers in rubber goods await with interest the outcome of the rubber market, to see whether or not this bold speculator will again be able to force the price to the former high figure. Senor Vianna is a native of Portugal, the king of which country conferred the title he wears. For many years past he has played an active part in the rubber trade at Para, the chief shipping port for the rubber gathered in the great Amazon valley.

"My visit to the United States is on business," said Senor Vianna to a representative of *HARDWARE*, "though I get all the pleasure I can from my travel. My principal business is connected with India rubber, of which our companies hold more than 3000 tons, now valued at very nearly \$6,000,000. We have been buying rubber for several months because we believe it to be cheap, and we think it is cheap now. Para rubber is indispensable in a great many branches of manufacture, and for several years past the production has but slightly exceeded the demand, although the demand has been largely modified by recent mild winters. All the while new uses for rubber have been growing up, and it follows that when we have another rigorous season, all articles of rubber clothing will be in great demand, and the production for the time being will not meet the full requirement. It is hardly possible, in the near future at least, to make any improvement in the present methods of rubber-gathering, which must remain in the hands of natives, since American and European laborers cannot long stand the climate of the Amazon. The risks in the business under the present system of labor down there are so great that a large profit has to be charged in every stage from the time the rubber leaves the forest as an insurance against loss. Labor there is uncertain, and heavy advances of provisions and money have to be made to irresponsible people. The risks are increased by the severity of the climate. Rubber is an article subject to violent fluctuations and the manufacturer must have a very large capital to remain

long in the business. Manufacturers will hold off and not buy until the price of raw material reaches a low figure, and then they will replenish their stocks and make a high market for the less favored or smaller manufacturer, compelling him to accept lower profits or a loss. It is our object to try to keep a steady market the year round, and free it from the violent fluctuations which have injured the business in the past. The present price of rubber, 95 cents for fine Para, is not high. It will probably go higher without manipulation of the market. We expect light receipts from this time on, and as the stocks in manufacturers' hands are not large, the price can hardly be kept down. Our two companies have a working capital of nearly \$20,000,000, which we think is ample to insure the carrying out of our plans, which are, in our view of the case, conservative. There has been some talk about our establishing a large New York house for the sale of rubber, and if we do this we shall also establish a branch in Europe, but no determination has yet been reached. This is my fifth visit to New York City."

"What is the prospect of Manaus becoming a rival of Para as a rubber market?" the Baron was asked.

"I do not think it will ever outgrow Para. It is a thousand miles up the Amazon River, and plans are now being made for a telegraph line to Manaus, but I do not think that this will greatly increase the importance of that point. I have never visited Manaus, although much of our rubber comes down the river by it."—N. Y. *Hardware*.

STOPPAGE OF WELSH TIN-PLATE MILLS.

The Iron and Steel Trades Journal has the following reference to the agreement of the Welsh tin-plate makers to limit their output:

The tin-plate trade manufacturers have decided to take a month's holiday in July, for it is definitely decided that nearly 400 mills will be idle during the whole of the month. A meeting of the trade was held at Swansea this week, when the proposal to close the works was formally adopted by a large majority of the trade. The makers who have declined to join the combination will not have a very busy time, for it is a foregone conclusion that there will be no American business in the market. The alleged reason for the closing of the mills is to allow the accumulated stocks to be worked down. These stocks will presumably be in America, and just when it seems desirable to cultivate the trade in other countries it seems rather a bad policy to attempt to shut up all the works. The Scotch iron smelters for other reasons adopted this policy, and forced their customers to go elsewhere for supplies. Many of them, having made a change, will never renew their Scotch connections. Without any combination most of the

tin-plate mills must have been stopped in July, not to work off stocks, but to prevent their accumulation. The men employed in the mills are not overjoyed at the prospect of a month's idleness. A representative of the men says: "The decision of the masters has come upon the men as a terrible surprise, inasmuch as the result of the masters' meeting shows plainly that the real cause is not the reduction of stocks, but the maintenance of the present high prices. The production of tin-plates during the last seven months has been about 7,000,000 boxes, taking into account the various general holidays and stoppages. This means an average of 1,000,000 per month. The masters now say that the stocks have accumulated to about 1,000,000 boxes, but to get this the men must have been driving very unreasonably above the average of thirty-six boxes per shift allowed by the rules of the men's union, which is undoubtedly adhered to throughout the trade. To attain the present alleged stock during the course of the past seven months the men must have been working at the rate of forty-one boxes, which every master must know is impossible to be turned out as an average throughout the whole trade; and even if all the plant at the existing works were of the most modern type, it is very well known that one-eighth of these works could not really turn out an average of 400 boxes per week. The real object of this project is, according to the masters, the reduction of stocks; but the men must have been working forty-one and forty-two boxes per shift before they would be able to turn out 8,000,000, so as to leave a balance of plates in stock to the extent of 1,000,000." A workman's scheme for limiting the output is "that operations should cease every Saturday and Monday in all the works in the trade for two months after the end of June. If this were adopted it would mean a reduction of about 500,000 boxes, which is half the amount of the present supposed stock. Knowing, as the masters do, that they require nearly the whole of the 500,000 boxes for the sake of transit, etc., their object in reducing the stock, if it is a real one, could be obtained by that method, one which would not entail so much hardship on the workmen as a successive four weeks' stoppage would do." When the mills start up again in August it will be interesting to note the selling prices of plates. Cokes now quoted at 17s. 6d. are said to have been offered at 12s. 6d., delivered in August. The question of prices rests with the makers. If they can agree among themselves there is no reason why the prices current after the tariff should not be fully equal to those now ruling.

The Alliance Manufacturing Company have moved from Bay St. to 16 Sheppard St. Toronto. The need of greater room demanded by an increasing trade is the gratifying cause of the change.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.



The merchants of Hawkesbury, Ont., have agreed to close at 8 p.m. every evening of the summer.

Mr. Thos. S. Hobbs, of the Hobbs Hardware Company, London, Ont., purposes leaving on a trip to Great Britain about the 8th of next month.

The clerks of the various business places in Port Hope are making an effort to secure a half holiday every Wednesday afternoon during July and August.

The stock of the estate of W. J. Flynn & Co., tinware, Toronto, was sold at 36c. on the dollar. The book debts were sold to J. Meadows at 13c. on the dollar.

C. W. Wellington is putting a new engine into his sugar works at Grimsby. Notwithstanding the dry weather the sorghum cane planted this year is coming on nicely.

Mr. J. W. Evans, son of J. D. Evans, Esq., manager of the Canadian Copper Company has gone to Cleveland, Ohio, to work on some plans for the new refining plant the C. C. Co. are erecting at that place.

Within a very few months two important additions will be made to St. John's N. B. industrial establishments. G. E. Fairweather is preparing the plans for Waring, White & Co.'s new foundry at the Charlotte street extension. It will be a large building. Plans are also being prepared for James Pender & Co.'s new nail factory at the same place.

Contracts for the supply of over 15,000 casks of Portland cement have been placed with W. McNally & Co., Montreal. The cement is to be employed in the concrete work for the large street paving contracts which have been recently given out by the

corporation of Montreal, and which include asphalt, wood and stone wearing surfaces, with a concrete base in each kind of work.

Messrs. Skinner & Co., wholesale crockery dealers, of Hamilton, Ont., recognizing the advantages Vancouver offers as a shipping point, have resolved to locate a branch there. Mr. Fred Buscombe will have charge of it.

A man walked into a store in Smith's Falls the other day, shook hands with the proprietor and enquired after his health. The merchant did not know him, but he soon made himself remembered, and then gave the astonished tradesman five dollars which he had borrowed from him 29 years ago.

A firm at Worcester, Mass., have been experimenting for years with steel wire, endeavoring to toughen it so that it will stand a tension equal to copper wire. They now claim to have succeeded, and to be able to make a steel wire quite equal to copper wire, and at much less cost.

Robert William King, of the village of Georgetown, and Haritz Boas, of St. Hyacinthe, Que., have registered as partners for the purpose of carrying on business in Montreal as engineers and machinists, under the name of R. M. King & Co., the capital stock being \$30,000.

A very destructive fire occurred at 2 o'clock on Friday last, resulting in the total destruction of the buildings of the Westport Stove Company and the tinshop of John McGuire. The loss to the stove company is \$6,000; insured for \$1,500. Mr. McGuire's tin shop and contents, \$2,000; insured for \$500.

The question of taking steps to secure a better practical commercial education in our schools and colleges was discussed by the Montreal Chambre de Commerce on Friday last, and the following committee was appointed to consider and report upon the subject: Messrs. D. Parizeau, L. E. Morin, sr., L. E.

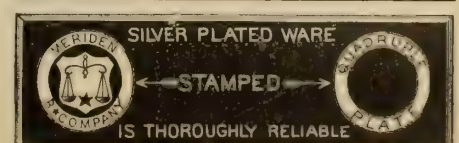
Morin, jr.; L. I. Boivin and J. Haynes. It was announced that the committee on insolvency was hard at work, and that the committee having charge of the question of considering the advisableness of organizing a summer excursion for the members would soon hand in their report, which, it is understood, will favor the project.

J. R. Brown, Toronto, inspector of factories, was in Kingston the other day. In company with Commissioner Gordon and Dr. Fee, he visited every factory employing over six hands. Several infringements of the act were discovered, and will be at once corrected. In two cases, children under the required age were found at work.

The miserable wretch who damaged the plate glass fronts of stores in St. Catharines, Ont., a year ago, appears to be at work again. The merchants have made up \$300 which will be the reward of any one giving information that will lead to the conviction of the scoundrel. Several dealers had their windows scored by the diamond.

Mr. J. Hose, hardware dealer, Portage la Prairie, Man., has been filling the intervening space between his store and the one adjoining with concrete, so-called. The idea was to secure isolation in case of fire. The mixture proved too weighty for the sustaining walls, and on Sunday afternoon last crashed into the store of Mr. Hose, doing considerable damage.

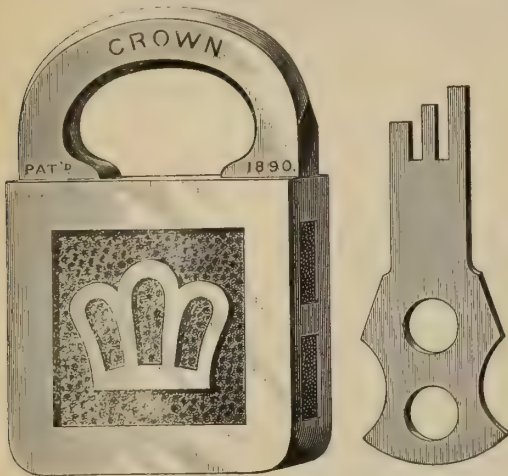
The Toronto HARDWARE announces that it has established a permanent office in New York City under the management of Mr. Roy V. Somerville, late president of the Canadian Press Association. We are pleased to see that the business of our namesake on the American side has grown to be important enough to justify such a step.—N. Y. Hardware.



NEW GOODS.

THE CROWN PADLOCK.

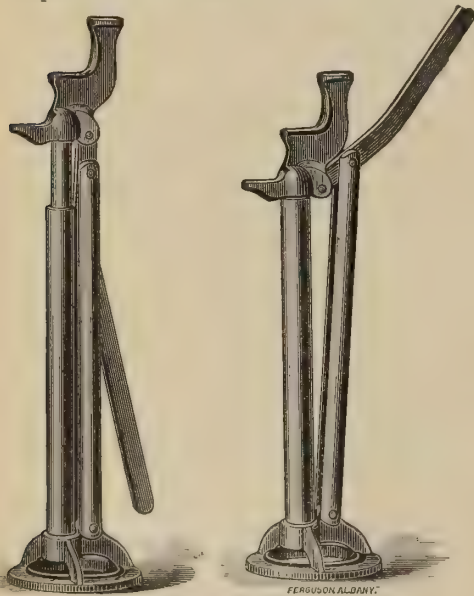
Van Wagoner & Williams Co., 82 Beekman St., New York, are introducing their No 5 Crown Pad Lock as illustrated herewith. This lock is made of real bronze metal



with brass spring, tumblers, etc., two flat steel keys accompany each lock. The manufacturers claim that the lock cannot be picked and that it will not rust. It is compact and graceful in appearance, great care being taken in its construction resulting in a neat durable lock.

THE NEW VICTOR WAGON JACK.

The illustrations hardly need any comment to describe the Victor wagon-jack, which is an all-iron implement. It is very simple in construction and therefore not lia-



ble to get out of order in any respect. It is neat in appearance, very light, weighing only 8 lbs., and its lifting capacity is great. Only one size is needed for any vehicle. It is manufactured by the E. Covert Mfg. Co., Farmer Village, N. Y.

RICH'S COMBINED PORTABLE GAS STAND AND STOVE.

Edwin S. Rich, of No. 2,289 Second Avenue, New York city, U.S., has placed upon the market a combined portable gas stand

and stove, a view of which is shown in the accompanying cut. As indicated in the engraving, the device is in position for heating or cooking. It is constructed with an inside sliding, illuminating gas-burner, provided with a projecting side handle for sliding it up or down. The lower portion of the burner is connected to a flexible tube which passes



out through a hole in the base, which can be connected with any gas fixture or other source of supply. The gas passes through the tube and up through the burner and mixes with about 90 per cent. of air, which enters through the two vertical slots. Hold the match about three inches above the tube till the gas lights; then place whatever you want to heat or cook on the globe-holder, and if a room is wanted to be heated, place a heating drum on the globe-holder. It will heat a sad or soldering iron in a few minutes, and will boil the coffee in the morning, and can be put to almost any use.

SHEETS OR PLATES?

A curious perversity exists among those who use plates and sheets. A boiler maker almost invariably calls his plates sheets, while those who handle thin sheets cut in very small sizes call them plates. The custom of calling a plate sheet is of very long standing in the boiler making trade, but appears to be only a shop term, as the boiler makers invariably call a plate by its proper name when sending an order to the manufacturer. The habit of calling a sheet a plate obtains particularly among those who make tin plate. The sheets used in making tin plate are mainly from 28 to 30 gauge and are clearly thin sheets, yet by trade they are called "black plates." They are rolled in a sheet mill and by a sheet roller, but are not known as sheets by those who handle them. The finished product is not really tin plate but tinned sheets. This mixing of technical nomenclature can hardly be reformed, but will probably endure permanently as an example of the perversity of human nature which leads us to prefer the opposite of what we have.—Iron Age.

RULES AND INSTRUCTIONS OF THE ROBERTS HARDWARE COMPANY.

RULE 1. Keep your eyes on the front door. Customers should be waited on promptly and pleasantly.

2. Wait on children as politely as you do on grown people. They are our future customers.

3. Salesmen, when disengaged, will take position near the front door, instead of the back. Customers do not come in at the rear.

4. Don't stand outside the front door when at leisure. It is an excellent notice to competitors and customers that trade is dull.

5. Salesmen are paid for waiting on customers, and are not expected to turn them over to the boys, or new men who are learning the business, while they busy themselves arranging or putting away goods.

6. Don't take a customer away from another salesman until he is through with him.

7. Don't turn a customer over to another clerk, if possible to avoid it, except for the dinner hour.

8. Go for business in every direction; in the store or out of it; wherever you see a chance to make a sale, work for it with all your might. Rustle!

9. Salesmen will sell at marked prices. Do not go to office for a cut price. It always makes trouble.

10. At retail the dozen price is to be allowed only when the customer takes a half dozen of each kind, or more. Less than half dozen, in all cases, to be at price for each.

11. Sorting up a line of goods allowed to make the quantity, the highest dozen price of the lot to be charged, when a half dozen or more are bought.

12. Clerks of other dealers are to be charged regular retail prices. If the houses they work for buy the goods for them it is a different matter.

13. Don't send a customer up stairs or down by himself.

14. Salesmen will avoid the responsibility of trusting customers whose credit is unknown to them by referring all such cases to the manager. Extending credit without authority makes the salesmen responsible for the amount.

15. In opening a new account get the business and post-office address of the customer correctly.

16. Never show a price list to a customer; it confuses him, and he thinks he is paying more than he should when he sees the three columns of prices.

17. Salesmen are expected to sell the goods we have, not the goods we have not.

18. Salesmen are responsible for their mistakes and any expense attending their correction.

19. Always charge goods first in the day books. Make out the bill from the charge in the book. Make this an invariable rule.

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for lime kilns, furnace linings, smelting furnaces, cupolas, and general foundry purposes. Write for prices and mention HARDWARE.

The Colman Hamilton Co., Ltd.

Livingston's Building,

Telephonone 1998.

34 Yonge Street.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

CARMINETTE

IS THE REGISTERED NAME OF THE
GREAT ENGLISH COLOR

MADE BY

Mander Bros., London

Represented solely in Canada by

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

WROT IRON PIPE

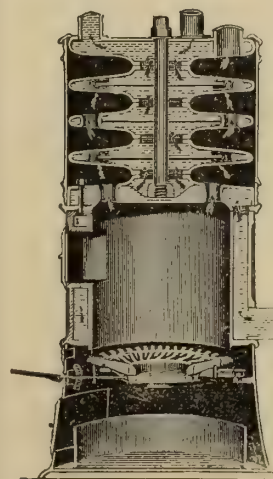
FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,
74 York St., Toronto.



-THE-
"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST.

H. D. SIMMONS,
AGENT.



STEEL WIRE CHAIN.

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making six sizes, viz., 0000, 000, 00, 0, 1 and 2. Send for samples and prices

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

20. If you have a charge to make, enter it before waiting on another customer; your memory is apt to be defective, and the sale forgotten before it is entered.

21. All cash bills over \$5 enter in your sales book.

22. Make your charges accurate in detail or description by number, size, etc. By so doing it facilitates correction in case of dispute with the customer.

23. Close your entry books after making entry. Valuable information may be stolen by competitors.

24. Clerks receiving change from the desk will count the same and see if correct before handing it to the customer. Always hand the cash mem. with the money to the cashier.

25. If you know of an improvement of any kind, suggest it at once to the manager; it will be impartially considered.

26. Keep retail stock full and complete on the shelves, so as to avoid detaining customer. Notify each man in charge of a division, when you find anything short in it.

27. Always put the stock in order when through waiting on customers.

28. Always wipe off cutlery with chamois before putting away.

29. Each clerk is expected to see that his department is kept clean and in perfect order.

30. In arranging goods, put the smallest to the front; when the same size, cheapest to the front.

31. Use the early part of the day and the last hour before closing, in sorting and straightening up.

32. Prices are not to be cut. Report every cut price by other firms to the manager after the customer is gone, unless he is a well known and regular customer, in which case report at once.

33. Do not smoke during business hours, in or about the store.

34. Employees are requested to wear their coats in the store. It is not pleasant for a lady to have a gentleman waiting on her in his shirt sleeves, or with his hat on.

35. Employees are expected to be on hand promptly at the hour of opening.

36. Do not leave the store by the rear door.

37. Employees will remain until the hour of closing, unless excused by the manager.

38. The company will ask of you as little work after regular hours as possible. When demanded by the necessities of business, a willing and hearty response will be appreciated.

39. If an employee desires to buy anything from stock, he must buy it of the manager; in no case to take anything without doing so.

40. In purchasing for individual use around town, under no circumstances to use the name of the company as a means to buy cheaper.

41. Employees pay for whatever they damage; they are placed on their honor to report and pay for it.

42. Goods and tools (new or old) must not be lent; it kills the sale for them. Refer all borrowers to the manager. Who goes into a clothing store to borrow a shirt, or to a grocer to borrow sugar?

43. Never use new tools.

44. When through using the store tools put them back in the place they belong.

45. Employees using bicycles will keep them in the cellar or in the back yard; they must not be left where they will cause inconvenience.

46. Conversation with the bookkeeper, or the cashier, except on business, interferes materially with the work. Do not forget this.

47. Clerks, when on jury duty, have the privilege of turning in their fees, or having the time absent deducted from their wages. Drawing a salary for their services, the company is entitled to their time or its equivalent.

48. Any goods sent out to be repaired must be entered in the book kept for that purpose, and when returned reported at the desk and the charge canceled.

49. Watch the ends of stock, make as few as possible, and always work them off first, to keep the stock clean.

50. Keep mum about your business. Always have a good word to say for it, and never say it is dull. Keep your eyes and ears open about your competitors.

51. One hour is allowed employees for meals.

IT WILL PAY YOU TO LEARN THE FOLLOWING BY HEART.

Towards customers be more than reasonably obliging; be invariably polite and attentive, whether they be courteous or exacting, without any regard to their looks or condition; unless, indeed, you be more obliging and serviceable to the humble and ignorant.

The more self-forgetting you are, and the more acceptable you are to whomsoever your customer may be, the better you are as a salesman. It is your highest duty to be acceptable to all.

Cultivate the habit of doing everything rapidly; do thoroughly what you undertake, and do not undertake more than you can do well.

Serve buyers in their turn. If you can serve two at once very well, but do not let the first one wait for the second.

In your first minute with a customer you give him an impression, not of yourself, but of the house, which is likely to determine, not whether he buys of you but whether he becomes a buyer of the house or a talker against.

If you are indifferent, he will detect it before you sell him, and his impression is made before you have uttered a word. At the outset you have to guess what grade of goods he wants, high priced or low priced. If you do not guess correctly, be quick to discover your error, and right yourself instantly; it is

impertinent to insist upon showing goods not wanted. It is delicately polite to get what is wanted adroitly on the slightest hint.

Do not try to change a buyer's choice, except to this extent: Always use your knowledge of goods to his advantage, if he wavers or indicates a desire for your advice. The worst blunder that you can make is to indicate in a supercilious manner that we keep better goods than he asks for.

Show goods freely to all customers; be as serviceable as you can to all, whether buyers or not.

Sell nothing on an understanding; make no promises that you have any doubt as to fulfilment of, and having made a promise, do more than your share toward its fulfilment, and see that the next after you does his share, if you can.

Never run down your competitors to customers. By so doing you advertise them. It won't pay you to get trade in that way. Competitors can talk back.

To sum up and put this whole matter in a few words: Attend strictly to business when on duty; be invariably polite and obliging to every one, not only for the benefit of the company, but for your own good. Remember that civility, while it may be one of the scarcest articles in the market, is also one of the cheapest, and the net profit on it to you, in the end, will be greater—not only from a social and moral point of view, but in dollars and cents—than on anything else you may have to offer a customer.—Iron Age.

RUBBER CULTIVATION.

The India Rubber World says that "a recent number of the Trinidad Council Paper contains some valuable records of the results obtained in the experiments at the botanical garden at Port of Spain, among which the following statements are worthy of note: The *Castilloa elastica*, the great rubber tree of Central America, and of the northwestern parts of South America, is in great demand for cultivation in Trinidad. They have been found to thrive well and have produced seed in fairly large quantities. They are regarded as especially well suited to cultivation, and as they yield rubber rather freely all the year round they are considered an extremely valuable rubber-producing plant. It has, however, proved inexpedient to plant the *Castilloa* in the open. Those exposed to the sun in the dry season become stunted, while those growing under shade are in a flourishing state, and this feature of their growth is also maintained in the various positions in which it has been recently planted, both in Trinidad and Tobago. The East India rubber, *Ficus elastica*, is also grown in Trinidad, and proves a much more hardy tree than the *Castilloa*. It attains a large size in the open and can be readily propagated from cuttings. The rubber it produces is said to be of a good quality."

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The cable advices this week are all strong. In some metals a sharp advance has been recorded. Copper, especially, is strong, and a private cable this evening said the market had advanced £2, though the public advices are only 2s. higher than a week ago. The market is still about £5½ lower than a year ago, while Scotch warrants are lower the pig iron market has improved; No. 3 Middlesboro has advanced over 1s. In tin plates prices dropped, Wednesday, 2s. to 14s., the same figure as was quoted a year ago. Tin is 5s. higher. Lead unchanged. Spelter has advanced 5s., while antimony is unchanged.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£93 12s. 6d.	£93 07s. 6d.
Future—	93 05s. od.	93 05s. od.
Copper, B.E.S.—	60 oos. od.	59 10s. od.
Lead, S.E.	12 17s. 6d.	12 17s. 6d.
Spelter,	23 15s. od.	23 10s. od.
Antimony,	54 oos. od.	54 oos. od.
Tin Plates—Cokes	14s. od.	16s. od.
Pig Iron—Scotch	47s. 9d.	48s. 6d.
Warrants.		
No. 3 Middlesboro,	41s. 9d.	40s. 4½d.

MONTREAL MARKETS.

MONTREAL, June 18 1891.

The week has shown no particular change in the market for heavy material and business has been rather quiet. This is not due to lack of enquiry, for buyers show a disposition to negotiate, but is owing to light stock supplies in all lines being worked down to a very low basis, this being especially the case with iron and some other lines of metals. Values generally show no change, for holders are steady and what fresh supplies are coming forward in the near future are not upon such a basis as to permit of any material modification in price. In fact the only markedly unsettled articles are glass and nails. The latter have been so for so long that it is now considered their customary state, while in the case of the former it is due to some such work on the part of one leading operator who has pretty well demor-

alized his confreres. Aside from this changes are small, unimportant, and the position in brief may be called unchanged.

FIG IRON.

There has been nothing important to note during the week, and we have heard of but little business. In fact there is little or no stock here, although enquiries are frequent. There is no Carnbroe here except one lot on the wharf for which \$20 is asked, while the supply of Summerlee is limited also and \$22 ex yard and \$21 ex wharf, represent holders ideas on it. Some 100 tons of Eglinton are offering, but the best price on it is \$20 ex wharf which is considered altogether too high. Briefly the position is unchanged, there being a fair enquiry to note, while stocks here are small, and the supplies coming forward limited.

IRON CONTRACTS

It is understood that a hitch has occurred in the negotiations re supply the Grand Trunk with iron, owing to the action of a tardy tenderer and that new tenders will be called for.

TIN AND TERNE PLATES.

Both these articles remain in statu quo, with the market almost bare of stock, and as a consequence business limited. Values remain firm and we have no change to note. For forward delivery some startling figures on tin plate have been given to be laid down not later than the 15th July. No one puts stock in the price however, although it is admitted that figures will ease off later, or, in fact, brokers are talking of \$3.60 cokes in August, but they are steady at \$4.65 now, and cannot be had under that. Canada plates remain on the same basis as formerly.

COPPER AND LEAD.

There is no abatement to the firmness noted in copper last week, and now the outside figures is 13¼c. for spot business, which is a ¼c. higher than a week ago. Lead continues stiff on the other side, but there is no change locally and business is rather quiet.

NAILS.

There is little to say regarding nails, except that the makers are working on the 1.15 and 2.20 basis business, being rather on the quiet side. In fact during the heat of the war of cuts it is natural that buyers provided themselves well ahead. Steel wire nails are lower all round.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy	3.35
8 dy to 60 dy	3.60
7 dy to 60 dy	3.90
6 dy to 60 dy	4.20
5 dy to 60 dy	4.20
4 dy to 60 dy	4.50
3 dy to 60 dy	5.40
3 dy fine,	6.50

CHEMICALS.

Business in chemicals are rather quiet just now, this being the interim season, and we have little that is new to note, and under the union values are steady, and what business there is doing is upon an unchanged business.

OILS.

There is little change in oils to note, prices ruling unchanged. Some business in round lots of seal ex-wharf has been done at 44½ to 45½c., while we quote 47½ to 50c. in a jobbing way. Linseed is unchanged, with a quiet business; 64c. for raw and 66c. for boiled in large lots, smaller quantities higher.

LEADS.

There is little change in leads, with only a quiet business to note in mixed paints. We quote:—Choice, \$6.00; No. 1, \$5.50 @ \$6.00; No. 2, \$4.50; No. 3, \$4.25; dry white, 6c.; do. red, 4½c.

GLASS.

The glass market remains about the same as noted last week, and although cutting is denied, it is unlikely that an order for a round quantity would be refused. In fact an order is certain to be booked, although some talk may ensue. At any rate there has been business in round lots ex-wharf at \$1.35, and we quote \$1.40 to \$1.50 as a basis.

There is a fair demand for all lines, and turpentine somewhat easier and we quote it at a decline of 1c. from that of a week ago. We quote:—Turpentine, 58 to 59c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste 5 1-2c. for colored, and 7c. to 10c. for white; oakum, 5 1-2c. to 7 1-2c.; and cotton oakum, 10c. to 12 1-2c. Cordage is steady, with Sisal at 9 1-2c. for 7-16 and upward and 15c. for deep-sea line; pure manilla, 13¼c. for 7-16 and upwards, and 13¼c. for smaller sizes.

CEMENT AND FIRE BRICK.

The market for cement is somewhat easier, the week arrivals of 6,000 casks, London and Belgian brands having relieved the shortage of supplies on spot. There is however a very large quantity contracted for on public works and this will absorb a good share of the arrivals during the next two or three months. Foreign advices show a weak tendency on the part of makers who are loaded up with stock and are anxious to unload, but the market here remains firm at \$2.25 to \$2.45 for Belgian and \$2.40 to \$2.60 for English. Stocks of Fire bricks are heavy with a very light demand at \$18 to \$24.

PETROLEUM.

The war between refiners is still a feature of the market, while there has been the first change in American during a year under active competition. Business in car lots has been done at 20¼c. 2 per cent. for cash

and we quote it as a price, 10 brl. lots 21 1/4 c. 5 brl. lots 21 1/2 c. and single brl lots 22c. on the same basis.

TORONTO MARKETS.

TORONTO, June 19, 1891.

This market remains particularly steady. The outlook is much brighter than a week ago owing to the continued general showers not only here but in other parts of Canada. All grain and root crops are looking particularly well. This is especially so in Manitoba and the North-West Territories, where not only is the acreage much larger than ever before, but an abundant crop is promised. For our live stock and our dairy produce we are getting good prices in Canada, and even should the grain crop be a partial failure the loss will be more than made up for by the increased proceeds from our live stock and their products. Payments in Ontario cannot be regarded as particularly satisfactory, but dealers are looking forward to an improvement. In the east there are no complaints on this score, and in Manitoba an improvement is reported.

Prices show no important actual changes. A sharp advance in horse nails is expected, and quotations have been temporarily withdrawn. Cut nails are firmer. In tacks and brads sales are being made at lower prices; most of the trade are now meeting the cut made by a western firm. All metals are firm with most kinds advancing. Most of the quotations are lower than a year ago.

METALS.

IRON AND STEEL—The demand from the foundries this week has been very light, and they all complain of dullness in their particular branches. The only sales reported have been in small lots of Scotch, American and Canadian pig at the quotations given below. Importers have been quoting Scotch and English for future delivery, and some figuring has been done on large lots of well-known brands. Among the week's transactions were small lots of Nova Scotia to western foundries at \$22 for No. 1, \$21.50 for No. 2, and \$21 for No. 3.

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$21.
No. 3 Calder \$22.	No. 3 Middlesboro \$20.
No. 1 Sum'rlee \$23.	Carnbroe \$20.75-21.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch and Norway \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23.
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.
" 2 " \$21.50.
" 3 " \$21.

Bar iron is unchanged, at \$2.05 to \$2.10. Demand is light. Nova Scotia bar has been placed at the same figures for ordinary and 10 to 15c. more for refined.

COPPER—Is exceptionally firm. Private cables report an advance of £2 per ton today, making the cost of sheets £67 in London. The local market has been fairly active at firm prices. Ingots are held at 14 1/2 to 15c., and sheets at 18 to 20c. for untinned.

TIN—Ingot tin is firm, but there is no special activity in the market. There appears to be nothing offering here in a small way under 23 1/2 c., though for large lots this quotation would be shaded.

LEAD—Remains unaltered, though the demand is fairly good. Prices continue low in the States, which has a tendency to weaken the London market. On spot stocks are light. Domestic offers at 3 3/4 c.

ZINC AND SPelter—Very little if anything doing, and prices here are unchanged, though cables on spelter are higher.

ANTIMONY—Continues very sluggish, and our quotations would be readily shaded for round lots. Cookson's is held at 16 1/2 c. and other makes at 15 1/2 to 16c.

SOLDER—This article is governed by the price of tin and lead, but the demand has been simply nominal. Consumers as a rule are producing their own. Established brands are steady at 17 to 19c.

TIN PLATES.

The market is unchanged with feeling a shade easier. No new shipments have been received yet and merchants are running on stocks in hand. In a number of instances X are being substituted for IC at a slight advance in price. Owing to the desire of manufacturers to hold back for the arrival of cheaper grades, business in goods into which these grades enter is just a little backward, and it is anticipated that there will be an unusually active time among the various manufacturers during August and September.

CANADA PLATES.

The season is scarcely sufficiently advanced to direct much attention to this article; still orders are being booked to a moderate degree for future delivery. For special purposes the demand is light for prompt delivery, but what is going out from stocks in the hands of merchants no concessions are being made in prices. Indications point to the fact that any who anticipate lower prices for autumn deliveries will be disappointed, and furthermore makers' brands this year will be particularly limited. Spot goods are quoted at \$3.20 and futures at \$3 to \$3.10.

GALVANIZED IRON

Demand has been more active and sales are being made at our figures.

NAILS.

Makers of cut nails have advanced the quotations 5c. but there is no change in jobbing prices. Demand is generally dull.

It is rumored that manufacturers of horse nails have come to an understanding and a sharp advance in prices may be announced at any moment. In the meantime quotations have been withdrawn.

TACKS AND BRADS.

The cutting in this article is now quite general, reduced quotations made by a London house having been met. While jobbers can afford to give 35 per cent. of the regular discounts without losing money, complaints are made that some of them are doing more.

BUILDERS' HARDWARE.

The week has developed no change. Firm prices are quoted in all lines. Demand generally is fair and somewhat more active than a week ago.

HARVESTING GOODS AND AGRICULTURAL IMPLEMENTS.

Demand for all seasonable goods is active and prices generally are steadily maintained.

CUTLERY.

This market has been thoroughly canvassed for import orders by representatives of German and British firms—more thoroughly than ever before, as goods that hitherto have gone to the States will if possible be marketed here. The varieties shown and the qualities show a greater range than ever before. While some very fine grades have been ordered, it is to be regretted that there will be increased importations of the cheap grades.

LAMP AND LAMP GOODS.

More interest is being taken in this department and a number of import orders have been placed by retail dealers recently.

GLASS.

The trade in glass is growing less active, the period known as "between seasons" having been reached. There has also been some increase in the quantity of stock, the latest shipments expected for the season's trade having come in this week. The tendency of prices is therefore easier, and in some sizes they are already lower. In the week's Prices Current they are quoted on a net cash basis throughout. Heretofore, only the Star brand has been so quoted, the Double Diamond being quoted subject to a discount of 10 per cent. off. For uniformity's sake all are now quoted net.

PRESERVING KETTLES.

We have these in CAST IRON ENAMELLED, IRON CLAD, AGATE WARE, and RETINNED.



In view of the small fruit crop last year and the good promise for this, we would urge customers who propose ordering from us to do so early and save delay when most needed. If you have not had sample order of our Enamelled Iron and Iron Clad Ware YOU ARE LOOSING MONEY.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

MARKETS—Continued.

PAINTS, OILS, ETC.

White lead is lower on this market, the price not having dropped but rather having gradually settled down $\frac{1}{4}$ c. below the position it held last week. Pure Association guaranteed, in 25 lb. irons, is $5\frac{1}{2}$ c. and No. 1, No. 2, No. 3 are respectively 5, $4\frac{1}{2}$ and 4c. Diminished consumption, a lower market for dry in England and the continued influx of United States lead have been bearing upon Canadian prices for some time. In prepared paints the market has nothing to note but a subsiding demand. Of colors in oil, standard chrome yellow is firm at 11c. though there are inferior grades to be had at as low as 7c. Dry colors are steady and unchanged. Paris green is moving rather more actively at 16 to 17c. in bulk and $17\frac{1}{2}$ c. in pound packages. The rain has awakened the demand from sources which have not been booked in advance, a brood of potato bugs being expected after wet weather. In varnishes pure orangeshellac is down to \$2. Linseed oil is steady and unchanged at 64c. for raw and 67c. for boiled. Turpentine is easier though fairly active at 58 to 59c. Castor oil is down to $9\frac{3}{4}$ to $10\frac{1}{4}$ c. per case of four tins. Like white lead its decline has been gradual. French medal glue quotes a cent lower, or 11 to 12c.

Cooksons no longer quote their Venetian red on this side of the Atlantic, the scarcity of the mineral determining them to limit their output to supplying the British and the European markets only.

THE BRITISH LINSEED OIL MARKET.
(From Tulloch & Co.)

LONDON, June 3, 1891.—Since our last, market has continued quiet, one or two cheap sales having been made at close of last week, in preference to carrying over. With the turn of the month a better feeling has prevailed, more buying has taken place, both for home trade and export—and for Continental account 22s 6d. per cwt. has been paid. Crushers are firm, anticipating very little outlet for cake, during the next few weeks. It is generally held that the market is at a low level at present, and that any support from home buyers will bring about an improvement in prices, especially for July, and August delivery.

To-day's prices are approximately: June 22s. 6d.; June and July, 22s. 6d.; August and September, 22s. 9d., f. o. b. export steamer in good strong barrels.

OLD MATERIAL.

The position continues to be that the supply is in excess of the demand, and stocks tend to accumulate in the hands of dealers.

Hence, prices continue to give way here and there, and in no line are they otherwise than week. Scrap copper is lower, quoting now at $9\frac{1}{2}$ to $10\frac{1}{2}$ c., and country mixed rags bring \$1 per hundred pounds, which is 10c. less than the price of a week ago. The prices are as follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 65 to 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, $9\frac{1}{2}$ to $10\frac{1}{2}$ c.; heavy scrap copper $11\frac{1}{2}$ to 12c.; old copper bottoms, $8\frac{1}{2}$ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 9 to $9\frac{1}{2}$ c.; scrap lead $2\frac{1}{2}$ to $2\frac{3}{4}$ c.; scrap zinc, 2 to $2\frac{1}{2}$ c.; scrap rubber, $2\frac{1}{2}$ to $2\frac{3}{4}$ c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

The present is about the dullest season for the petroleum market. Trade is light and prices are unchanged.

The Petrolia Advertiser reports Petrolia crude \$1.37 $\frac{1}{4}$ per bbl.; Oil Springs crude \$1.38 $\frac{1}{4}$ per bbl. The price of both crude and refined are the same as reported last week.

HIDES, ETC.

HIDES—Are 5c. for No. 1 green. Receipts are ordinary. There are more calves' skins than full-grown beeves'. Good buff are 6 to $6\frac{1}{4}$ c., but only very choice bring the latter figure. A 200 lot sold the other day at $6\frac{1}{4}$ c., but they were extra stock. There are no steers' of any account offering, owing to the shipping largely of that class of cattle to England. The outside market for all hides is somewhat weaker.

SKINS—The sheepskins now coming in are almost entirely lambs' and pelts, the former of which are 20c. and the latter 25c. In calfskins there is no change, the range remaining 6 to 8c. Receipts are now at about their largest volume.

WOOL—Coarse brings 18c. and fine 20c. The wool market in the States is duller, and the additional 2c. duty further reduces the chance of selling on that market just now.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.15	\$4.60	\$4.30
" Net.....	3.71	4.11	3.84
Egg Gross.....	4.25	4.70	4.40
" Net.....	3.80	4.20	3.93
Stove Gross.....	4.25	4.70	4.44
" Net.....	3.80	4.20	3.93
Chestnut Gross...	4.25	4.70	4.40
" Net.....	3.80	4.20	3.93

AMERICAN METAL MARKETS.

NEW YORK, June 18, 1891.

From no quarter has any information come to the surface reflecting improvement in the demand for finished iron or steel, and the movement in crude materials, to all accounts, differs very little from what has been going on for some time past. In short, the various branches of the iron trade remain in a quiet, uninteresting condition, and the surroundings are bare of indication of any radical change in the immediate future. Supplies all along the line are doubtless fully ample for the demand, and, in some instances, excessive. Still there is no particular pressure to sell, except perhaps in the instance of low grade foundry pig, the supply of which is rather heavier.

Foundry pig iron is taken in about the usual quantities, and, while inferior brands may be more or less freely offered at variable prices, the market for popular brands of high grade product is firm. Standard No. 1 foundry brings \$17 to 18. and No. 2 about \$16.00 to 16.50. Inferior brands move at about 50c. less. Mill grades, No. 3, or gray forge, sell at \$14 to 15. according to brand. Bessemer pig iron steady at \$16 to 16.50. Spiegeleisen finds slow sale, and prices are nominal, with 20 per cent (foreign) \$28 to 29. Ferro-manganese remains quiet, with \$64 to 65 quoted for 80 per cent.

Old material remains dull, and the occasional trades that do take place are chiefly at say \$21 for iron tee rails, \$17 for steel rails and \$20 for No. 1 wrought scrap, all f. o. b. cars at shipping point.

In the steel trade there has been no important movement. Rails are apparently wanted in moderate quantities only. Billets, slabs, rods, etc., find fair sale, chiefly at prices that have ruled for some time past. Rails are still quoted at \$30 f.o.b. mill and \$30.75 for tidewater delivery.

TIN—London prices for pig tin have averaged somewhat higher during the past three days, but the tendency of the metal has been in the other direction in the local market, and the movement slow on both speculative and home account. Ten-ton lots were offered at 20 $\frac{3}{4}$ c. net cash for prompt delivery, while 20.65c. bid for June delivery and 20.60c. for July. There were sellers of August at 20.65c.

COPPER.—In copper there has been little movement the past few days, and the general situation is practically the same as was outlined last week, with demand tame. Lake



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

Superior ingot is quoted at 12 $\frac{3}{4}$ to 13c. Arizona at 12 $\frac{1}{4}$ to 12 $\frac{1}{2}$ c., and casting copper at 11 $\frac{1}{2}$ to 11 $\frac{3}{4}$ c. for good brands.

LEAD.—The market for pig lead has remained very quiet, and, while not quotably lower, prices are still more or less in buyers' favor. Carload lots might bring 4.45c., but for larger quantities 4.40c is full value.

SPELTER.—A few carloads of choice Western spelter have been sold at 5c. delivered, but ordinary "prime" brands are offered at 4.95c. laid down here, and find slow sale. The general demand is slow.

TIN PLATE.—Finds slow sale at the moment. There is very little demand, and holders offer with more or less reserve pending the initial outcome of the increased duty that goes into effect in two weeks. Spot prices are:—Charcoal, $\frac{1}{2}$ cross assortment, Melyn grade, \$6.30 to \$6.35; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.9c to \$5.95; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.40 to \$7.50; M. F., 20x28, \$14.75; Worcester, 14x20, \$5.62 $\frac{1}{2}$ to Worcester, 20x28, \$11.37 $\frac{1}{2}$; Dean grade, 14x20, \$5.15; Dean grade, 20x28, \$10.30 to; D. R. D. grade, 14x20, \$4.85 to ...; D. R. D. grade, 20x28, \$9.85 to \$9.90; I. C. Coke—Penlan grade (iron), \$5.30 to \$5.35; J. B. grade, 14x20, \$5.45 to \$5.50; I. C. Bessemer steel, 14x20, coke finish, \$5.35 to \$5.40; I. C. Siemens steel, coke finish, \$5.50; I. C. Bessemer steel, squares, \$5.75 to \$5.80 basis; I. C. Siemens steel, squares, \$5.90 to \$6.00.

SAVE EXPENSE IN PAINTING UPON EXTERIOR SURFACES.

We always expect greater service than we receive from it because our system of exterior painting is a failure. It involves an actual loss each time of painting, of more than two hundred per cent., which in the aggregate for the entire country amounts to a positive loss of many millions of dollars by painting three times where once only is necessary.

This statement may appear exaggerated, nevertheless it is easily proven, as we shall show.

Such waste has been going on many years, and not unnoticed by property holders, but has been endured for the reason that no one has appeared who could solve this mystery. A discovery has been made and verified that by a very small extra expense paint can be made to last three times as long as it has hitherto.

Experiments have been made with the various pigments, oils and vehicles employed for painting purposes, to ascertain which is the most durable; also the best method of applying it.

The most intricate problem becomes plain and simple when understood, but without some knowledge of chemistry to enable us to see the various relations of cause and effect upon each other by these things, we cannot accomplish much. Object lessons are also helpful in our study, as in this case it is so proved.

The exterior wall of a brick house in process of preparation to receive a coat of what is termed mastic finish attracted our atten-

tion. It was being covered with repeated coats of quick drying linseed oil until it became glossy, when the composition prepared with oil was spread with a towel as plaster upon the surface.

It furnished the idea desired at once; this is the thing necessary to be done: Before painting prepare the surface by filling the pores or grain of the wood with quick oxidizing linseed oil for the support of the paint. Accordingly the experiment was made on a large scale and for a long period of ten years in the following order: The oxide of zinc was selected partly for its having been rejected for outside work by painters generally, on account of its cracking and peeling off, and partly for its being the oxide of a hard metal.

The best Calcutta raw linseed oil prepared with chemicals without heat to cause it to oxidize quickly and thus preserve its natural elasticity like oil when it begins to fatten was employed to coat the bare wood twice before painting, and when dry the same oil was used to mix the zinc, two coats of which was applied upon a large house so as to prepare a fair opportunity for a test to all points of the compass during a period of ten years.

At the expiration of the tenth year on the side exposed to the south, the paint was somewhat bleached, but remained firm without signs of perishing, on the north side it had the appearance of withstanding another ten years test.

This oil possesses all the qualities of very old oil without the expense of storage and accumulation of interest for several years. A single coat of it over old paint is more durable than a coat of the process lead paint. Judging from these experiments, it is very evident that we employ too little oil in painting on exteriors, and this is the true method of applying it for great durability.

The manufacturers of liquid mixed paints can now take advantage of this information and relieve their customers of an extraordinary expense from the scaling of their paints.—Asahel Wheeler, in Oil, Paint and Drug Reporter.

Mr. Wm. McMaster of the Montreal Rolling Mills was in Toronto this week on his way to Cleveland.

Mr. John Leys has been elected a director of the Bank of Toronto. Mr. A. B. Lee represents the hardware interests on the Bank of Hamilton board.

Mr. James Peck of Peck, Benny & Co., Montreal, has been west on a holiday, and was in Toronto this week. He was accompanied by Mrs. Peck.

There was an attempted sale of water meters in New York City the other day, relics of the Tweed regime. There were 9,700 of the meters bought when new by the city, from Jose F. Nevarro, at a contract price of \$70 apiece. The auctioneer knocked the lot down at \$4 apiece, but the purchaser explained that he wanted only fifty of them.

The remaining 9,650 were then offered for sale, and were bid off at \$3.60 apiece, so the auctioneer presumed; but the purchaser insisted that he had bought only one at the figure named, and his claim was finally allowed. Several small lots were then sold, and as nobody wanted the rest, the auctioneer declared the sale closed, and said that another attempt would be made another time to get rid of the 9,489 meters which remained.

Mr. John Leys, Vice-President of Rice Lewis & Sons, and Mrs. Leys, leave to-day for a few months' holiday in Europe. If anyone deserves a trip of this sort he certainly does, for he has attended closely to his commercial and financial engagements without rest for many years past.

The employees of H. S. Howland, Sons & Co. wholesale hardware dealers, Toronto, on Wednesday presented Mr. A. E. Blackwood with a beautiful gold locket, with raised monogram and suitable inscription. Mr. Blackwood is leaving to take a position with H. W. Petrie, of Front street west.

A very important occurrence has happened this week in the Chicago Plate trade. The well-known house of W. S. Mallory & Co. have transferred their business to Joseph T. Ryerson & Son. The terms of the sale have not been made public. W. S. Mallory will engage in another line of trade. The employees will enter the service of Messrs. Ryerson & Son, who will continue to use the Mallory warehouse, which is needed to meet the requirements of this business, which has been rapidly growing in recent years. Their acquisition of the business of Messrs. Mallory & Co. puts them far in the lead among Western Plate houses. The transfer took effect immediately upon the signing of the documents.—Iron Age.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier.	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

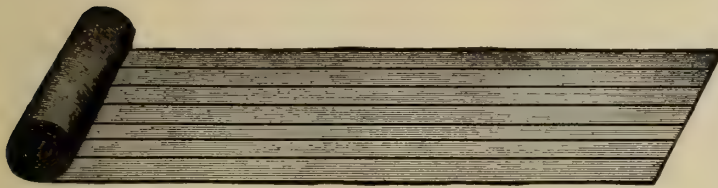
FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL,

CANADA'S NICKEL WEALTH.

In a recent news paper article on aluminium, the writer mentioned that nickel rather than aluminium was the coming metal, because the alloy of nickel with iron was proved a success both in boiler plates and in armor for ironclads, increasing the tensile strength of iron and its resistance to impact, which latter is of vital importance in view of the increased efficiency of modern ordnance. Within a few days one has noticed in the newspapers accounts of official trials with the various styles of armor plates, and the superiority of ferro-nickel plates has been again and again demonstrated.

The next inquiry is naturally in regard to the source of supply of nickel and the price of the metal itself, and the alloys from which the plates are made. The subject has special interest for Chicago parties, because Chicago is nearer to the nickel mines than any great city in this country, and a number of its citizens are already actively at work, and others about to enter into this branch of mining and industry.

The writer has been aware of the importance of this business from the start, only a few years ago, and has lately visited the mines at Sudbury, Ont., from which the bulk of the world's supply of metal is obtained.

Statistics as to the production of nickel are scarcely attainable, but the world's supply a few years ago may be set at no more than 1,000 tons yearly. The uses of which in the alloy known as German silver, in salts for nickel plating, and for subsidiary coins are well known.

The nickel of commerce is about 98 1-2 per cent pure, and is sold at \$1 per pound, or 75c per pound in a large way, and it is thus an expensive metal valued at about five times as much as copper, which is rated as a fine costly metal.

It is stated that ferro-nickel plates contain 3 to 5 per cent of nickel, and if the armor plate of an iron clad weighed 5,000 tons, for instance, some 200 tons of nickel would be necessary to furnish the armor of a single war ship.

The supply of nickel is largely derived from nickeliferous. Magnetic pyrites in Norway, from the mines and smelters at Rorass and Ringericke, and other places in that country, and to a small degree from French and Italian mines of the same mineral, and also to a considerable extent from a nickel silicate, Garnierite found only in New Zealand, and further from an arsenic nickel and cobalt product called Speiss, which collects above the matte in Saxon and other lead smelters, also from certain ores in this country. The quantity of the arsenic nickel products, whether derived from lead furnaces of also from arsenic nickel cobalt minerals, Speiss cobalt Chloantite Nickeline and other minerals than pyrihotite is not very considerable, and the separation of nickel from these combinations with arsenic is arduous and expensive. Another nickel mineral of importance is Millerite, which occur in some quantity at the Gap Mine at Pennsylvania, which latter was the source of the supply of nickel in the establishments in Pennsylvania and New Jersey; but to-day the bulk of the nickel used there as elsewhere is derived from Sudbury, and nowhere else are deposits so enormous in extent known.

Information as to the product of nickel at Sudbury is difficult to obtain, but may be set down from a calculation of the product of the smelters in operation, and the percentage of nickel in the matte produced, at about 3,000 tons of nickel yearly, or about three times as much as the world's supply and demand a few years ago.

The question at once suggests itself that perhaps the business is already overdone, and that the price of nickel will sink to such an extent as to limit operators to a moderate production by which the stronger companies and the better mines alone would earn money and the others go to the wall.

If there were no positive reason to expect a greatly increased demand for nickel, such a consideration might have some weight, and one would expect the price to become lower in proportion to the production, allowing always for a natural increase in the demand. In the particular case of nickel, however, it has been thought that the demand would so increase that the price would rise in spite of all efforts to enlarge the supply, and this is the feeling of those advocating the adoption of metal armor plates, and of the miners as well.

Further, the present low price of nickel has already diminished the product of New Zealand mines, and it is safe to

expect that the Sudbury mine can easily compete with any others so far as known at the present time.

It is true that the Copper Cliff mine has stopped operations because there is a large accumulation of nickel matte (some 7,000 tons) on hand, but this matte contains very much copper and beyond the limit of copper in the sale product, and the delay is merely for the completion of refining works to deliver a merchantable article.

The Copper Cliff mine was the first in operation and was worked as a copper mine, and only after a depth of 200 feet had been attained was nickel noticed by the Welsh smelters, as a considerable element in the matte there. At the present depth, 700 feet, the ore is more nickeliferous, and the experiences at this and other mines at Sudbury is the reverse of those both in Italy and Norway, viz: that at Sudbury the copper gives way to the more valuable element nickel in the ore, while in Italy and Norway and elsewhere the ore above contained nickel and no copper, but became copper-rich with the depth. For many purposes copper is not objectionable to a certain extent as nickel copper alloys are largely articles of commerce.

The Canadian Copper Co., owned by the Standard Oil Co's stockholders and notably by one of them, Dr. Ritchie of Cleveland, Ohio, were the first in the field operating the Copper Cliff mine, and afterwards the Stobie, the Evans and other mines in the neighborhood of Sudbury. This company acquired so many mines and so much mineral lands (said to be 100,000 acres) that the Canadian government withdrew mineral lands in that district from sale, fearing a monopoly of the business.

The Dominion Mineral Company, of Montreal, owned by the officials of the Canadian Pacific railroad to a considerable extent, are also large operators, and own the Bleazard mine, in Bleazard township, adjoining Sudbury on the North. The Bleazard mine is reported the best mine in the district, and is in full operation with every appliance for mining and smelting. They are said to produce nickel matte with about 30 per cent. nickel and 22 per cent. copper, as average figures, and ship 200 tons of nickel matte monthly to Pennsylvania, in addition to the rest which is mainly sent to Swansea, Wales, where indeed most of the Sudbury products are shipped. The Dominion Co. also own and operate the Worthington mine, which produced some remarkably high grade ore containing 30 to 40 per cent. nickel. This ore to the eye is Millerite, the sulphide of nickel, and has the characteristic brass, yellow color, but is not of course the mineral, but an ore containing millerite. This high grade ore in that mine which is said to occur in small seams a few inches in width, is carefully set aside and packed in old kerosene barrels, and has a value of about \$500 per barrel.

From no source could I obtain an idea of the price obtained for the nickel matte, but allowing for considerable variations in price and in quality, I thought that about \$10 a unit would be a fair estimate; thus for 20 per cent nickel in the matte, \$200 a ton, and for copper, \$1 a unit, say 40 per cent copper, \$40 per ton, this representing, for instance, the product of the Copper Cliff smelter; but my ideas on this point are doubtless erroneous, and all I can say is that my informants were not posted on this vital point.

The third large concern, and indeed the only other one with a smelter, and therefore the only other operating concern, is the Vivian company of Swansea, Wales who have also works in Rorass, in Norway, and are the owners in England of the celebrated Mahnes Process of Bessemerizing copper and nickel matte and thereby separating and slagging off the iron impurity, and concentrating the copper and nickel to a point at which it passes to the wet process for the separation of the copper from the nickel and the production of metallic nickel.

The Vivian company is the largest concern in the copper and nickel industry abroad, and from this it is to be expected the business of nickel refining will be prosecuted both at Sudbury and, it is said, in Nova Scotia in the neighborhood of the coal seams. They have perfect knowledge of the business and are quietly making every preparation for an extensive business, not only in mining, smelting and concentrating at Sudbury, but also refining and producing various commercial nickel products.

The Sudbury district proper is a most forbidding looking country, showing everywhere bare rocks of Diorite, as rounded protuberances rising 50 to 100 feet above the general level, and between

these little hills and ridges, the ground is mainly a swamp, there being no outlet for the water. The ground is boulder-gravel and clay. The country has been ravaged by great forest fires and all the timber stands dead and blackened, and as no new trees have sprung up on the barren ground the aspect is desolate enough. Sudbury lies north of Lake Huron, 150 miles east of Sault Ste. Marie, Michigan.

To the prospector, however, these exposed rocks are welcome and ore deposits were easily discovered.

Wherever exposed to the atmosphere the Pyrites is quickly decomposed, forming iron and nickel vitriols by oxidation of the iron, nickel and sulphur, which vitriols are soon washed away leaving stains of iron oxide in seams and bands plainly to be seen. Where massive deposits are found this iron hat, or gossan, as the Cornish miner terms it, is a veritable cap of Limonite; at other spots a rich Ferruginous soil is a sure indication and indeed such indications are plentiful over a large extent of country, but mainly within the territory bounded by the main and branch lines of the Canadian Pacific Railroad, even to 30 miles distant from Sudbury, to the west and northwest.

These prospects are largely in the hands of the prospectors who open the deposits up to more or less extent, and they are then offered to capitalists on options for a few months, whereby, on condition of the expenditure for development, the capitalist has the right to take the property at a stated price. The risk is thus but a small one.

The main elements are quantity and quality of the ore and the accessibility to the railroad.

A low grade ore contains 1 to 2 per cent of nickel. A good ore 2 1-2 to 3 per cent, and anything above 3 1-2 per cent may be termed rich ore. I doubt if there be any considerable quantity of ore above 4 per cent nickel, excepting possibly in the Worthington mine. As to quantity, the Stobie mine of the Canadian Copper Company has the largest showing, an almost solid mass of ore, certainly 100 feet in width and of unknown depth, almost solid because there are both rounded boulders and also masses of rock, termed by miners horses, in the deposit. The cost of breaking out the ore in the pit is about 10 cents per ton, and the total cost crushed and delivered on cars to send to the smelter at the Copper Cliff mine can scarcely exceed 50 cents per ton, while the ore carrying about 22 per cent nickel, may be called worth \$20 per ton, less smelting charges, which are very small. This solid ore containing only iron, nickel, copper and sulphur, requires silica for fluxing and this is furnished by the gangue or rock in the mixed ores of other mines, which latter are also of higher grade. In the Stobie the ore is a deposit or lense of pyrites of great and unknown dimensions. In the Copper Cliff the ore is said to be in smaller lenses connected by very thin stringers. Other mines which I saw seemed to contain the ore both in seams and also in lumps mixed up in the body of the rock and entirely irregular, while the rocks all about contained ore in scarcely paying quantity. In a number of these latter the ore will be more considerable at a greater depth, and to judge of this probability, the working properties were closely inspected for surface indications, and particularly in the upper portions of the workings. In two instances there were strong appearances of veins and these in the neighborhood of tilted stratified rocks. It is hardly practicable in that country to work mines without railroad facilities, and such have been furnished to the Stobie, Bleazard and others. The mining companies do the grading and furnish the ties, and the railroad companies lay the iron on condition of an agreement to give all the freighting business to the Canadian Pacific railroad.

My stay in the country was a short one, and this article is but a general review sufficiently accurate for the purpose of informing the public of this district which merits consideration, and have no hesitation in saying that I believe there is a field for the employment of capital at a considerable profit. I am not at liberty to mention names and properties of Chicago parties interested in the district, but there are quite a number of both.

I do wish, however, to state that the character of the labor is deserving of all praise, and that I have not seen elsewhere more work performed by miners in other camps.

Yours respectfully,
JOHN C. JACKSON,
103 and 105 Metropolitan Bldg., Chicago.
(In Chicago Journal of Commerce)

THE SAFETY OF OIL-LAMPS.

The fatal accident to Lord Romilly and his servants has had the effect of directing public attention to the subject of the safety of lamps. Under the circumstances this is a perfectly natural result, and it is one upon which those who are engaged in the manufacture or sale of lamps may congratulate themselves. The question in this form is by no means a new one, but the apathy of the public is so great that nothing short of a real calamity suffices to arouse people to a sense of the dangers by which they are daily surrounded. In the case of a member of the British peerage one might suppose that the lamps in use would be of the best description, and that they would be handled in a careful and proper manner. In this particular instance the evidence given at the inquest shows that the former of these two governing conditions was pretty well complied with, albeit we are not told who was the maker of the lamp the upsetting of which caused the disaster. But it appears to have been shown that, although the lamp had a metal reservoir and a duplex burner, it was not constructed on what are accepted as being safety principles. No doubt it was a good ordinary lamp, but it had no wick-tube, and it is possible that the bayonet-catch was a source of weakness to it immediately it was overturned. The oil escaped from the reservoir and took fire, with the consequence already so well known to all readers of the newspapers. In some quarters this serious accident is being used as a strong argument against the use of oil lamps for illuminating purposes, and that despite the fact that there is no evidence whatever that the lamp had been properly used by the deceased nobleman or his servants. No lamp is made, or can be made, which will be capable of withstanding the treatment which may be applied to it; but it can be asserted with every confidence that there are plenty of lamps in use which are quite safe with ordinary care. That is true of the lamps of all the best makers, and is more particularly true as regards isolated cases. On the other hand, there are tens of thousands of lamps, most of them of the cheap and nasty sort, in use and on sale all over the country, which are liable at any moment to cause more or less serious accidents. These common lamps are bought and used because they are cheap, but, in view of the great improvements made in recent years in the construction of low-priced English lamps, it is an open question whether the safety of the public should not be studied by prohibiting the sale of lamps unless they are constructed in accordance with the leading principles of safety. We are aware that there might be difficulties in the way of determining what should or should not be held to constitute safe construction, but we are reasonably sure that there would be a general agreement amongst the lamp manufacturers on many points—such as the abolition of glass or porcelain reservoirs and the provision of metal

wick-tubes. Any attempt to be too specific, however, would be resented by the trade, and would be open to the suspicion that it was sought to favor one or two makers at the expense of all the rest. Even that difficulty could be got over if the Legislature thought fit to be quite specific as a condition precedent to prohibiting the sale of improperly-made lamps; but as matters now stand it would be wiser, and in every way better, to reach the desired end in a more general manner. It is very probable, and, we think, desirable, that something should be done by Parliament to protect the public from the dangers which their weakness for cheap lamps forces upon them. It was stated at the inquest upon Lord Romilly that nearly 100 deaths per annum are caused by the explosion of unsafe lamps, and

the deputy clerk to the London County Council stated that he believed the deaths from upsetting were twice as many as those from explosion. Accepting this estimate, the total deaths would be 300 per annum, which must be admitted to be a very serious record. Even, however, if the deaths only number 100 or 150 per annum, they are far too many to be over-looked, especially when it is remembered that almost, or quite, the whole of them might be prevented. There will be always a certain amount of risk in the use of oil, of course, and people of the rougher sort cannot be made careful by Act of Parliament, but they can be protected to a certain extent, and it is fairly certain that at no distant date the House of Commons will be asked to give that protection.—Iron-monger.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

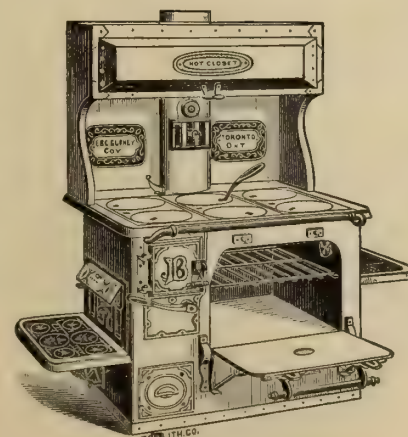
For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

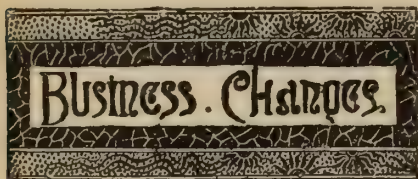
Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.



SALES MADE OR PENDING.

Kennedy & Hopper, general merchants, Rapid City, Man., have sold out to Hopper, Bros.

The stock in the estate of N. & F. White-law, plumbers, Toronto, is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Chipman Bros., wholesale hardware dealers, Halifax, have dissolved.

Blackburn & Dickson, general merchants, Dunmore, Man., have dissolved, A. R. Dickson continuing.

A. Imbleau, hardware dealer, Montreal, has admitted Dame Ulric Boudreau special partner, with \$3,000, under the style A. Imbleau & Co.

FIRES.

The Westport Stove Co. is burnt out. Partially insured.

John McDonald, trader Acadieville, N.B., is burnt out. Insured.

John McGuire, tinsmith, Westport, Ont., is burnt out. Partially insured.

REMOVALS AND DEATHS.

Pierre Chaboyer, general merchant, St. Laurent, Man., is dead.

James Frier, general merchant, Shediac, N. B., has closed his business.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Jos. E. St. Amour, roofer, Montreal, has assigned.

R. D. Beales, general merchant, Nictaux, N. S., has assigned.

J. M. Carroll, general merchant, Rogers Pass, B. C., has assigned.

Thos. A. Mosher, general merchant, Avondale, N. S. has assigned.

James Miller, general merchant, East Angus, Que., has assigned.

Robt. Cox, general merchant, Kingsport, N. S., is offering to compromise.

James Brown, general merchant, Weldford, N. B., is offering to compromise.

L. A. Mongenaise, general merchant, Rigaud, Que., has obtained an extension.

T. S. Kennedy, general merchant, Kintail, Ont., has assigned to C. B. Armstrong, London.

A. L. McKechnie, general merchant, Mount Forest, Ont., has assigned to Henry Barber & Co., Toronto.

McLaughlin & Reynolds, general merchants, Mantowaning, Ont., have assigned to D. Blackley, Hamilton.

Montgomery, Woods & Co., dealers in mill and engineers' supplies, Toronto, have assigned to Campbell & May, Toronto.

A NEW METAL FOR BULLETS.

The intensity of the competition between civilized nations in the application of the latest discoveries and inventions to their equipment for war, is again illustrated by the current interest taken in German military circles in the new Wolfram rifle bullet. Lead has been used so long that few people outside the military establishments in any country have ever considered the possibility of its displacement by a harder metal. Wolfram ore is a tungstate of iron and manganese, which in its metal form is nearly as hard as steel and very brittle. Fifty per cent. heavier than the old leaden ball of the same size, the Wolfram projectile does the same work at a distance of 1,200 meters that the present model 88 bullet does at 800 meters. It is said to penetrate a steel plate 8 millimeters thick at a distance of 600 meters, while the leaden bullet penetrates an iron plate but 7 millimeters thick at a distance of 300 meters. Among the advantages of the new projectile is that which allows a much lighter rifle and therefore a greater store of ammunition for each soldier. Considerable doubt is expressed that sufficient quantities of the new metal could be mined for the needs of the whole German army in time of war, but the mine-owners claim to be able to provide all that the Government could use. Should the Wolfram bullet prove wholly successful in the tests given to it, its adoption and use in war would add another interesting and quite unknown factor to the character of the next great European struggle.—Iron Industry Gazette.

IT WAS NOT HE THAT WORRIED.

"Now, sir," cried Mr. Bagwig ferociously, "attend to me! Were you not in difficulties a few months ago?"

"No."

"Now sir! Attend to my question. I ask you again, and pray be careful in answering, for you are on your oath, I need hardly remind you. Were you not in difficulties some months ago?"

"No; not that I know of."

"Sir, do you pretend to tell this court that you did not make a composition with your creditors a few months ago?"

A bright smile of intelligence spread over the ingenious face of the witness, as he answered:

"Oh! ah! That's what you mean, is it? But, you see, it was my creditors who were in difficulties, and not me."—The Green Bag.

In demolishing the rear of the stone building on Berford street, to rebuild Messrs. Sadleir Bros' new store, in Wiarton, Ont., the other day, a bottle was discovered, which, on opening contained the following memoranda:—

"WIARTON, 1st June, 1878.

"This Building was erected by Bryce Burgess Miller, Government Land Agent. Wiarton has about 600 people and has been about 11 years settled. Member for the House of Commons, John Gillies. For the Assembly, Donald Sinclair."

SECRET OF BUSINESS SUCCESS.

Commercial agencies tell us that of 100 men who engage in business, from 80 to 90 sooner or later fail, generally sooner. It would be an interesting study to get at the true inwardness of the individual causes of these breakdowns. Doubtless some of them are originated by lack of capital at the start, and others by reckless credit, but it is a certainty that many who succeed in building up a good business and in making money for a time finally collapse through lack of adapting themselves to their surroundings. They get into a rut and refuse to move out of it—in fact, they will not believe that they are in it—till finally their trade dwindles, they are forced to give longer and longer credits, to accept more and more doubtful accounts, and at last finally to confess inability to sustain the unequal combat. All this has happened to old-established business houses in the country, while younger places have prospered.

One of the best means that a commercial establishment can adopt to keep itself in the vanguard is to force itself and its products constantly before the consuming public by the agency of newspaper advertising. There is a disposition on the part of some firms to minimize the importance of this precaution—to trust entirely to the work of intermediaries. Thus many principles of business and manufacturing concerns come to be virtually unknown, and their agent is actually the great lever power that moves dealers to purchase. There is a serious disadvantage in this, because the accomplished intermediary may at any moment resolve to sell his services to another, or to start in the same line for himself, with the result that he takes a large share of the business acquired by his personal industry with him.

Merchants and manufacturers are constantly looking for means to combat this tendency. The man who carefully looks after his business, keeps serviceable goods, and is content with reasonable profit, has but to keep his good name and his good goods before the public, through the agency of newspaper advertising, and he will have little to fear from changes, whether in his own staff or in the altering circumstances of his competitors in business.

The most successful business men to-day are the most persistent advertisers.—London Advertiser.

BUSINESS CHANCES.

WANTED—TO PURCHASE AN INTEREST in Hardware business. Understand it thoroughly; could take charge of office; all communications confidential. Box 108, Brantford, Ont. 25

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c
PETROLIA, - ONTARIO.

SYSTEM BEGETS HABIT.

There are very few dealers who will deny that system in the conducting of a store is an indispensable requisite. Many of them, however, misapprehend the real meaning of the word habit, and resent any suggestion that they are possessed of the latter, be it good or bad. Now the fact of the matter is that habit is simply the outgrowth of system. Good habits are good and bad habits are bad. There is no middle ground. In fact, there can be no system where there are bad habits. The merchant who puts off until tomorrow what can be done to-day possesses a decidedly bad habit. If he has any system at all in the conducting of his business, it is not perfect by any means. There are very few people who correctly understand the definition of the word system. Without referring to Webster or Worcester, a practical definition can be given, which, if followed to the letter, will guarantee perfect system. That definition is "never try to do more than one thing at a time." After exercising system in the arrangement of goods the next use of it should be applied to a systematic method of keeping them in order, and a system of selling. There are merchants who make the mistake of railing at a clerk because he has failed in some trivial duty, whereas the merchant himself has clogged the wheels of his business by failing to clear up his own desk. He may be ever so systematic in

every other way, but if he lacks in this one particular his system is shattered. Again, system must be adhered to in the selling of goods. There is nothing that will so soon offend a customer as to be left even an instant for a newcomer, no matter how pressing the time of the latter may be. "First come, first served," is a recognized rule the world over, and the dealer cannot afford to ignore or break it. Volumes have been written about the systematic arrangement of stores and various lines of goods, but very little reference has been made to the systematic conducting of the business itself. After the goods have been arranged there is constantly room for improvement, and the successful merchant eagerly grasps at every hint thrown out that is liable to aid him in the systematic and profitable conducting of his business.—Ex.



When writing to our advertiser please inclose the above.

What is it?

The Gardner Steel Ribbon Sash Balance consists of a malleable galvanized steel ribbon running over a pulley, expressly made for it, and attached to sash and weights as cord or chain are.

It works very easily, noiselessly with little or no friction, consequently can hardly wear out, and lying close to frame, it can be painted same as woodwork, presenting a very neat appearance.

Ribbon is made in various sizes as to thickness and width, so that it will balance 10 lbs. or 1,000 lbs. with admirable working satisfaction.

Those who have seen and are using it endorse our claim, that it surpasses any system in the market for hanging sash, elevator doors, etc.

Sample, Price Lists and all information,

JOHN HARGREAVES, Mgr.

Gardner Sash Balance Co.,

No. 8 Yonge St. Arcade, Toronto.



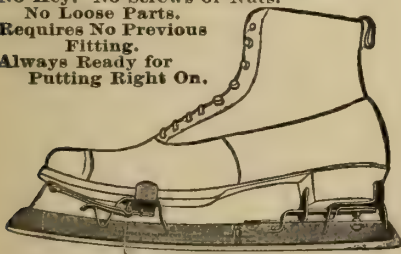
FORBES' NEW PATENT SKATE.

The Most Beautiful, Convenient and Perfect Skate ever invented.

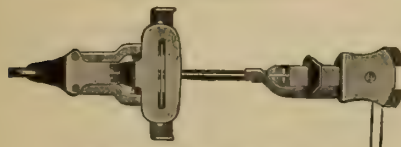
Every Principle Entirely New.
Fully Patented in Skating Countries.

FASTENS FIRMLY ON ANY BOOT WORN.

No Key. No Screws or Nuts.
No Loose Parts.
Requires No Previous Fitting.
Always Ready for Putting Right On.



SIDE VIEW, ATTACHED TO BOOT.



TOP VIEW, HEEL LEVER (DOTTED) OPEN.

Greater Possibilities in Speed and Points than any Skate ever produced.

Only First-Class Goods Manufactured. No Second Quality.

THE FORBES MAN'G CO., Ltd.

SOLE MAKERS,

17, 19 & 21 Bedford Row, Halifax, N.S.

F. E. DIXON & CO.,
MANUFACTURERS OF

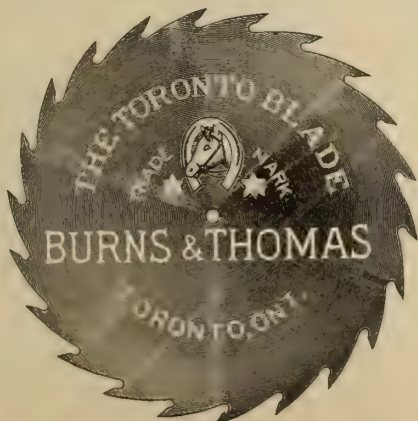
UNION TANNED
STAR RIVET

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



SAWS CIRCULAR, Shingle, Re sawing, Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

JOHN WILSON'S Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS,
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co.

Offices, 50 & 52 McGill Street,

Yards:
McGill, Wellington, Grey Nun and Youville sta
MONTREAL.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready. No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

SECURITY

LOOK FOR IT,
WAIT FOR IT,
IT WILL PAY YOU.

The "Eclectic Security" Tubular Lantern.

Combining as it does all the latest improvements without any of the discovered defects of Lanterns hitherto on the market. The following are a few of its most important points, viz.:-

Burner connected with oil Cup by a screw.
Inch wick. Hinged Cap to Burner.
Seamless bottom to oil cup, which contains an imperial pint.
Convenient and cool method for removing Globe to clean and light.

INSPECTION AND COMPARISON INVITED.

Manufactured solely by
THE ALLIANCE MANUFACTURING CO'Y
OF TORONTO, (Limited.)

Office and Works 14 Bay Street.

LANTERN

"VECTIS" PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE MARK.  GRANTED
1764.

W. G. A. Lambe & Co.

Late Williamson & Lambe.

-STORAGE-

54 & 56 Wellington St., East.
TORONTO.



Shepard Hardware Co
BUFFALO N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box

I.C., usual sizes .. \$6 25 \$6 50
I.X., " .. 7 50 7 75
I.X.X., " .. 8 75 9 00

Raven & P.D. Grades—
I.C., usual sizes .. 5 50 5 75
I.X., " .. 6 50 6 75
I.X.X., " .. 7 50 7 75
I.X.X.X., " .. 8 50 8 75
D.C., 12 1/2 x 17 .. 5 00
D.X., " .. 6 00
D.X.X., " .. 7 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.
Bessemer Steel—

I.C., usual sizes .. 4 75 5 00
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—

I.C. 20 x 28, 112 sheets .. 8 75 9 00
I.X. Terne Tin .. 10 75 11 00

Charcoal Tin Boiler Plates.
Cookley Grade—

I.X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 6 1/2 c, 7 c
" 14x65, " }

Tinned Plates.
72x30 up to 24 gauge .. 6 1/2 7
26 " .. 7 1/2 7 1/2
28 " .. 7 1/2 8

Iron and Steel.

Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery " .. 3 00 3 25
Best Cast Steel, per lb. .. 0 13 1/2 0 14
Russian Sheet " .. 0 10 1/2 0 12
Tank Plates " .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 10 1/2 c
1-inch .. 15

Boiler Plate.

1/2 inch .. \$2 45
5-16 " .. 2 35
3/8 " and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2 1/2 3
22 to 24 " .. 2 1/2 3
26 " .. 3 1/2 3 1/2
28 " .. 3 1/2 3 1/2

Canada Plates.

Blaina .. 1/2 bright 3 20 3 25

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5 1/2 5 1/2
26 gauge, " .. 5 1/2 5 1/2
28 " .. 5 1/2 5 1/2

Gordon Crown—
16 to 24 gauge, per lb .. 5 1/2 5 1/2
26 gauge, " .. 5 1/2 5 1/2
28 " .. 5 1/2 5 1/2

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb .. 7 7 1/2
" 1/2 " " .. 5 1/2 6 1/2
" 5-16 " " .. 4 1/2 5 1/2
" 3/8 " " .. 4 1/2 5 1/2
" 7-16 " " .. 4 1/2 5 1/2
" 1/2 " " .. 4 1/2 5 1/2
" 3/4 " " .. 4 1/2 5 1/2

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per doz yards .. 0 13 0 50

Jack chain, double, per doz yards .. 0 15

Jack chain, brass, single, per doz yards .. 0 20 1 10

Copper—Ingot.

English B.S. .. 0 14 1/2 0 15

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in. \$0 25 \$0 28
round & square
1 to 2 in .. 0 23 0 26

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60 .. \$0 18 0 19

Untinned, 14 oz, and light, 16 oz, irregular sizes .. 0 19 0 20

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60 .. 0 29 0 30

Brass. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb .. 0 22 0 26

" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb .. 0 20 0 21

Boiler & T. K. Pitts.
Plain Tinned, per lb. .. 0 25
Spun " .. 0 29

Wire.
Pure, in coils—
From 1 to 20 gauge .. 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.
Roll & Sheet, 14 to 26 gauge .. 0 21 0 25

" 27 to 30 " .. 0 23 0 29

" 30 and up .. 0 26 0 32

Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.
Foreign, per lb. 0 05 1/2 0 06
Domestic " .. 0 35 1/2 0 05 1/2

Zinc Sheet.
5 cwt casks .. 0 06 1/2 0 06 3/4
Part casks .. 0 06 1/2 0 07

Lead.
Imported Pig, per lb. 0 04 0 04 1/2
Domestic " .. 0 03 1/2 0 04

Bar, 1 pound .. 0 25 0 05 1/2

Sheets, 2 1/2 lbs, per square ft, by roll .. 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft, by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2 c.

Solder.
Half-and-half (guar.) per lb .. 0 17 0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. \$0 16 1/2 0 17 1/2
Other makes " .. 0 16 0 16 1/2

White Lead.

Pure, Assoc. guarantee, ground 1 tin oil, 25 lb. irons, per lb. 5 1/2

No. 1 Do. 0 5

No. 2 Do. 0 4

No. 3 Do. 0 4

Prepared Paints.
(In 1/2, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.
(25 lb tins, Standard Quality.)

Venetian Red, per lb. 0 05

Chrome Yellow " .. 0 11

Golden Ochre .. 0 06

French " .. 0 05

Marine Black .. 0 09

Green " .. 0 09

Chrome " .. 0 08

French Imperial " .. 0 14

Colors, Dry
Yellow Ochre (J.C. in bbls, per cwt 1 40

" (J.P.L.S.) " .. 1 75

Venetian Red (R.C.2) " .. 1 50

Ven. Red, Cookson's " .. 1 90

English Oxides " .. 3 25

American " .. 2 25

Paris Green, per lb. 0 16 0 17

Burnt Sienna " .. 0 08 1/2

Burnt Umber " .. 0 05

do pure .. 0 07

Drop Black " .. 0 09

Chrome Yellows " .. 0 09

Greens " .. 0 12

Golden Ochre " .. 0 03 1/2

Varnishes (in bbls).
No. 1 Furniture, per gal. 0 70

Extra " .. 1 00

Brown Japan " .. 0 70

No. 1 Carriage " .. 1 50

Gold Size Japan " .. 1 40

Pure Orange Shellac " .. 2 00

Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).
Raw, per gal. 0 64

Boiled " .. 0 67

Turpentine (in bbls)
Selected Packages, per gal. 0 58 0 59

Castor Oil.
Best, per lb. 0 09 1/2 0 10 1/2

Cod Oil.
Cod Oil, per gal. 0 48

Glue (in bbls)
Common, broken .. 0 10 0 12

French medal .. 0 11 0 12

Cabinet makers .. 0 17 0 18

White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Revised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascot " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz. 1 12 2 35
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanea " 1 10

Chalk.

Carpenters' Colored, per gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red " 0 05 0 06
Crayon, per gross. 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c.
from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c. 3 00 10 00
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis. 20 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis 20 to 33½ p.c.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p. doz 1 70
Petroleum, per doz 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Canadian, dis., Amer. list 60 per cent.
Jovitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis
Am list, 50 pc. 50 p.c. to 50 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer } Hellers
Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Star.		Double Diamond	
	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
16 to 25	1.45	2.80	2.15	
26 to 40	1.55	3.00	2.45	
41 to 50		3.40		5.30
51 to 60		3.70		5.80
61 to 70		3.95		6.30
71 to 80		4.40		7.40
81 to 85		5.30		8.40
86 to 90		6.00		10.00
91 to 95				11.50
96 to 100				13.65

Pilkington.

Ordinary
1st break \$3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 75

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per
Heavy, per lb. 0 42 0 05
Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets.
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs
Spring 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 per cent.

Planter's per doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross. 1 00 3 00
Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000, 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. Prices withdrawn.

Horse Shoes,

Per keg 3 60 3 75

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper, " 0 40 0 45

Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz 2 75 3 25

Bronze, Gem, " 6 00 9 00

Lava, " 8 75 10 00

Shutter, porcelain, F. &
L screw, per gross \$1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " 1 87 3 85

King, wood, " 2 75 2 90

All glass, " 4 00 4 50

Chalk, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent.

Padlock.

English and Am. per doz 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vitæ, " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Gutter

Enterprise, dis. per cent 20 25

Canadian, 37½ to 40 per cent.

Home, each 2 25

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price 2 30

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

per gross

Square, round and octa-
gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " 0 18 0 18

Canada W.W. " 0 20

American W.W. " 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter 2 25 3 60

Picks

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis 45 to 50 per
cent.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R & L Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " 22 33

Screw 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern &
Pitcher Spout, 60 to 65 p.c.

Punches.

Saddler's, per doz 1 00 1 85

Conductors, " 9 00 15 00

Tinner's solid, per set 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½

Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis

Iron " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Sisal, per lb 9½ 10½, smaller than

Manilla, " 12½ 13½ 7-16, ¼ c. extra.

Cotton, " 22 25

Russia Deep Sea, per lb. 13½ 16

Jute " 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

" N. P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c.

Emery, per quire 55 90

Sash Cord.

per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D. dis. 30 to 35 per cent.

Hack, complete, each 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.

Scrapers.

Box, per doz 2 10 4 50

Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. " 73½ " " "

" F. H. Brass 75 " " "

" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz 3 25 4 00

Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 30 to 35 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Etna, dis. 75 @ to 75 and 10 per cent

Heinisch 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shot.

Canadian, dis 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent

Sieves.

Wood Rim, black, p. doz 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes 3 25

½ and ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes.

Discount, 15 to 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons per gross 7 50 12 00

Dessert " " 21 00 " "

Table " " 30 00 30 00

Dessert Forks " 24 00 " "

Medium " " 27 00 " "

Table " " 36 00 " "

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 15 50

Hindostan, per lb 0 06

" Slips, per lb 9

Labrador, per lb 0 13

" Axe, " 0 15

Turkey " 0 50

Arkansas " 1 50

Water-of-Ayr " 0 10

Scythe, per gross 3 50 5 00

Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimp, blued, dis. 35 p.c.

" tinned, dis. 45 p.c.

Swedes' iron, blued or tinned, dis. 42½ p.c.

Upholsterers' dis. 42½ p.c.

Copper Tacks and Nails, dis. 35 p.c.

Trunk and Clout Nails, " 40 p.c.

atent Brads, dis.

HARDWARE



CINCINNATI BELL FOUNDRY CO.
SUCCESSORS IN "BLYMYER" BELLS TO THE
BLYMYER MANUFACTURING CO.
CATALOGUE WITH 2200 TESTIMONIALS.
BELLS, CHURCH, SCHOOL, FIRE ALARM

No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.



ENGRAVING
FOR ALL
ILLUSTRATIVE
AND
ADVERTISING
PURPOSES

J. L. JONES,
WOOD ENGRAVER,
8 1/2, 10 & 12, KING ST. EAST,
TORONTO, CANADA.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

TRADE MARK FOR



HOLLOW WARE.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

ASK FOR and see that you get

"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian
firms interested in any of the above
lines

CONSIGNMENTS OF PRODUCE SOLICITED.

MITTENS.

Best and Cheapest in the Market.



Specially designed and adapted for Brakes
men, all classes of Railroad Work, Lum-
bering, Teamsters and Farm Work; made
in Saranac, Buck, and our "Yellow Napa
Tan Horse"—the strongest material made.

Dealers will consult their best interests by
waiting for our Travellers.

W. H. STOREY & SON,
ACTON, ONT.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUB-
LISHING CO.** for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLING MEN

T WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams
kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-(“TRAP”)
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen not using these goods to try them, and let them speak for themselves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belted, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

Copper Wire ! Brass Wire !

Copper guaranteed to be pure Lake Copper of the highest conductivity. Carefully drawn to decimal gauges, equal in quality and finish to anything imported. Also

TINNED COPPER WIRE, MERCHANTS' COPPER WIRE,
ALL GAUGES BRASS WIRE.

Made from High or Low Brass for Springs and other purposes, tinned if required.

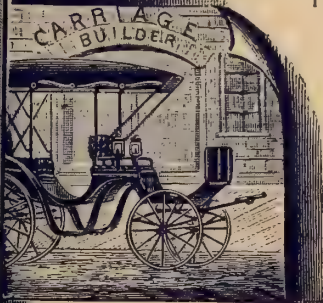
Prices guaranteed lower than can be imported. Capacity 10 tons per day.

DOMINION WIRE MANUFACTURING CO'Y. TORONTO AND MONTREAL.

JUNE 27, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

Wire Nails, Cut Nails, Glass.

BUILDERS' HARDWARE.

RICE LEWIS & SON, LIMITED.

32 King St. East, - - TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the



Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting

For the Dominion of Canada

-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; J. J. MCGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF
STEEL without seams or joints, rounded at the sides and corners
so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAK-
AGE IS IMPOSSIBLE, and in consequence of their comparative
lightness, FREIGHT CHARGES are less than HALF THE
PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVAN-
IZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, JUNE 27, 1891

No. 26

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

EARLY CLOSING IN THE CITY.

The cause of early closing finds an argument for its extension in the example of several leading hardware retailers in this city, who close regularly at six p.m. on every trading day but Saturday, when they close at 2 p.m. Not all the trade have got into line yet, but there is strong probability that many more will adopt the same closing hour before the summer gets much farther on. In a city like Toronto, where healthful and pleasant pastime can be so easily and cheaply procured, it seems like martyrdom to the cause of business to give all one's waking hours to the service of trade. And trade is not benefited so much by incessant labor as by a regulated alternation of work and recreation. The rest and the unbending of a man's mind from its business strain do a great deal to keep him a live trader. He needs to touch his kind occasionally upon some other than their business side. Trade has asperities that need softening, and opportunities are lacking if a man shuts himself in his shop till 9 and 10 o'clock at night.

The hardware trade has little excuse for keeping late hours. The dealers in that department of trade are fewer than the dealers in groceries and some other lines, so that the difficulty of quenching competition outside of limited hours is not nearly so great as in those other trades. The stores of hardware men are seldom very close to one another, for which reason there is less risk

of losing trade because some other man is open to catch it when you are closed. In many towns the grocers, who usually compete at about the closest quarters, can successfully keep an early-closing agreement or an agreement to take a weekly afternoon. Yet in addition to the short-arm range of their competition, they trade in lines on account of which there is much stronger reason that they should keep open late than there is for any part of hardware stock. Also, the demand for groceries is more imperative than that for hardware. It can not be put off so conveniently. Then why cannot hardware men be unanimous in the adoption of an early closing hour and a weekly half holiday? They sacrifice very much less than grocers, who handle a great amount of perishable stock at this season, and yet make a success in many places of early hours and a half holiday.

The Toronto retailers who are taking the limited hours independently of whatever course may be pursued by their competitors are doing the right thing. This waiting to see what others will do is weak and sure to end in failure.

MONTREAL'S WATER PIPES.

The yearly supplies of iron material for the Water Works department of Montreal, and the negotiations in connection therewith are attracting considerable attention from the iron trade there. To understand the situation thoroughly, it may be mentioned that the "Canada Pipe Co." is usually among the tenderers. Now, the other firms contend that a leading alderman is interested in this company and that is taken advantage of. This, of course, is only a rumor, but it has believers. At any rate, last week, the water committee assembled to decide who should supply them with 400 tons of special castings, and several tenders were

received. The "Canada Pipe Co's" offer was the lowest, viz., \$42.25 per ton, and they naturally got the contract. This is the incident which has riled other firms in no small degree, for they claim that this figure is cut down ridiculously low. One of them said he would make it hot for the alderman in question when the contract for ordinary water pipes came up this week. He claimed that the pipe company could not supply both the special castings and water pipes without the actual assistance of the alderman's foundry, and that if the pipe company got this second contract he would make it interesting for the alderman. In fact he swore "revenge of the deepest dye," threatening to use the city ordinance prohibiting aldermen from being interested in any contract as a weapon of offence. However, his vows will not need to be fulfilled. The department have awarded the contracts, but the Canada Pipe Company, although among the tenderers, did not get the water pipe contract. The quantity of pipe called for is 2,475 tons, the tenderers being: Drummond, McCall & Co., \$33.40, delivered at the wharf or on the cars; otherwise, \$33.15; H. C. McLaren & Co., \$32.50; W. G. Withers, \$34; Turnbull & Co., \$39.72; and Canada Pipe Co., \$35 per ton. The lowest tenderer being H. C. McLaren & Co. at \$32.50 per ton, they were awarded the contract.

GRAND TRUNK IRON CONTRACT.

The negotiations and closing of this contract for supplying the works in Montreal and elsewhere is naturally one of the leading events of the season in the iron trade at Montreal, involving as it does a very large supply of crude material. Some weeks ago it was understood that negotiations had been entered into, and that all the tenders were in and would be awarded. During the past week, however, it was learned that a tardy tenderer had upset all calcula-

tions by sending in a tender which was very much lower than any of the others. Consequently the company, believing that there might be something in it for them, decided to call for new tenders all around. This has caused some dissatisfaction, the reason for which is hard to find. The company were not compelled to accept any tender, and although it may seem hard to the firms who put in the first offers, the company might have accepted the low tender referred to, whereas they are giving everybody another chance, which seems fair all round.

THE INSOLVENT ESTATES BILL.

The reference made by the manager of the Bank of Montreal, in his last annual address, to the crying need of reform in the present methods of dealing with insolvent estates, has been followed by equally strong deliverances upon the same subject from other financial and commercial quarters. The attention which is thus recalled to one of the worst of chronic trade evils may give impulse to a renewed investigation of it which it is hoped will end in its eradication. What is wanting is some constant principle to equalize the conditions upon which men are re-instated in or removed from trade. At present "Chaos umpires sits" over the assemblage of creditors' meetings that are held in a year, and decisions utterly at variance with each other are deduced from data in which is the closest resemblance. Here one board of creditors restores a man to his position because he pays 40c. in the dollar; there another board decrees that a trader's assets shall be sold by the auctioneer, though the trader offers to redeem them by paying 50c. in the dollar of his indebtedness. And it may be, too, that the latter is the better of the two to survive in trade.

The verdict of a majority of the creditors is a matter which depends more upon who are the creditors than it does upon what is the position of the insolvent. That ought not to be the case in any legal or quasi-legal decision. If A fails owing ten creditors in all, it should make no difference who the ten creditors are, he should have a discharge or he should not have a discharge, according to the intrinsic merits of his case. Practically, however, as things are to-day, while A would be ruled out of business by ten given men, he would be ruled in if the board or a majority of the board were made up of other men, all the remaining circumstances being unchanged. It is this difficulty of getting at uniformity in the decisions that is the bane of the insolvency law of to-day. The case ought to possess all the determining conditions in itself, so that an examination of it before any board would issue in the same result. Leaving so much to the discretion of the creditors is altogether too lax.

The good of trade is what must be considered in weighing an insolvent's offer for a discharge. Hitherto the individual interests

of creditors have been deemed a sufficient guarantee that the good of trade generally will be safe-guarded by leaving the whole matter to their joint deliberation and action. But experience contradicts this. Time and again creditors have shown themselves recreant to the cause of sound trade, by propping up some of the most rotten material where the very best only wanted a fair chance. There has been undoubtedly more capital kept out of the retail trade of the country by the policy that has upheld price-cutters than there has been by the fear of mere numbers in competition. The professional price-cutter, like the wrestler of Hellenic fable, is always stronger after a fall. He needs something to lay him out which is not swayed by expectations of future trade with him.

A man's solvent neighbors in the same trade would often prove a more just tribunal than his creditors before which to try his fitness to continue in business. If he has been a fair competitor they will vote for his keeping on, for fear that his place may be taken by a worse. If he has generally kept their prices down close to cost they will not put a straw in the way of his going. The opinion of a man's local competitors ought certainly to be consulted by creditors who have his affairs before them. It would very often make a material difference in the decisions reached, that is,—if the desire to do what is right were always the supreme consideration with creditors.

Different boards of trade in Canada, notably that of Montreal and that of St. John, N B., are casting about for something to take the place of the present modes of treating the cases of insolvents. Their aim has a wide range, and includes the discovery of the best means of disposing of bankrupt stocks that come upon the market, as well as the most equitable basis on which to accept or reject offers for restoration to a business footing. Collective opinion everywhere ought to apply itself to this subject. Business men's associations of all kinds ought to do what they can to contribute to the solution of it. The best working basis is a collection of the local facts that illustrate the arbitrary and unequal effects of the current usage. Where trade associations gather all the examples in their district of wrong done either to the insolvent or the trade, they have a starting-point for the orderly development of their ideas as to the best remedy to be applied.

ART IN HARDWARE.

Artistic hardware was an almost unknown term a few years since, but now implies much more than is generally understood by a trade term, and, in fact, has great significance with the manufacturer of the present day. The evolution in this line has been wonderfully rapid within the last ten years, and, in fact, has become a revolution in that time. Greater advancement has been made of late years than at any time since the apparent death of art as applied to Hard-

ware. The exquisite work of the Ancients is more nearly approached to-day than ever before, and progress in this line is practically but commencing.

As a necessity, the production of goods has also undergone a complete change, and were but a short time since the manufacturer had a few stock patterns of a stiff Gothic design and really no variety, those of the present day have an almost endless line from which the most fastidious may select. Plainness of surface and outline has taken the place of the old ornamental designs, and the colonial school for general trimmings is the one most adhered to, while for the special lines of architecture the Italian and French Renaissance, Byzantine and Romanesque schools have their share.

Manufacturers have found it necessary to gage skilled artists for their modeling and chasing rooms. Most of the finer trimmings are produced from special designs, made or approved by the architects, and their development in the hands of the modeler, molder and chaser, is work requiring skill and a thorough knowledge of detail.

In a case where a casting is to be made from a renaissance design, as much care is required as in producing a fine piece of jewelry, and the work of the chaser in finishing a casting of this sort is exceedingly delicate, and much of the effectiveness of the piece lies in his hands. In finishes of castings for house trimmings there is almost endless variety, including gold and silver plate, brass, bronze and copper, in many different effects, although for general uses brass and bronze are most in demand, in plain and antique finish, while dead black on iron, for outside purposes, is rapidly becoming very popular. As to iron, an effectiveness not attainable in the bronzes is produced, both in wrought and cast, and the wrought grilles of the present time are marvels of beauty and grace, combined with an inherent strength which alone can be found in this metal. There seems to be scarcely any limit to the field opening before the hammer and the anvil, and as education in art advances, in the same ratio does the degree of excellence in the production of this line move forward.

Cast-iron trimmings, too, are almost entirely new. It was but a short time since when iron was used only where strength and solidity were required, now the most delicate designs are produced in this metal as well as in the bronzes. The general hardware trade are more or less interested in the use of aluminum as applied to their especial line, and two or three concerns have made castings of it, but the cost of the metal itself, and difficulties found in finishing, make it thus far not at all a success. Even though cost of the metal might in time be reduced the probability of its ever taking the place of bronze in art hardware is questioned, on account of the cost of preparing it for the market.

BANKERS DISCUSS MERCANTILE SUBJECTS.

In his annual address Mr. Geo. Hague, manager of the Merchants' Bank, made some interesting references which we reproduce, on long credits, combination movements, insolvent legislation and speculating on future prospects.

The subject of long credits given by wholesale houses to retailers, and by retailers to farmers, has been so often dwelt upon, and with so little result, that one gets wearied of talking about it. Numbers of our failures can be traced to it, and a good proportion of our bank losses. During the American war mercantile credit was annihilated, and all goods were sold for cash. Since peace was restored credit has been resumed on a moderate scale. Where Canadian merchants give four and six months, and even renew beyond that, and date goods ahead to begin with, the same class of merchants in the States sell at thirty and sixty days, and look askance upon a customer who wants a day longer. There is some solid comfort, and assurance of growing prosperity, in a system of business like this. One could almost wish that something might happen in Canada which would compel all dealings to be for cash, and bring about a rational method of trading. There is nothing more mischievous in our system of credit than the fact that it leads to such heavy accounts being carried against retailers in the books of merchants. The greater part of these are twice or three times as large as they ought to be. I am well aware that the evil is intensified by the credits that English houses give. This is an evil, however, which will cure itself in time. Our manufacturing industries are largely infected by the same evil; especially that of agricultural implements. There is one striking exception—viz., the flour milling trade, which is practically carried on on a cash basis, both in buying and selling. In some other manufactures even raw materials are bought on four and six months' credit, a very great abuse, which has led to heavy losses. Raw materials ought to be paid for in cash.

There is a certain movement going on among manufacturers in the way of amalgamation with a view to diminishing competition. This movement is good if kept within reasonable bounds, though we want no great monopolies created in Canada like those which have troubled our neighbors in the United States. Competition had, indeed, run riot in many quarters, and it was time for a check to be put upon it.

Legitimate competition is the life of trade. When carried beyond that it is its bane. Bankers have it in their power to do something to remedy many of the things now complained of. Long credit manifests itself in long bills offered for discount, unreasonable amounts offered on the names of weak traders, and borrowing from banks by importers without security at all. These things are within the power of bankers to remedy.

I entirely concur in what has been said about the desirableness of an Act for the equitable distribution of insolvent estates.

But I must confess to jealousy of any Act which gives a debtor a discharge by a mere majority of his creditors. A Dominion Act to provide for equitable distribution would undoubtedly be a great public benefit. The subject is surrounded with difficulties. The experience of half a century in England, the United States and Canada shows that it passes the wit of man to devise an Insolvency Act giving a discharge which has not been so abused that men were glad to repeal it. It may be worth while to make an endeavor in the direction above referred to, and the foundation has already been laid in the labors of a committee of the House of Commons, which sat some years ago.

Those who have paid attention to former utterances of mine on these occasions will have found little of prophesying or forecasting about them. On the contrary, some years ago I gave expression to some serious warnings on this subject. I will take the liberty of repeating what I said then, and it is just as pertinent now:

"The habit of looking out for the future and basing commercial ventures upon it is a bad one. It has deceived many to their ruin. Forecasts of the future in nine cases out of ten are falsified by the event. Whether it is the condition of the coming harvest, or the future of grain or cotton, or the supposed exigencies of foreign markets, the man who ventures on commercial operations upon such forecasts, in the majority of cases will be disappointed. If he risks his own money in the venture and loses it, he does no harm to anyone but himself, but if he carries on the venture on borrowed money, he runs the risk of losing the money of his banker or his creditors. This he has no right to do, for as he did not mean them to share the profits of his venture they ought not to be called on to share the loss."

I said further: "If persons in business will keep themselves wide awake as to the present, they need not trouble themselves about the future. A person can always tell whether the demand for his goods is brisk or dull, whether it is continuous or fitful, and can guide himself accordingly. Laying up large stocks of goods, or increasing manufactured products in view of a possible demand some months ahead, is not sound trading but speculating. In former times of long winters and slow voyages risks had to be taken which are not necessary now. The cable, the telegraph, the railway, the ocean steamer, have done away with the necessity of risking anything on an unknown future, I repeat then it is not well to be always forecasting. It is as foolish as it is dangerous. Market prophets are as unreliable as weather prophets."

Such were the conclusions of more than twenty years' experience in the year 1886. I can hardly do better than repeat them in 1891.

Mr. B. E. Walker, manager of the Canadian Bank of Commerce, in his address at the annual meeting of that corporation, spoke as follows upon the part economical living should play in years of short crops and scant profits:

Turning to Canada, and especially Ontario, if we were to repeat the opinion of farmers and business men, we would have to report another unsatisfactory harvest, and another year of trade in which the profits were quite too small and the bad debts excessive. There is, unfortunately, no doubt that the bad debts arising from the failure of shopkeepers and wholesale merchants have been excessive, but do we not commit a grave

error in repeatedly deploring the condition of trade and farming, and waiting for years of plenty, and the return of old-fashioned profits? While we wait do we apply the remedies of economy in expenditure and rigid scrutiny in granting credits? Is it not better to conclude that the present is the normal condition of things, that the harvests are not likely to improve on the average, and profits not likely to be larger? If we faced this condition to-day we would simply live within the conditions and so prosper. I do not address this advice to those prudent people who always live within safe limits, or to many who are making quite as large profits as they could wish. I offer the advice to those who argue that the poor harvests and lean profits are reasons which alone justify shrinkage in their balance sheets. We can all prosper even though the harvests are no better than those of the last three or four years, if mercantile business is not so persistently overdone, long credit and credit without adequate security so persistently given, and expenses maintained on a level no longer warranted by the condition of things. I am sure that if the superfluous shopkeepers and shopkeepers' assistants could be turned into farmers, there would be nothing whatever the matter with Ontario, providing, of course, they became industrious and intelligent farmers. Every year the pressure of competition is greater, more people wish to obtain a share of the profits of the community in some other manner than by wages, and consequently success is more difficult. But under the severest conditions those succeed who exercise the most intelligence, industry, economy and command of capital, and with these qualifications, as much can be done by farmers and business men here as anywhere.

During the past year the Ontario farmers paid their implement notes and interest and mortgage instalments quite as promptly as in former years, in many districts much better than for many seasons. They bought less at the stores and there are many indications that they find it necessary to economize and are economizing, but a few years of economy throughout the province, in town and country, would be almost equal to an extra crop. The output of cheese was the largest in the history of this great industry, the export for the year ending 31st March being 108,150,000 pounds, valued at \$9,700,000, a gain of nearly half a million dollars on the previous year. The export from the United States during this period fell off to a greater extent than the gain made by Canada. We have already suffered from want of rain to such an extent that it is hardly possible for us to maintain as high figures this season. The trade in both distillery and grass-fed cattle has been very satisfactory, and winter-fed cattle are now being shipped in fine condition. Regarding eggs, whether we eventually, as I think we will, establish a satisfactory market in England or not, down to date no one has suffered by the McKinley bill but the consumer of eggs in the Eastern States. Our trade in low priced horses has suffered, but with the probable early conversion of horse cars to electricity in view, our farmers must in any event endeavor to raise high class animals hereafter. For these the demand is as great as ever. When we come to wheat and barley the record is not so encouraging. That we can grow barley fine enough and of such varieties as will command a market either in the United States or in Great Britain, there is no doubt, but in reaching the high standard there may be years of disappointment and loss.

LOADED SHOT SHELLS.

The Dominion Cartridge Co., are putting loaded shot shells on the market, and orders are now being booked for full delivery. Hitherto this market has been supplied with American made shells, some of which were very good, but the majority were unsatisfactory owing to the unevenness of the powder with which they were filled. A good many country dealers filled their own, but most of these were just as bad because it is next to impossible to load quantities by hand as accurately as can be done by machinery. Sportsmen who only require enough for personal use can spare the time and care necessary for careful weighing and filling. Those made by the Dominion Cartridge Co. are known as the "Trap" loaded paper shot shells. They are in two grades. "Traps" which are loaded with Hamilton Powder Co's. trap powder one cardboard and two black edge wads over the powder; one card board over the shot. Dominion, loaded with ducking powder, two cardboard and two pink edge or best thick felt wads over powder. They are packed twenty-five in a box, five hundred in a case. In ordering specify load by number. The discount to the retail trade is 25 per cent. The list is crowded out this week.

BOOKS, CATALOGUES, ETC., RECEIVED.

The Illustrated Catalogue of the Toronto Drop Forge Co., Limited, is a concise and lucid arrangement of matter that the trader has every-day need for. The first opening contains tables of the weights of a lineal foot of round and square iron of the different sizes, and of the weight of the lineal foot of the various sizes of flat bar iron, as well as of other necessary information, as the number of United States standard threads to the inch, etc. Cuts of axle clips with classification and prices subjoined make up the next department of the book. Body loop ends, sleigh knee braces, thil ends, and pole eyes, Newton couplings, threshing machine teeth, cutter clips, etc., are important objects of description and illustration. But the most interesting feature of the catalogue is its fine display of the designs of the company's iron fences. These are artistic, and suggestive of both strength and grace. The trade throughout the country ought to be furnished with this handy and useful catalogue.

THE KRUPPS TO ERECT A GUN FOUNDRY IN CHINA.

It is reported that Messrs. Krupp are negotiating an important contract with the Chinese Viceroy, Li Hung Chang, for the construction and fitting of a factory for cannon and small arms at Tientsin. The locus of the factory is to be near the Kaiping coal fields, and Krupps are to undertake the establishment of the factory and the working of it for a certain number of years, after which it will become the property of the Chinese Government, Krupps meantime to have

a monopoly of the manufacture of the articles produced by the factory. It is further stated that the negotiations are being carried on by the German Minister in China, and that he has paid for the concession in the shape of diplomatic complaisance, the precise nature of which may appear later on. At present it is said not to be unconnected with certain advantages obtained by the Chinese in the discussions preceding the recent imperial audience to the foreign representatives in Pekin.—Iron and Steel Trades Journal, London.

A VALUABLE ACCOMPLISHMENT.

Salesmen frequently complain about the meager compensation received for long hours of arduous duty. In some instances their complaints are well founded, but the salesman who can demonstrate to his employer that he is worth more money than he may be receiving at the time, is certain to advance, and eventually, receive remuneration for his services commensurate with his ability. One of the most valuable accomplishments that a salesman can acquire is to study the wants of customers and be ready to render them assistance in selecting goods. A clerk who simply hands out what the purchaser asks for, though he may be ever so courteous and accommodating, is not so valuable to his employer as he would be were he able to tell the customer all about the goods. There are hundreds of salesmen who, when asked about certain points in an article in stock, are at a loss to respond. They know that a stove is a stove and that their particular stove is the best, but they are not able to convince the customer why such is the case. No matter what line of business a salesman may be engaged in, he should apply himself closely to the acquirement of the accomplishment of knowing and being able to describe the good points in the article which he is there to sell. There are many men who assert that certain employes are advanced in position and salary through favoritism, or personal liking on the part of the employer. This is the truth in but few cases. Investigation will demonstrate that the salesman who goes to the front and earns more money than his fellow clerk, has accomplishments which the poorly paid employe does not possess, and has not the ambition, and in some instances, the ability to acquire. Selling goods is much the same as doing work that calls for skilled labor. A mechanic serves from three to five years of an apprenticeship before he is able to earn journeymen's wages, while the majority of clerks imagine that they can step behind a counter and sell goods about which they know absolutely nothing, without taking the trouble to acquire a knowledge of the business in which they propose to engage. This accomplishment can not be acquired in a day, a month or a year, but by constant and close application the intelligent salesman can eventually make himself so valuable that his employer will recognize and reward his laudable efforts.—Stoves and Hardware Reporter.

SIDEWALK OBSTRUCTIONS.

Chicago hardware merchants, says the Iron Age, are affected in several conspicuous instances by a recent order of the city authorities demanding the removal of sidewalk obstructions. The order was primarily occasioned by the encroachments on crowded thoroughfares of the retail tradesmen, who are inclined to exhibit their entire stock in front of their stores or else to make their signs conspicuous even if they obstruct travel on the sidewalks. But orders regulating these abuses are general in their character, and therefore affect wholesale merchants in less traveled streets, who cannot avoid the use of sidewalks to some extent during business hours. The house of Hibbard, Spencer, Bartlett & Co. would suffer considerable inconvenience, for instance, if no part of the sidewalk could be used for the deposit of packages awaiting drayage to the railroad depots. The firm some time since erected a substantial awning to protect the goods on the sidewalk from rain, in consequence of which they can ship goods uninterrupted by the weather and without fear of damage. It is therefore a convenience to their customers, as well as to themselves, and, as it stands on a street having very little travel, it would seem to be a fit subject for exemption from the operations of a general rule. It seems reasonable that regulations of this character should be construed in the best interests of the city. Sidewalks should certainly be kept clear at all time on leading thoroughfares, but wholesale merchants should be permitted some latitude in their part of the city, as on their prosperity much of the city's growth and financial strength may depend. To cramp their facilities certainly means the crippling of their prosperity. The report of a committee of Chicago merchants, who were called upon for consultation by the city authorities, contains the following practical regulations of street obstructions which they recommend:—

1. That permanent structures should be removed from the sidewalks, except where such removals would cause serious injury to business interests.
2. That the sidewalks should not be used for storage purposes except as allowed by the ordinances.
3. That they should not be used for samples or goods exposed for sale.
4. That while they may be used for receiving goods, the goods should not remain upon the sidewalks beyond a limited time fixed by the public authorities.
5. That while shipping may be done across sidewalks, there should be a limit of time during which an obstruction can be continuously placed across them.
6. That the sidewalks should not be used as a shipping floor—that is, that goods to be shipped should not remain on the sidewalk contrary to the ordinances.
7. That the goods on the sidewalk at any time should not prevent a reasonable passage-way for the passer-by.
8. That as no necessities of business require signs upon the sidewalks or projecting signs from buildings, these excrescences ought to be lopped off.
9. That so-called "business buggies" should not be allowed to stand on the streets'

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.



A carload of scrap iron was shipped at Lucan on Saturday for London.

The last carload of the plant of the Bar-num wire and iron works has been shipped to Toronto.

Mr. Wm. McMaster, of the Montreal Rolling Mills, spent a couple of days here on his way home from Cleveland.

R. McKechnie is going to build core ovens, cupolas and engine bed at his foundry in East Hamilton.

Circulars have been sent to each of the business men of Westminster, B. C. asking their opinion on the matter of a Saturday closing agreement.

An Early Closing Association exists in Winnipeg. Its half yearly meeting was held on the 17th inst., when officers were nominated for a new term.

Thomas Gaston, an employe in Greening's wire works, Hamilton, has been awarded a pension by the United States government for service during the civil war.

Secretary Hill has received a letter from Kingston, Jamaica, stating that a full exhibit of the products of the island will be forwarded in time for the Industrial Exhibition at Toronto.

James B. McMullen, treasurer of the Ontario wire fencing company, Picton, and Mrs. Sylvia Patterson were united in marriage on Thursday at the residence of the Rev. Dr. Griffith.

The manager of the St. Lawrence Starch Company denies that any but the ratified terms of the recent starch agreement have been acceded by his firm. The report that concessions on ten-box lots were made, appears to have arisen from the fact that sev-

eral retail dealers had combined to make up an order for a 50-box lot, so that an individual partner in the purchase, whose share would be ten boxes, would seem to have obtained a special discount.

The American Metal Market, New York, has recovered from the recent disastrous fire, and last issue appears in an entire new dress.

Mr. G. B. Ball, representing the Dominion Cartridge Co., Montreal, was here this week. He is introducing more particularly the new Trap loaded shot shells.

The Chambre de Commerce of Montreal has discussed approvingly Dr. Sproule's bill to place commercial and detective agencies under the immediate control of the government, and force them to deposit in the hands of the government a guarantee for damages that might be incurred by reason of false information.

C. J. William's warehouse, Hamilton, was burned on Tuesday. Between 30 and 40 barrels of machine and coal oil, and a quantity of varnish were in the cellar, which caused the fire to burn very fiercely. The value of the stock was between three and four thousand dollars on which the insurance was \$1,160.

Mr. McKay, M. P., and Mr. Ryckman, M. P., together with a member of the firm, waited upon Hon. Mackenzie Bowell in the interests of J. J. Taylor & Co., safe manufacturers. The company wish certain kinds of steel used exclusively in the manufacture of burglar proof safes and vaults admitted free of duty. The amount used is not sufficient to warrant the expenditure required upon a plant for manufacture. The minister of Customs promised to bring the matter before his colleagues.

A woman asked the cashier of a Toronto retail store to change an American \$2.50 gold piece the other day. As the clerk was making change she put down another gold

piece somewhat larger than the first and said it was an English sovereign. The clerk was rather doubtful, but after comparing the sizes of the two coins came to the conclusion that it must be. He has since learned to his sorrow, that he paid out \$4.86 for a gold half sovereign, valued \$2.43.

At a meeting of the Hamilton Trades and Labor Council the other night a resolution was adopted endorsing the early-closing movement among business men, and instructing the delegates to bring before the various unions the advisability of making all purchases before the hours for closing, and from store-keepers who take part in the movement. It was decided also to request the local trade Associations to furnish a list of those dealers who have refused to join the others in closing their stores, so that they may be avoided.

Dr. Sproule has given notice in the House of Commons of a bill entitled "an act to regulate private detective, financial and commercial agencies and corporations." The objects of the measure are to bring all private detective agencies under the immediate supervision of the Government, to compel all persons carrying on commercial and financial agencies to submit their books at stated intervals to Government inspection in order that the public may understand the basis upon which mercantile ratings are made, and to provide that all such mercantile agencies shall make a money deposit with the Government to insure that any person who suffers injury by reason of their reports shall have means of redress. As the law now stands, it is contended, traders and others have not proper recourse against such mercantile agencies.



NEW GOODS.

THE GEM VEGETABLE MASHER.



The Gem Vegetable Masher is manufactured by The Chieftain Company, Canton, Ohio. It is made of the best malleable iron, heavily tinned. The handle is of hardwood and neatly japanned. It is an article for which there ought to be a good demand. It is used for turnips, potatoes, apples, etc.

"SATISFACTION" OIL CAN

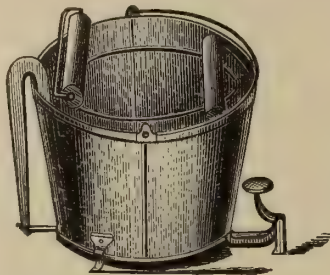
Every housekeeper who has the care of kerosene lamps is prepared to appreciate the advantages of a can which will not drip, which can be easily worked and will not readily get out of order. These particulars have been kept in mind in the manufacture of the Satisfaction Oil Can, of which a cut is given on this page. This can is designed for family use, and the following reasons in its behalf are urged by the manufacturers: No lifting or tilting of the can, or persistent pumping, is required to operate it; there are no valves or packing, no stop cock, spigot, or screw plug to get out of order, or wear out; the oil in the can remains as free from dirt as when put in; in various other cans the dust and dirt which accumulates on the



top is liable to be washed down into the can; the flow of oil is continuous without constant motion on the part of the operator; it is also steady, with no splashing, sputtering, or splattering; the flow of oil can be instantaneously shut off, thus being absolutely controlled; as there is no dripping from the nozzle when the flow is shut off, the lamp may be removed without soiling the hands or clothing; the nozzle, which portion of the can is liable to injury, is in this can detachable, and can be readily removed when necessary; being made entirely of the best galvanized iron and metallic fittings, it is practically indestructible. A responsible party is wanted to handle the can in Canadian territory. Address The Michigan Can Manufacturing Co., Grand Rapids, Mich.

THE PITTSBURG MOP WRINGER

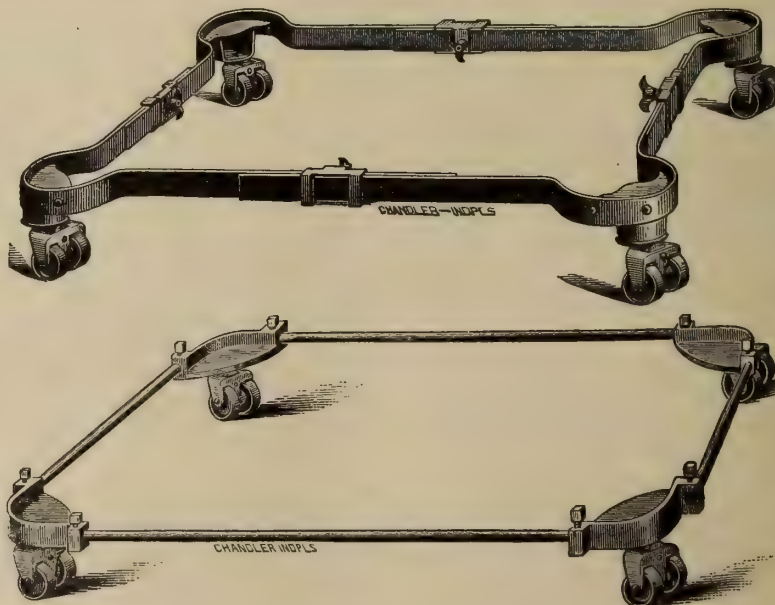
This article is manufactured by The Pittsburgh Mop-Wringer Co., 203-205 Wood St., Pittsburgh, Pa. It is a bucket and wringer combined, in construction a galvanized steel bucket with swinging arms, hard wood rolls chemically treated, and other parts of malleable iron or steel. Cold or boiling water,



with soda or concentrated lye, can be used without injury. The mop is wrung with foot power. Wringer cannot be upset. All the objectionable features of a wood bucket are avoided. It will not fall to pieces by expansion or contraction. Not being of wood, the most filthy and repulsive matter wrung from the mop will not cause the wringer to become odorous.

THE DAISY STOVE TRUCK.

This is manufactured by The Tucker & Dorsey Manufacturing Co., Indianapolis, Ind. It is of wrought-iron and adjustable. The structure of the Truck is exceedingly simple. It is not clumsy under the stove. Only one



size is necessary for all stoves. It is mounted on Marlin's patent double-wheel casters. No stove is so cumbersome, unwieldy or eccentric in shape as not to be capable of easy handling on the Truck.

The neglect to look after minute details in the factory is a source of great loss to many producers.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

EDDY'S CARDBOARD MILL.

The machinery in Mr. E. B. Eddy's new cardboard manufacturing establishment was started on Saturday last, and the manufacturing of cardboard commenced on Monday. In a couple of days the building will be enlarged. The main portion was formerly used by Mr. Eddy for the manufacturing of sashes, doors, etc., and now it is the intention of the firm to take in the cardboard establishment by the addition of the blacksmith establishment adjoining. Already men are engaged tearing down the partition separating the two departments.

The cardboard is made entirely from spruce pulp which is put through rollers of different sizes till it assumes a certain thickness. It is then run through drying rollers and turned out in the form of white cardboard that can be used for multifarious purposes.

When the factory is in full operation the machinery will run night and day winter and summer. It is expected that three tons of cardboard will be turned out every twenty-four hours. This will necessitate the employment of about forty or fifty hands the year round.

An important feature in the commencement of this industry will be the abolition of the wooden boxes that the matches have been packed in since Mr. Eddy started the manufacturing of matches. The boxes will be of a new design and will be made out of

the firm's own cardboard. The design is a neat one, and the box will be an ornament to any shelf that it is put on. They have already secured their own electroplates for the stamping of the boxes. They will likely take half of their own made cardboard for these boxes and the other half will be for sale.

An interesting portion of the machinery is an electric gauge which is placed over one of the rollers and causes a bell to ring when the cardboard has reached the desired thickness.

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for lime kilns, furnace linings, smelting furnaces, cupolas, and general foundry purposes. Write for prices and mention HARDWARE.

The Colman Hamilton Co., Ltd.
Livingston's Building,
Telephone 1998. 34 Yonge Street.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

Do You Sell Paint ?

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,

Patent Automatic Knife

Nothing better made.

Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

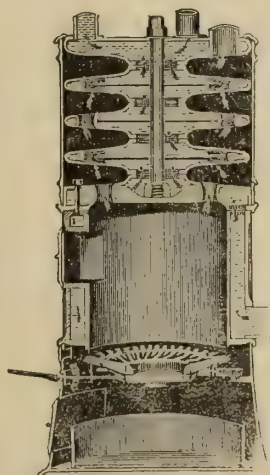
All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,

Our name is stamped on every pipe.

74 York St., Toronto.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

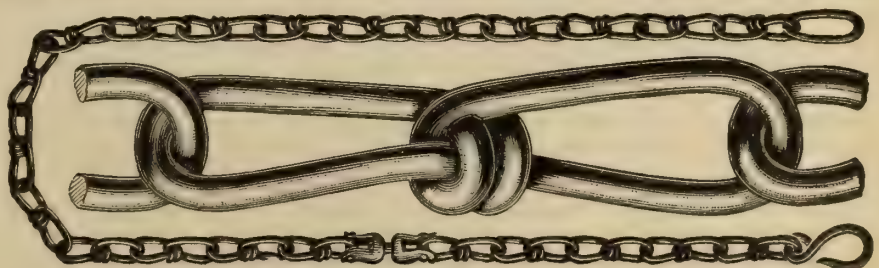
MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST.

H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS. Made of Brown's Patent Steel Wire Chain.



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.

The B. GREENING WIRE CO., Ltd.,

Hamilton, Canada.

SPECULATION IN IRON WARRANTS VS. LEGITIMATE TRADE.

The promoters of the Pig Iron Warrants Bill could not have or desire more conclusive testimony to the value of and necessity for their measure than the state of the warrant market during the last two months. It has been made the sport incontrovertibly of gamblers, pure and simple, who have not a fraction of real interest in the trade itself, and legitimate business has practically been suspended, for it could not be expected that regular buyers would operate when such a wild, uncertain condition of affairs prevailed. In the face of this it is difficult to believe that there should be any opposition to a genuine attempt to restrict or regulate what, it must be conceded, is an unmitigated evil, and has worked incalculable injury to the industry at large. The true interests of the trade would be infinitely better promoted if, by legislation or any other means, such organizations as the London and Glasgow iron "rings" were abolished, for it is nothing short of a grave scandal that the regulation of prices should be taken altogether out of the hands of the producer and consumer, who have a vital interest in them, and given to people who have nothing at all to do with the production, distribution, or the consumption of the iron. The ordinary supply of and demand for iron have little to do with the determination of the value of pig iron when the gambling fraternity step in. The speculation has undoubtedly intensified the depression which was in progress when it set in so fiercely, and the legitimate traders who have reaped any good out of the business of the last two months have been few indeed. The paralysis of legitimate trade has told very keenly upon many branches of the iron and steel industries besides the pig iron department, and we hear of works being closed in many parts of the country through lack of orders.

Any improvement in the iron trade must naturally begin with the finished departments, and extend to the pig iron branch; it is out of the question that it should commence with the raw material. But the artificiality of the course of the market during the last two months will be recognized when we state that pig iron warrant prices have gone up 20 per cent. or more, when the legitimate demand for and consumption of pig iron were actually declining, and when business in the finished iron and steel trades was falling off. The present situation has been brought about in this wise. When the Scotch blast furnacemen's strike, which lasted from October to March, was ended by the men abandoning their claim for extra pay for Sunday work and accepting 20 per cent. reduction of wages, the Scotch pig iron makers began to blow in their furnaces. Naturally the Glasgow "bears" inferred that an increased production of pig iron coming with a decreased consumption of it

would lead to lower prices, and they commenced to sell very heavily, at the current rates, warrants which they had not got, and which they put off buying while they forced prices down. They made a determined onslaught upon these, and without doubt depressed the quotations for warrants much more than the actual state of the trade really justified. They neglected buying to cover their sales until there appeared no chance of running down the value of warrants any further. But here they were finely caught, for when the time came for them to deliver the iron they had sold, and when it was absolutely necessary that they should buy without more delay, they found they could not get the iron they needed.

When they were recklessly selling, the London "bulls," who are reputed to be very wealthy individuals, bought up large quantities of Scotch warrants, and when the Scotch "bears" were compelled to buy they had to pay pretty nearly whatever price the London operators chose to ask, for these later were undoubtedly the masters of the situation. They have made the "bears" smart more severely than they have for years past. Very heavy losses among them have been the consequence; in fact, it is contended that by the late deals the Glasgow people have dropped over a quarter of a million sterling, and some failures among the speculators have followed, with others in prospect. The establishment of the London iron market has thus proved even more detrimental to the operations of the Glasgow "bears" than the latter ever expected it would; it has prevented them having it all their own way in the matter of regulating prices, as they had been accustomed to have. These London operators appear to have got the measures of the Scotch "bears," and know just how much they can be "squeezed;" they therefore do not force up prices as high as they might, because if they did, the "bulls" might themselves be losers, for while they might get the heavy differences out of a few of the sounder "bears," they would drive the weaker fraternity into the bankruptcy courts, and secure nothing from them, for debts of this kind are not recoverable at law. The "bears" had their innings till the first week in April, the 6th being the day of the minimum prices, when Scotch pig iron warrants were down at 42s. 2½d., hematite at 46s. 7d., and Middlesbrough at 37s. 7½d. Then it was that the "bulls" found that their opportunity had come, and since that day they have sold Scotch warrants at 54s. 3d. cash, hematite at 53s. 9d., and Middlesbrough at 42s. 9d.—advances of 12s. 0½d., 7s. 2d., and 5s. 1½d. respectively.

Meanwhile, what influence is all this gambling having upon legitimate trade? That it is the reverse of beneficial, except to a few, there is not the least reason to doubt. It has raised the price of pig iron to consumers, who have not been able to get any more for their finished goods, and the in-

creasing unprofitableness of the trade has led to the stoppage of several important works. This gambling in warrants has so disorganized business in other departments than that of pig iron that consumers have been afraid to operate, even when low and what should be tempting prices were quoted. If it were in the pig iron trade alone that the business was disorganized there would not be so much to condemn; but when all other departments of the iron and steel industries feel the evil effects, it is time that some steps should be taken to put a check upon such illegitimate transactions as are common upon the warrant market.—*Colliery Guardian* (London).

A VALUABLE ACCOMPLISHMENT.

Salesmen frequently complain about the meager compensation received for long hours of arduous duty. In some instances their complaints are well founded, but the salesman who can demonstrate to his employer that he is worth more money than he may be receiving at the time, is certain to advance, and, eventually, receive remuneration for his services commensurate with his ability. One of the most valuable accomplishments that a salesman can acquire is to study the wants of customers and be ready to render them assistance in selecting goods. A clerk who simply hands out what the purchaser asks for, though he may be ever so courteous and accommodating, is not so valuable to his employer as he would be were he able to tell the customer all about the goods. There are hundreds of salesmen who, when asked about certain points in an article in stock, are at a loss to respond. They know that a stove is a stove and that their particular stove is the best, but they are not able to convince the customer why such is the case. No matter what line of business a salesman may be engaged in, he should apply himself closely to the acquirement of the accomplishment of knowing and being able to describe the good points in the article which he is there to sell. There are many men who assert that certain employes are advanced in position and salary through favoritism, or personal liking on the part of the employer. This is the truth in but very few cases. Investigation will demonstrate that the salesman who goes to the front and earns more money than his fellow clerk, has accomplishments which the poorly paid employe does not possess, and has not the ambition, and in some instances, the ability to acquire. Selling goods is much the same as doing work that calls for skilled labor. A mechanic serves from three to five years of an apprenticeship before he is able to earn journeymen's wages, while the majority of clerks imagine that they can step behind a counter and sell goods about which they know absolutely nothing, without taking the trouble to acquire a knowledge of the business in which they propose to engage. This accomplishment can not be acquired in a day, a month or a year, but by constant and close application the intelligent salesman can eventually make himself so valuable that his employer will recognize and reward his laudable efforts.—*Ex.*

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



Cables this week are generally easier as compared with a week ago. Scotch warrants in Glasgow are down 7d., but there has been another advance of 3d. in Middlesboro. Tin is £1 2s. lower for spot and £1 5s. on future. Copper and lead steady. Spelter has dropped 2s. 6d. and antimony £2. Tin plates are weak and there has been a further decline in prices of 3d. to 13s. 9d. for Cokes.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£92 10s. 6d.	£93 12s. 6d.
Future—	92 00s. od.	93 05s. od.
Copper, B.E.S.—	60 00s. od.	60 00s. od.
Lead, S.E.	12 17s. 6d.	12 17s. 6d.
Spelter,	23 12s. 6d.	23 15s. od.
Antimony,	52 00s. od.	54 00s. od.
Tin Plates—Cokes	13s. 9d.	14s. od.
Pig Iron—Scotch } Warrants. }	47s. 2d.	47s. 9d.
No. 3 Middlesboro,	42s. od.	41s. 9d.

MONTREAL MARKETS.

MONTREAL, June 25, 1891.

The market for most lines of heavy materials is rather quieter, but is just in that position where any good move would have effect on values, for stocks generally are run down to a very low ebb. However, just at present, the demand is quiet, consequently we have little to note.

PIG IRON.

This market has been rather quiet during the week, and the position is essentially unchanged. Buyers are not urgent, while prices on the other hand remain fairly steady. Briefly, business has been small during the past week, and importers do not seem to be anxious about stocks, for they have run down very low and the quantity near at hand and arriving is small. The only business there has been to note during the week has been some small sales of No. 1 Summerlee and equal brands at \$21, while Eglinton has been moved at \$19 to \$19.50, a decline of 50c. from last week's figure. Other brands furnish no features, there being

no sales to note of Carnbroe, but we quote the price of it lower also in proportion, with Eglinton at \$19.50. At primary markets there has not been any material change, business ruling quiet. There has been a certain fluctuation in the speculative branch, but nothing pronounced.

BAR IRON.

There is not great business to note, but prices have an easier tendency and now no difficulty is had in finding sellers at \$2.00 in moderate quantities and we quote it as a basis accordingly. Hoops and bands naturally are in sympathy and business has been done in them at \$2.40, a reduction of 10c. which we quote as the basis.

SCRAP IRON.

Material of this description is scarce and hard to get, and prices accordingly are steady. Best wrought iron scrap is steady at our previous quotation viz., \$18 to \$18.50. Cast scrap is steady and there have been transactions on a basis between \$13 to \$15, while good machinery scrap has brought as high as \$17, in fact the market may be called firm, for ordinary stove scrap has brought \$14.

IRON PIPE.

There is little change to note about this article, and the matter of discounts are as much a question between buyer and seller as formerly. Some high class pipe has been sold pretty high recently and we quote discounts 62½ to 65c. off. The water works contract involving 3,000 tons of pipe has been awarded this week, the price being \$32.75.

COPPER.

There is nothing particular doing in copper, but its firm position is maintained and business is doing right along in ordinary jobbing lots at 13¾ and we quote 13¾ to 15c. as a range.

TIN PLATES.

The position of tin plate is unchanged and stocks have been worked down so that the market is almost bare. In fact there is practically no coke here and \$2.65 is the best figure for perfect coke, while \$4.25 is the idea for wasters. The same remarks apply to charcoal for they are almost exhausted also, and \$5.25 is the best price on them.

TERNE PLATES

Stocks of this article are lower than perhaps they have ever been before, and the supply in first hands has all run out so that prices are purely nominal. It is said that some is at hand afloat, but no one knows what the quality is, in fact they are literally as well as metaphorically "at sea." We cannot quote any price therefore.

CANADA PLATES

There have been some round lots of Canada plates moved during the week at \$2.40 ex ship, and \$3 ex store, which materially reduces the stock at hand. In fact the dealer who controlled the bulk of the supply some time ago is pretty well cleared up of old stock. He has some near at hand, and it is just in the nick of time, but the quantity is not large.

TIN AND LEAD.

There is no change in tin, while advices from primary markets continue firm. Business is doing here right along at 22½ to 23c. Lead is firm at \$3.60, the supply at hand being light.

NAILS.

This market remains about the same, and it is safe to say now that no new business could be done under \$2.15. There is no doubt that makers are at present working on orders that could be handled under that figure, but we quote \$2.15 to \$2.20 as a range.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

CHEMICALS.

There is no change in chemicals and only a quiet business doing. Bicarb of soda is firmer at \$2.35 to \$2.50. Sulphur roll scarce at \$2.25. Cutch has advanced to 8½ to 9½c., and gomer is firm, which are about the only new features to mention.

OILS.

The oil market is without particular feature. Cod oil is steady, while there is some business doing in seal at 47½c. in round lots. A new feature has been some cutting in linseed, and prices are lower at 62c. for raw and 64c. for boiled.

GLASS.

The glass market remains about as it was a week ago—that is, there is a fair business passing, while stocks are light and arrivals not heavy. Business ex-wharf has been done in round lots at \$1.35 and in a regular way at \$1.40 to \$1.50.

LEADS.

The market is quiet and unchanged. We quote:—Choice, \$6.00; No. 1, \$5.50 @ \$6.00; No. 2, \$4.50; No. 3, \$3.25; dry white, 6c.; do. red, 4½c.

MONTREAL MARKETS—Continued.

NAVAL STORES.

There is a good trade doing at steady prices. We quote:—Turpentine, 58 to 59c.; rosins, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste 5 1-2c. for colored, and 7c. to 10c. for white; oakum, 5 1-2c. to 7 1-2c.; and cotton oakum, 10c. to 12 1-2c. Cordage is steady, with Sisal at 9 1-2c. for 7-16 and upward and 15c. for deep-sea line; pure manilla, 13 1/4 c. for 7-16 and upwards, and 13 1/4 c. for smaller sizes.

CEMENT AND FIRE BRICK.

The cement market continues fairly steady, and there has been business in English brands at \$2.60 to \$2.70 and \$2.30 to \$2.50 for Belgian, which are fair representative ranges in either case. Stocks of fire brick are heavy, with demand light, and we quote \$18 to \$24 per thousand, but they would be shaded for a round order.

TORONTO MARKETS.

TORONTO, June 26, 1891.

The improvement noted in trade conditions a week ago is more evident this week, and a good healthy feeling prevails in almost every department of the hardware metal and manufacturing trades. The rain has done much more good in this province than farmers were at first inclined to admit, for they are generally chronic pessimists. The hay crop will be light, but if present indications continue we will have a full average grain and root crop, while in the North-West there is promise of a much greater yield than ever before. Probable changes in the customs tariff, which in some circles unsettled business are now settled, and as was generally expected no alteration of any kind has taken place. Payments show some improvement.

Values in metals are generally firm. Pig iron has been more active. In general hardware there have been no changes during the week. The horse nail market is still unsettled.

METALS.

IRON AND STEEL.—Pig iron has been much more active, and several fair sized contracts have been made for importation. About 500 tons Carnbroe sold at foundries west of Toronto at equal to \$20.75 f.o.b. cars Toronto. Summerlee sold also to western foundries at equal \$22.75 f.o.b. cars, Toronto, for about 300 tons. It is understood that the Nova Scotia people have sold considerable quantities of No. 1 Siemens during the past few weeks in the west on the basis of \$22 delivered in Toronto and Hamilton.

The opinion among importers is that the market in Britain is not likely to go any lower, and to meet the competition with American pig in western Ontario they are actually making concessions of 2s. 6d. to 3s. per ton below the prices in the English and Scotch markets. A fair business has been done in American at former prices for immediate delivery. Advices from the leading centres to that side show an easier feeling and more inclination to make contracts for future delivery than a week ago.

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$21.
No. 3 Calder \$22.	No. 3 Middlesboro \$20.
No. 1 Summerlee \$23.	Carnbroe \$20.75-21.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch and Norway \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23.
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.
" 2 " \$21.50.
" 3 " \$21.

Bar iron is quiet, but the same unsettled conditions continue. Domestic is moving generally at \$2.05 and a few small lots of Nova Scotia bar have sold out of store.

COPPER.—Remains firm, but the demand here is light. Prices rule at 14 1-2 to 15c. for ingots and 18 to 20c. for sheets in small lots.

TIN.—Cables are lower, but spot market is firm and without change at 23 1-2c. in small lots.

LEAD.—A much better feeling exists in lead. Stocks continue light. Sales of one or two round lots in Montreal on local account are reported at advanced prices. Domestic is quoted here at 3 3/4 to 4c.

ZINC AND SPELTER.—Demand is light and prices are steady and unchanged.

ANTIMONY.—A further weakness is apparent in this market. Cables are £2 lower, and although no business is reported at lower figures, they would readily be accepted. Cookson's is nominal at 16 to 16 1-2c., and other makes at 15 to 15 1-2c.

SOLDER.—Demand dull, but prices are steady at 17 to 19c.

TIN PLATES.

Cables show a further decline in London, but dealers here anticipate a steady market as the proposed shutting down of the mills is likely to take place in July. They consider that the light stocks on this market and due to arrive will be good value at present quotations. Most dealers throughout the country report that their stocks are practically exhausted.

CANADA PLATES.

Spot prices are a shade easier and some cutting is reported in goods to arrive. Out of stock importers are getting \$3.15 to \$3.20 for Blania and \$3.20 to \$3.25 for Abercarne. To arrive \$3 is generally found to be the inside price, though a western buyer reports the purchase of a hundred boxes at \$2.90 for a good brand. The order was offered to one firm, which would not accept it.

GALVANIZED IRON

Is steady, with a somewhat lighter demand than usual at this season of the year.

NAILS.

Cut nails are steady with a fair demand. Mills are apparently not anxious sellers. Local jobbers are getting \$2.20 net cash here.

Horse nails are in the same shape as a week ago. Dealers are selling small lots at old prices, but they do not quote large quantities, as manufacturers refuse to sell excepting at open figures. It was reported that the various manufacturers have arrived at a basis of agreement for uniform selling prices, but they have not yet been announced to the trade.

BUILDERS' HARDWARE.

The prices are generally steady and unchanged. A fair business is reported in all seasonable lines.

HARVESTING GOODS AND IMPLEMENTS.

Business is now pretty much of a sorting-up character. Prices are unchanged. A good season's business has been done.

LAMPS AND LAMP GOODS.

American travellers are and have been here showing samples of new designs and styles, and orders are being placed for the coming fall and winter's trade.

GLASS.

The effect of the spring glass shipments is felt now more than at any time since arrivals began to come in. The supply is good, quotations are unchanged, and prices are steady. A quiet trade will be done until fall glass begins to arrive at the end of August.

PAINTS, OILS, ETC.

Of the staples in the paint trade, turpentine is steady now, having probably reached the bottom price, for the season, 58 to 59c. It is more set tled than usual at this time of year, when it generally fluctuates considerably. Linseed oil is in good demand and exceedingly firm at 64c. for raw and 67c. for boiled. White lead is quiet at 5 1-2c., that point being supposed to be the lowest that will be reached during the summer. Castor oil is lower in cases, having got down to 9 1/4 to 9 1/2c. The

PRESERVING KETTLES.

We have these in CAST IRON ENAMELLED, IRON CLAD, AGATE WARE, and RETINNED.



In view of the small fruit crop last year and the good promise for this, we would urge customers who propose ordering from us to do so early and save delay when most needed. If you have not had sample order of our Enamelled Iron and Iron Clad Ware YOU ARE LOSING MONEY.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

MARKETS—Continued.

downward movement has progressed as supplies of new crop stock reached this market from Calcutta. The season's importation has told to its fullest effect on the market, and prices will be likely to be stationary for some time. Dry chrome yellow in 8-lb. tins is 12c. There is a fair movement in varnishes. Cookson's Venetian red quotes a point lower, at \$1.80 to \$1.90.

OLD MATERIAL.

The market shows no sign of a turn in favor of sellers, who continue to weaken it by adding to the accumulations in dealers' hands. The foundries afford no more relief than ever, their operations being still limited by dull times. Scrap iron is almost lifeless, heavy and machinery scrap scarcely moving out of second hands at all. Heavy scrap copper has gone a cent from its lowest and almost 2c. from its highest point, quoting at 10½ to 10¾c. Heavy scrap brass has made a break of ½c., quoting at 8½ to 9c. Scrap rubber is lower, being now 2¼ to 2½c. Prices are as follows: No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 65 to 70c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Prices are unchanged at quotations of last week, there is a marked shrinkage in the demand, the part of the year when the day light is longest having been reached.

The Petrolia Advertiser reports; Petrolia crude \$1.36½ per bbl Oil Springs crude \$1.37¼ per bbl. The market this week has been very quiet, not many transactions have occurred. This has chiefly been caused by the stagnation of trade in the oil business which usually takes place at this season of the year. In addition to this, the death of our lamented Premier has cast a gloom over business circles from one end of the country to the other. Refined oil continues to be quoted at 9½ to 10 cents for oil in bulk, and 13 cents for oil in barrels, f. o. b. here, terms 60 days or two per cent off for cash.

HIDES, ETC.

HIDES—Have undergone no change. No. 1 green butchers, are 5c. The price of cured is 6 to 6¼c., the latter price being paid on Tuesday for a car of select buffs.

SKINS—Lambskins are 30c., and pelts 20c. There are no old skins coming in. There is a free arrival of pelts and lambskins however. Calfskins are plentiful at 6 to 8c.

WOOL—Fleeces are coming in liberally at 18 to 19c., and those prices are weak. There is no inquiry from the States, the Liverpool market is dull, and the present season is one of the flattest dealers have experienced. Pulled is worth 22½ to 23c. for super. Extra short lambs' wool is worth slightly more. A considerable quantity of inferior pulled is on its way here from Liverpool.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.15	\$4.60	\$4.30
" Net.....	3.71	4.11	3.84
Egg Gross.....	4.25	4.70	4.40
" Net.....	3.80	4.20	3.93
Stove Gross.....	4.25	4.70	4.44
" Net.....	3.80	4.20	3.93
Chestnut Gross...	4.25	4.70	4.40
" Net.....	3.80	4.20	3.93

AMERICAN METAL MARKETS.

NEW YORK, June 25, 1891.

There is no distinctively new feature in any branch of the market for iron and steel productions. Orders for rails, track material and other heavy forms of finished goods are coming in slowly and the call for lighter products of the mills is hardly up to the summer average. It would appear, however, that the mills are kept fairly busy and values hold remarkably steady for a dull period, and the movement of crude materials, while not anywise brisk, seems to be large enough to prevent excessive pressure of stock for sale. In short, signs of weakness are visible only in the inferior class of material, and even there, sellers grant no greater concessions than have been made previously this month.

Some few Northern as well as Southern brands of No. 1 foundry pig iron are quoted at \$16.50 and a shade under that, but the iron is "No. 1" in name only and goes a begging, while reputable brands really bring \$17.50 to \$18. At the latter price the Thomas Company have sold about 1,000 tons this week, and, with nine furnaces in blast, they are accumulating no surplus. No. 2 foundry sells at \$15.50 to \$16.50, chiefly at \$16 to \$16.50. Forge remains at \$14 to \$14.50,

with little doing here. Bessemer pig iron firm at \$16 to \$16.50 at furnace for good quality, but selling less freely. Spiegeleisen remains quiet, and prices are nominal, with 20 per cent. (foreign) quoted at \$28 to \$29. Ferromanganese remains dull at \$64 to \$65 quoted for 80 per cent. In old material the dealings are on a small scale. Iron tee rails are quoted at \$20.50 to \$21, steel at \$17, and No. 1 wrought scrap at \$20 to \$21.50, f.o.b. cars at shipping port.

No orders of any magnitude for steel rails have been placed latterly, and inquiries at present are not only few in number, but chiefly for small lots. Manufacturers adhere steadfastly to the old prices, however, quoting \$30 f. o. b. mill and \$30.75 tidewater delivery.

TIN—The movement of prices of pig tin has been within narrow bounds. Operations on speculative account, while of slightly larger volume, reflect no broader interest in the market, and purchases for distribution and consumption are still moderate. Prices are a shade lower than they were three days ago, 20.65c. being outside for ten-ton lots for prompt delivery. July sold to the extent of 30 tons at 20.70c. and is now offered at that price. Of August delivery 20 tons changed hands at 20.60c.

COPPER—The copper market has undergone no change. Considerable quantities of the metal, in one form and another, are moving from this quarter to foreign markets on old contracts, but the home trade demand is listless and without signs of improving immediately. Lake Superior ingot is quoted at 13c, Arizona at 12½c., and casting brands at 11 3-4 to 12.

LEAD—In pig lead the movement has been slow and no signs of any change in the attitude of buying was visible. Single carloads have been sold at 4.40c., but that price was bid yesterday on 'Change for prompt and 5.45c. for June delivery.

SPELTER—Several carloads of fine Western spelter have been sold at 5c. for prompt and early shipment. That price is, for the moment, a strictly inside one, 5.05 to 5.10c. being generally asked.

TIN PLATES—Business in tin plate is almost at a standstill. Buyers are holding off awaiting movement on the part of owners of the considerable stock that has latterly been consigned to this market on foreign account. Spot prices: Charcoal, ½ cross assortment, Melyn grade, \$6.30 to \$6.35; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.9c to \$5.95; for each additional X add \$1. Charcoal terne



THOS. DAVIDSON & CO.,

WATER COOLERS,
FLY TRAPS,
BIRD CAGES.

Full Line of Pressed and Japanned Ware.

11 Front St. W., Toronto.
474 St. Paul St., Montreal.

MARKETS—Continued.

—M. F., 14x20, \$7.37½ to \$0.00; M. F., 20x28, \$15.25; Worcester, 14x20, \$5.75 to Worcester, 20x28, \$11.50; Dean grade, 14x20, \$5 to \$5.15; Deangrade, 20x28, \$10.00 to \$10.25; D. R. D. grade, 14x20, \$4.85 to ...; D. R. D. grade, 20x28, \$9.85 to \$9.90; I. C. Coke—Penlan grade (iron), \$5.30 to \$5.35; J. B. grade, 14x20, \$5.45 to \$5.50; I. C. Bessemer steel, 14x20, coke finish, \$5.35 to \$5.40; I. C. Siemens steel, coke finish, \$5.50; I. C. Bessemer steel, squares, \$5.75 to \$5.80 basis; I. C. Siemens steel, squares, \$5.90 to \$6.00.

TOUGHNING STEEL PLATES.

The important question of obtaining steel of the utmost toughness with ordinary processes and material is one which has engaged a good deal of attention lately. M. Walrand, a continental metallurgist well known for his installations of Bessemer and basic plant in France and Germany, has just suggested a method of obtaining this end, which was the merit of simplicity and cheapness. Following upon the lines of M. Osmond, he attaches the greatest importance to the changes produced in the micro-structure of steel in the processes of hardening and tempering. He has carried out an extensive series of experiments with Bessemer steel, and as the result of his experiences recommends steel makers to subject to the process of tempering all steel which is not afterwards to be worked hot. M. Walrand in his experiments took a test-bar of good steel, containing 45 per cent. of carbon, and dipped it at a high temperature into a bath of cold water. It was then re-heated red hot, and cooled again and tempered. The effect of this treatment was, according to Mr. Walrand, to enormously increase the hardness and elasticity of the steel. It was broken under the test hammer with the utmost difficulty, and the fracture showed a silky grain. Broadly stated, the result was to give a steel which combined hardness of surface with what may be described as excessive toughness. It is suggested that the continuance of the experiments which M. Walrand commenced in this direction at Creusot has resulted in giving to the all-steel plate its peculiar properties, and the unusual strength of the Vickers locomotive tires is attributed to the adoption of the same treatment. At the Koenigshutte Works, in Germany, the management were able thus to employ ordinary Bessemer steel with excellent results for railway axles, instead of having to depend upon special qualities of metal obtained from Essen or Bochum. As to the causes which give these properties to the steel, the most important seems to be found in the considerable extensibility which is imparted to the metal at the locality of the shock. A sudden shock, according to M. Walrand, is best resisted by a metal in which elongation is produced at the point of rupture more than in other portions. What French metallurgists call la striction, in

fact, is held to play a more important part in the resistance to sudden shock than elongation properly so-called. The elongation obtained in one of M. Walrand's tests was 12 per cent. measured upon 100 mm. and 35 per cent. upon fifty—a difference which clearly illustrates the main point of his argument. As the main element in the durability of steel is its capacity to resist sudden shocks, it is evident that the results claimed to be obtained by this tempering process have a considerable bearing upon practical steel making. M. Walrand has tested his theory upon armour plates, tires, axles, and a variety of steel axles which are called upon to possess extreme durability, and he expresses the opinion that the general employment of the tempering process in steel making would give valuable results in a great number of cases.—American Manufacturer.

ALUMINIUM AND THE PESSIMIST.

There are commercial iconoclasts as well as industrial "fakirs." Almost every reader of the trade press or the daily newspapers is familiar with the class which come under the latter designation. Included in it are the flying machine "builders," the foundation of whose promises is as unsubstantial as the motive power which they woo. The stock-in-trade of most of these enthusiasts consists of wind and "cheek," the latter of a solidity like unto which nothing unperturbed exists in this mundane sphere. The necromancer with his fifteen cents a pound pure aluminum, aluminium, or ilium, whichever the philologically inclined reader prefers, also comes home to roost in this category; the number of his co-laborers in the same doubtful field of endeavor, but in other paths, is beyond computation. The iconoclasts are perhaps a little more respectable. They prefer the "knocking-down" to the building-up process. They were doubtless born with a natural inclination to the profession in which the auctioneer exercises his talents and expands his lungs. Whenever anything "bobs up" in the industrial sphere which looks a little "off" or different from the old accepted ways—many of them, alas, moss-covered—these muscular pessimists promptly slam down their hammer upon it and cry "sold!" It matters not whether the new thing be good, bad or indifferent, its newness condemns it. A tin-plate infant of native birth or an easy shaving razor with a patent back, a political party with hayseed in its hair, or an actress who makes a first appearance upon any stage—your true iconoclast treats them all alike and takes comfort rather than offense from the public howl which his vandal-like performance evokes from easy-going credulity. But why this outburst? asks the reader. To be candid, we have just had an interview with one of these doubters, whose theme was the new metal, aluminium, and he has smashed so many of our cherished theories in regard to its qualities and the

part it is to play in the industrial arts in the near future, that we have grown both garrulous and skeptical ourselves. According to the belief of this iconoclastic expert, aluminium is a frightfully over-rated metal, possessing more vices than virtues and wholly unworthy of the poetical yarns which non-practical, editorial metallurgists have spun around it. Instead of being as hard as steel it does not approach the latter in compactness, and the purer it is the softer it is also, says this dream disturber. "It is the dirtiest metal under the sun to work," he further declares; "like a painted belle, its beauty is only upon the surface." "Galvanized iron is far superior to it for roofing purposes;" "you can't solder it," these and a hundred more slings and arrows did he fire from a too ready vocabulary, until, taking refuge in flight, we returned to our sanctum to meditate over the instability of a too quickly acquired fame, and to wonder whether the adage anent the bad name and the cur would come true in the instance of the metal with half a dozen ways of writing its name.—American Artisan.

Messrs. T. J. Welch, J. H. Dow and H. H. Jones, of Portland, Me, who represent the Maine and White Mountain N. H., Commercial Travelers' associations, visited Montreal last week for the purpose of making final arrangements for the coming visit on Tuesday June 30th, when the members of the above associations will arrive in Montreal, 120 strong, accompanied by their wives sisters, etc. They will also bring Chandler's famous band, of Portland, Me, who will give a grand concert in Dominion square on Dominion Day, the party staying over until July 2. They will be received by the Dominion Commercial Travelers' Association. The coming visitors will be received by Mayor McShane at the City hall on the afternoon of their arrival, and a trip down the rapids will likely be arranged for some time during their stay.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible.

Every line of goods embodies a history and a science worth years of study to understand.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Credit is often too cheap and overbubing far too common. Don't be guilty of the one, and don't abuse the other.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."
—JOSH BILLINGS.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

You can lose more than we do by not subscribing for this paper

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

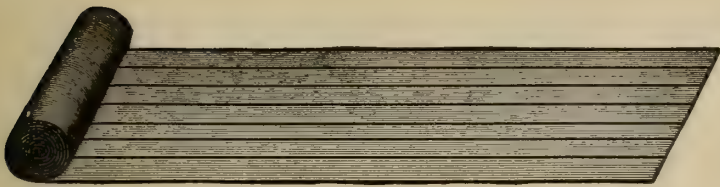
FOR FURTHER INFORMATION
— APPLY TO —

THE MILLS, Campbellford, Ont.

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.

A NEW PROCESS IN THE MANUFACTURE OF IRON.

Several gentlemen connected with iron-works in Leeds and other places, assembled at Mr. W. Johnson's Crown Point Foundry, Leeds, on Thursday week, to witness experiments with a new aluminium flux called Stephanite, from the name of its inventor, the late Mr. Stephen, of Birmingham. A limited company has been formed for the purpose of working the British and continental patent. The promoters point out that the addition of metallic aluminium to iron and steel in a molten state greatly improves their quality, but the high cost of the metal, the impossibility of using it in a blast furnace, owing to its easy volatilization and the great difficulty of obtaining a perfectly uniform alloy with the iron or steel in crucibles, had so far limited its use, and stood in the way of generalizing its employment in the iron industries. These difficulties, the promoters say, promise to be overcome by the patent flux, composed of alumina and emery, which they are now introducing. It contains about 70 per cent. of alumina. In its natural state this flux is not volatilisable, like the refined commercial aluminium, but in a blast cupola, or reverberating furnace, it gives off its metallic gases or vapors, which unite with the fusible iron, for which they have great affinity, and which acts as a condensing agent, whilst all impurities go to the liquid slag and are drawn off in the usual manner. Metal manufactured by means of this flux, it is claimed, will work equally well under the hammer with the most malleable wrought iron, and will harden up to the hardest steel. It is also stated that the metal will work over and over again, becoming hard or soft at the will of the operator; and tests have proved that in its soft state it will stand a tensile strain of 38.3 tons on the square inch, and when hardened 48.3 tons per square inch. Another point upon which stress is laid is that the use of the flux causes the iron to flow in a much more liquid state, and to remain in that condition a considerable time longer than by the ordinary process, thus preventing blowholes and faulty castings. By means of this invention, the promoters affirm, iron founders will be able to make their own steel castings, independent of steel works, by simply smelting scrap steel in their own crucibles. The experiments were conducted by Mr. Augustus Figge, C.E., London, who represents the patent owners. The cupola was charged in the ordinary way with common pig iron and coke, and then the flux, which is in the form of briquettes, was added. In due course the molten metal was run off, and several castings were made. Some of these were immediately chilled and examined by the experts present, who considered the experiments had been successful. It may be added that about 80 lbs. of the flux should be used for every ton of metal.—Iron Trade Circular.

THE HOT-WATER SYSTEM OF HEATING.

Operating a hot-water heating apparatus in any dwelling, says an exchange, is an assurance of safety. The whole apparatus is open to the atmosphere through the expansion tank and there is no pressure on the system other than the weight of water in the pipes.

The system is very simple and acts entirely by gravitation. When it is filled with water, and the fire lighted, the heat acts upon the water and circulation commences immediately, the colder or heavier water at once displacing the warmer water or that nearest the fire. This change of water continues until it is raised to boiling point, or 212° F., and after this point is reached, it is impossible for any force of fire to give further results. Attention to the fire is necessary only once in eight or twelve hours, according to the size of heater.

No trouble will be occasioned in starting the apparatus by reason of the presence of air in the system, as, being full of water, air cannot have collected in the pipes during the time the apparatus has not been at work. In a hot-water system air cannot possibly be admitted unless the water in the apparatus has been run off; even then, with proper attention when refilled, the air is entirely expelled by the incoming water.

There is no such thing as overheating in a low-pressure hot-water apparatus; it is impossible to heat water (except under pressure) above 212° F., the boiling point, and, as it requires over 500° F. to ignite the most combustible building material, any possibility of fire is entirely out of the question.

In a hot-water heater, should the fire at any time be allowed to die out, it will take the apparatus eight times longer to cool than a steam-heating apparatus; this heat-retentive property which water possesses also reduces attention to the fire to the minimum and thereby overcomes the serious objection so frequent with steam-heating plants. This is a most important feature where a permanence of temperature is desired, especially in hot-houses, conservatories, etc. The consumption of fuel by a hot-water heater in comparison with a steam boiler is a point that should be considered.

Water varies in temperature from 32° to 212° F., and when this latter degree is reached the application of heat cannot raise the temperature higher, but simply converts the water into steam. This process of converting water into steam is an expensive one. A pound of the best steam-producing coal will, in a good form of boiler, evaporate about ten pounds, or one and one-quarter gallons of water into steam, while the same pound of coal will raise the temperature of over six times as much water from 40° to 200°. In evaporating water into steam, the cohesion of the water has to be overcome by separat-

ing the molecules, and thus a large excess of heat has to be supplied to convert these molecules into steam. It is for these reasons that so much fuel is required to convert water into steam and the expense of heating by steam so much greater than by hot water.

Steam flows only to its limit of confinement, where, cooling by the action of the cold air in contact with the heating surfaces, it continually condenses and lowers the temperature of these surfaces. With a hot-water apparatus, a steady, low fire can be maintained and, the pipes being full of hot water constantly on the move (never stagnant, as in the case of steam), a more uniform circulation of air can be secured.

A first class hot-water heater connected with flow and return pipes of sufficient capacity to insure a perfect circulation, with ample boiler and radiating surfaces and with the aid of a good flue, will insure one of the best systems of heating known.

AMERICAN TIN PLATES.

The movement in the United States which has for its object the production of tin plates in that country has not made much progress as yet, but it is being pushed, and is worthy of being carefully watched by the manufacturers of South Wales and Monmouthshire. One of its leading features, up to the present, is the evident intention of its promoters to proceed in many respects on entirely novel lines. The shrewd Americans who are trying to guide the new industry into channels favorable to themselves evidently believe that it will help them a good deal over the rough road they have to travel if they can make a plausible case against the existing methods of packing, marking and distinguishing the Welsh plates. They know that recent changes in the methods of manufacture will help them in this campaign, and by dint of talk about American ways and American wants they hope to secure a good deal of helpful leverage. In these circumstances it is not surprising to find that it is being argued that the terms "charcoal" and "coke" are misleading and should be abandoned; that the number of plates per box should be 100 and 200 instead of 112 and 225; that I C and X marks mean nothing definite; that plates should be sold by weight and not by count; that there should be a different system of grading; that for roofing purposes larger plates or sheets should be supplied; and so on as duly and very fully set forth in the Metal Worker, New York, of May 23. The same paper contains numerous letters from importers, roofers, tinplate-workers, and others on the subject. Some of them favour the changes, while more object on ground that the present system is well understood, and, particularly, because different sizes would render useless many of the tools now in use throughout the United States. These letters are worth a perusal—indeed, if our tinplate-makers are wise they will exercise considerable vigilance relative to the whole matter, and, if they can move ahead in any of the respects indicated, they should do so, in order to forestall their coming rivals on the other side of the Atlantic.—The Ironmonger.

INS AND OUTS OF THE FURNACE TRADE.

Manufacturers and dealers in heating furnaces can tell something about human nature when in the mood. It is often as hot in winter as it is in summer with them. This state of affairs ought not to exist, and would not if manufacturers and dealers would work together, and fix the responsibility where it usually belongs, with the owner of the house who buys a furnace. The trouble has been, heretofore, that the dealer, in ordering a furnace for a customer, would not always carefully consider the size of the building to be heated, and then when cold weather set in, and the house was not warmed, the furnace would be condemned. The dealer, to save his credit, would send to the manufacturer to see what the trouble was. On investigating the matter, the manufacturer discovers at once that the furnace ordered by the dealer was too small to heat the house comfortably. But no explanation will satisfy the purchaser, who is told that the furnace must come out and a larger one go in. The dealer, in making the sale, had asked his customer the amount of money he was willing to put in a furnace, then turning to the catalogue of the manufacturer, had selected one of that price, and ordered, without examining the house and satisfying himself that a furnace for the amount agreed upon was the proper size. Of course, the purchaser is compelled to pay an additional sum, which he does under protest, feeling somehow he has been imposed upon, the manufacturer loses his time, and, though the larger furnace does the work satisfactorily, the owner of the house will never appreciate it or take the same interest that he would if the first one had worked properly. The dealer also loses his prestige with the manufacturer, for in order to keep on good terms with his customer, he will adroitly lay the entire blame on the furnace—and the responsibility finally rests with the manufacturer. All sensible people must admit that this is hardly fair. A dealer who wants to make a success in handling furnaces must study the question thoroughly, and get all the information possible about how furnaces are made, their heating capacity and regulation. Then he can sell heating furnaces and the manufacturer will sustain him.

Many people who order heating furnaces for their dwellings do not consider that they have any responsibility in the matter. The majority of them, at least, who buy a furnace, seem to think it should take care of itself. When they purchase a horse they don't expect that horse to feed and groom itself and clean out the stable, but a furnace that is not able to feed and clean itself, they have no use for. The manufacturer, or the dealer who sold the furnace, may have faithfully impressed on the customer that the furnace would need their personal attention at certain times, and explained the use of the

check drafts, dampers, cold air ducts, how much fuel to use, how to build the fire, and the necessity of cleaning out the ashes daily, all these and more, which the customer seemed to understand fully. But the first cold snap that comes, a message is sent to the dealer to come up and see what is the matter with that furnace. It don't give out any heat, or the house is full of gas. The dealer calls as soon as possible, and sure enough finds the house cold as a barn. Going down to where the furnace is located, he finds plenty of fire, but the drafts and dampers closed, and the cold air duct closed and covered with a piece of old carpet. Calling the attention of his customer to these things again, he corrects the evil and soon has the house warm and comfortable. Before he gets back to his place of business there are calls from others, and all day long it is the same old story, and from people who ought to know that the furnace will not take care of itself, and that the dealer did not agree to do this work for them.

These complaints are annoying, but with a proper knowledge of the requirements by all concerned they can be obviated. If the furnace is selected of a size proportionate to the service expected of it, and the purchaser pays attention to the instructions for running it, after it is properly set up, little or no trouble will be experienced.—Stoves and Hardware Reporter.

Work has begun in opening a lead mine in Galway township, Peterboro' county, owned by the Galway Mining Company. Twenty-three years ago the company, of which Col. H. C. Rogers is president, and Mr. John Burnham, M. P., is secretary, opened this mine for silver and sank two shafts. The ore at first yielded \$20 to the ton, but the richness decreased, and after

working it for a couple of years operations were suspended. The ore, however, was found to contain lead in large quantities. Since that time and until a few days ago no work has been done at the mine, but the company has now leased the property to a wealthy syndicate of practical men in Toronto, who are also interested in mineral operations in the Sudbury district, for two years with the privilege of purchasing. The water is being removed from the shafts, and as soon as that is done the syndicate will be ready to prosecute the work vigorously, an experienced miner from the lead mines of Colorado having been brought here to take charge of the work.

M. J. Woodward & Co., PRODUCERS OF CRUDE,

Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

The John Bull Steel Plate Range.

The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

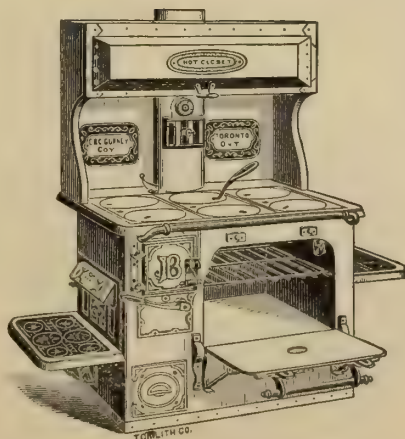
Made in all Styles and Sizes for Family, Restaurant and Hotel use.

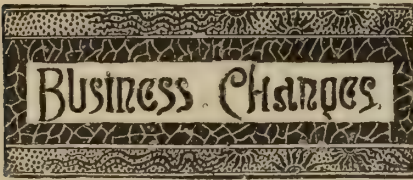
Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.





SALES MADE OR PENDING.

The stock of I. Charbonneau, general merchant, St. Therese de Blainville Que., is sold.

Jas. Ellard & Co., general merchants, New Westminster, B. C., advertise their business for sale.

The general stock in the estate of Daniel Lohr, general merchant, Phillipsburg West, Ont., is advertised for sale by auction on the 10th July.

The general stock in the estate of Snively & Crites, Oil Springs, Ont., valued at \$3,209 was sold to A. Wilson, Petroha, at 72½c. in the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

W. H. Hall & Co., general merchants, Manitoba, Man., have dissolved.

FIRES.

Wm. Garrett's foundry, Tweed, Ont., is burnt.

The general store and stock of the Casselman Lumber Co., Casselman, Ont., was partially destroyed along with that company's mill in a recent fire. A part of the value was covered by insurance.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. S. Wilson, general merchant, Agnes, Que., has assigned.

A. T. Duval & Co., hardware dealers, Montreal, have assigned.

E. W. Tobin, general merchant, Brompton Falls, Que., has assigned.

Demand of assignment has been made upon A. Gravel, trader, Montreal.

M. Skelly, general merchant, Rawdon, Que., has assigned.

Zoel Descoteau, general merchant, Ripon, Que., has assigned.

J. H. Scott, Galt, Ont., has sold out his Galt Axle Works to the Gananoque Spring and Axle Co.

THE DUTIES ON SAMPLES.

The following committee report on duties on samples was presented at the last meeting of the Halifax board of trade:

To the president Halifax board of trade.

With reference to the communication from the Quebec board of trade, respecting the imposition of customs duties on samples of merchandise, your committee beg to report that samples reach consignees in two ways; in the one instance, at the request of the consignees, for their convenience in sample rooms and for use of travellers on the road; in the other, at the sole risk of manufacturers or merchants abroad, who endeavor to obtain orders by a voluntary transmission of the samples of their products.

Your committee is of opinion that any movement in the direction of levying duties on sample cuttings or on halves or portions of complete articles or on complete articles

which have been mutilated for the express purpose of avoiding letter postage rates and customs duties would not only be vexatious to the importing trade of the Dominion, but would entail expenses in the customs department entirely out of proportion to the amount of duty collected; and further, your committee holds that pattern books, portfolios and ornamental mountings surrounding or enclosing sample cuttings or pattern cards and ornamental mountings to which cuttings were attached in the country from whence imported, should not be subject to customs duties because they could not be so arranged here, and are of no actual value to consignees, but are merely used by importers for the purpose of fostering trade upon which large duties are levied.

Your committee is of opinion that the levying of duty on any article of merchandise, sample or otherwise, upon which the amount of duty would be less than twenty-five cents, involves trouble and annoyance to consignees without any material benefit to the revenue, as it not unfrequently happens that a broker has to be engaged, whose charge would necessarily handicap the article to such an extent that the consignee might prefer to abandon it, thus hampering trade and frustrating any efforts of a foreign manufacturer to introduce samples voluntarily, as previously referred to.

Respectfully submitted,

A. MARTIN PAYNE,
Wm. D. CAMERON,
JOHN MURPHY.

Halifax, N. S., 15th June, 1891.

GOOD ADVICE.

Never touch an electric wire that has fallen down across your way while standing on the ground, as your body will become a conductor for the electric fluid to the earth, unless you have rubber boots upon your feet. Linemen are sometimes seen pulling these wires about, but they have insulated rubber boots upon their feet or gloves of like material upon their hands, and some people, supposing these coverings to be only for protection against the wet weather, have foolishly grasped the wires and received severe shocks in consequence. Don't employ a carpenter or ordinary laborer, nor do you yourself attempt, to fix any electric apparatus of any power about your property, whether the power is turned on or not. Electric wires should be handled one at a time. If it is necessary to take hold of two wires at the same time, don't do it. In handling or drawing any wire laying over any of the ordinary street wires, especially such as convey currents for electric lighting, use a dry hand line for the purpose, or grasp the wire with the insulated pinchers. An ordinary wire clothes line may become the conductor of a deadly current.

In a dynamo room touch not, taste not, handle not. The most inoffensive-looking dishpan may strike you like a mailed hand.

Nothing is safe to you here, unless you know everything. Let workmen remember that when the company has strong wires on the cross bars of poles so closely together that a man cannot move easily between them, it is better for him to come down and resign. Never close a circuit without giving notice to all concerned. A telegraph notice received in the back of the neck generally arrives too late to do any good. On no condition let two wires touch your body at the same time. Don't think that any wire is not dangerous. There is a difference between a gun with a cap on it and one without that can be detected with the naked eye, but a loaded wire—who knoweth it? Trimmers employed to attend to lights in crowded public thoroughfares should be sure that the current is turned off before they touch the lamp, as the stepladders are often very high, and the public objects to being hit on the head by a gyrating galvanized lamp trimmer.—Ex.

THE DRUMMER'S DREAM.

A little room in little hotel

In a little country town,

On a little bed with a musty smell

A man was lying down.

A great big man, with a great big snore—

For he lay on his back you see—

And a peaceful look on his face he wore,

For sound asleep was he.

In his dreams what marvelous trips he made,

What tremendous bills he sold;

And nobody failed and everyone paid,

And his orders were as good as gold.

He smiled and smothered a scornful laugh

When his fellow drummers blowed,

For he knew no other had sold the half

Of what his order book showed.

He got this letter from home one day;

"Dear Sir—We've no fitter term

To use in your case than simply to say,

Henceforth you are one of the firm."

And a glorious change this made in his life,

He now from the road withdrew,

And, really, soon got to know his wife,

His son and his daughter, too.

And then moved from his obscure flat

To the house on the avenue,

Lived swell, was happy, got healthy and fat,

Respected and wealthy, too.

But with a thump—bang—whang—thump

—bang! again

The landlord stood at the door;

"It's putty nigh time for that 6:10 train!"

And the drummer's dream was o'er.

—American Commercial Traveler.

BUSINESS CHANCES.

WANTED—TO PURCHASE AN INTEREST in Hardware business. Understand it thoroughly; could take charge of office; all communications confidential. Box 108, Brantford, Ont. 25

PRACTICAL ECONOMY.

In the narrower sense of the word, economy is ordinarily used to signify carefulness in saving. There may be economy of money, of time, and of physical, of intellectual and of spiritual strength. And there may be economy which does not consist in saving, but in expending. Take the matter of clothes. A young man who counts his dollars closely, and does not look beyond the moment, will purchase that kind of clothing which costs the fewest dollars. That this saving is not always economy in the end will appear to another young man who reasons to the conclusion that of two suits he would better purchase that which costs him one-third more if it will last him twice as long. Then there is another consideration. Very much depends upon the impression a man makes when he goes to seek a place. The employer will take in his general appearance and manner. If it be clean and neat, equally removed from slovenness and duds, the employer will reason that this will have a good effect upon his customers, and he will consequently rate the young man higher. He may even do this to the extent of increasing his salary so much that in one month he may be able to pay for his suit of clothes by this difference.

While there is no waste of money in paying a good price for a good thing that is actually needed the temptations are abundant to wasteful expenditure. The young man must be perpetually asking himself can I do without this and accomplish my work as well? He must form a habit of asking himself this question. He will be assisted therein by computing the uses to which he might have applied the money, the time or the strength unnecessarily spent. One cent a day for some needless indulgence which strengthens neither his body, nor his spirit, nor in any way promotes his business, will amount to 300 cents in the course of a year. Let him remember that he must have an investment somewhere of fifty (50) dollars bearing 6 per cent. interest to meet that expenditure. Where is that \$50 bond? If he has not got it, what right has he to make that indulgence? Let him apply that method of calculation to every unnecessary ride, or unnecessary expenditure. Take for in-

stance the cigarette. If he spends a nickel a day in that indulgence he will find that it will cost him \$15 a year, and with that money he can buy an ordinary rough business suit. But let him remember that \$15 a year means the existence of an investment of \$300 at 5 per cent. Now, no boy and no man in business has a right to spend 30 cents a week on an absolutely unnecessary indulgence who has not that \$300 invested at 5 per cent.

And of this particular indulgence let the young man consider the effect upon his character and upon his reputation. Upon his character the injury has the effect of making him more and more self-indulgent and with that always goes the sinew of success. His associates perceive it, and confidence in him is proportionately diminished. There is many a business man who would not give a position in his house to any youth that smoked cigarettes, because that business man knows that never did the slightest good come to any human being from any cigarette that was ever smoked, and that there was never one that did not injure the nerve of the smoker. Some other form of smoking may or may not be injurious, but the cigarette has been settled to be invariably detrimental. There is no liquor nor any other drugs, except those used in the making of cigarettes, the stench of which is so absolutely disgusting. Now the employer says, "If this boy cannot abstain from that, I cannot let him go among my customers with his offensive scent." I have taken the cigarette as the cheapest of all the indulgences, the easiest and most insidious. I would have you settle as one principle that whatever is unnecessary is probably injurious. Now mark! I do not say "necessarily," but "probably." You must remember that all your calculations and plans in business will be regulated by the doctrine of probabilities. Apply the same calculations to time. Now, as all things are embraced in life, and life is measured by time, it is not wonderful that men are scrupulous, and even stingy, in other things are so prodigal of time? I wish you would look into the table below and study it. Suppose you cut it out and paste it in your hat:

Do yourself the kindness to make a study of habit. One of the most wonderful peculiarities of your constitution is the

power of habit. It does not exist in machines. It involves two things, the inclination to repeat an action which has been once repeated and increased ease in performing the action. A man may do a thing once he will receive only the full force of the effect of that action, but just so sure as he performs it the second time he will receive not only the effect of the action itself, but also an inclination to perform it the third time, and with each repetition of the action there is an increased propensity to repeat it. If it be a difficult thing to do, it becomes less difficult with every performance. If it be a easy thing to do, it becomes more easy. You perceive that this was placed in our organism originally for a most beneficial purpose, and that its action is very good. But in this, as in everything else, nothing is so bad as a blessing perverted. It gives strength to evil as it does to good. Habit intensifies evil as it intensifies good. Therefore, watch your habits.

Examine those you have now. Take a piece of paper and write down a list of all the habits which you think you now have, but which really have you, habits of sleeping, eating, dressing, talking, entertaining company, going out, buying and selling, etc. Put G or B or I opposite each one of them. Make this classification conscientiously. Lay the "Good" and "Indifferent" aside for the present, but set yourself resolutely to break up every "Bad" habit if it kills you. You had better be killed now than later when the habit which you think you cannot break shall have made you more injurious. But in the conflict resolutely strive with all your power to kill the bad habit. Remember that it can never be tamed, and remember that acts repeated form habits, and habits make character, and character fixes destiny.—Rev. Dr. Charles F. Deems.



ARTIST'S BRUSHES

HOGS HAIR,
CAMEL HAIR,
BLACK SABLE HAIR,
RED SABLE HAIR,
INDIAN SABLE HAIR,
BEAR HAIR,
BADGER HAIR.

We manufacture and carry in Stock a larger assortment than any other House in Canada.

Quality and prices guaranteed right.

CHAS. BOECKH & SONS,
80 York St., TORONTO.

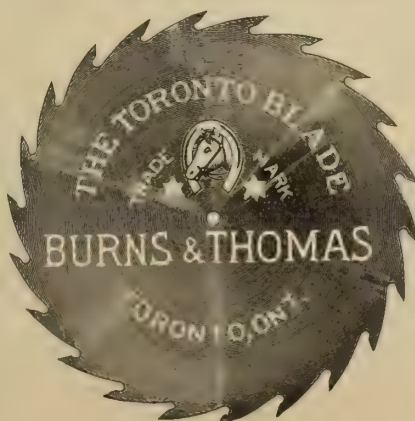
Write for illustrated Price List.

F. E. DIXON & CO., MANUFACTURERS OF UNION TANNED STAR RIVET LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.



SAWS CIRCULAR, Shingle, Resawing,
Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE
HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co
Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

What is it?

The Gardner Steel Ribbon Sash Balance consists of a malleable galvanized steel ribbon running over a pulley, expressly made for it, and attached to sash and weights as cord or chain are.

It works very easily, noiselessly with little or no friction, consequently can hardly wear out, and lying close to frame, it can be painted same as woodwork, presenting a very neat appearance.

Ribbon is made in various sizes as to thickness and width, so that it will balance 10 lbs. or 1,000 lbs. with admirable working satisfaction.

Those who have seen and are using it endorse our claim, that it surpasses any system in the market for hanging sash, elevator doors, etc.

Sample, Price Lists and all information,

JOHN HARGREAVES, Mgr.

Gardner Sash Balance Co.,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS" PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures None are genuine unless bearing the

TRADE



GRANTED

MARK.

1764.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



New method of making Ice Cream.

→ **SHEPARD'S LIGHTNING FREEZER** ←
WHEEL DASHER · CEDAR TUB

Freezes much the quickest and easiest, also makes most Ice Cream.
SHEPARD HARDWARE CO. BUFFALO, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S. Per box
I.C., usual sizes .. \$6 25 \$6 50
I.X., " .. 7 50 7 75
I.X.X., " .. 8 75 9 00

Raven & P.D. Grades—

I.C., usual sizes .. 5 50 5 75
I.X., " .. 6 50 6 75
I.X.X., " .. 7 50 7 75
I.X.X.X., " .. 8 50 8 75
D.C., 12½ x 17 .. 5 00 ..
D.X., " .. 6 00 ..
D.X.X., " .. 7 00 ..

Note—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—
I.C., usual sizes .. 4 75 5 00
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual sizes .. 4 85 5 00

Note—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 75 9 00
I.X. Terne Tin .. 10 75 11 00

Charcoal Tin Boiler Plates.

Cookley Grade, 50 sheet bxs Per lb.
I.X.X., 14x55, 50 sheet bxs .. 6½c, 7c
" 14x60, " ..
" 14x65, " ..

Tinned Plates.

72x30 up to 24 gauge .. 6½ 7
26 .. 7½ 7½
28 .. 7½ 8

Iron and Steel.

Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb .. 0 13½ 0 11
Russian Sheet .. 0 10½ 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 10½c
1-inch .. 15

Boiler Plate.

½ inch .. \$2 45
5-16 " .. 2 35
¾ " and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2½, 3
22 to 24 " .. 2½, 3
26 " .. 3, 3½
28 " .. 3½, 3½

Canada Plates.

Blaina .. ½ bright 3 15 3 20
Abercarn .. 3 20 3 25

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5½, 5½
26 gauge, " .. 5½, 6
28 " .. 5½, 6½

Gordon Crown—
16 to 24 gauge, per lb .. 5½, 6
26 gauge, " .. 5½, 6½
28 " .. 5½, 6½

Note—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb .. 7 7½
" ½ " .. 5½ 6½
" 5-16 " .. 5 6
" ¾ " .. 4½ 5½
" 7-16 " .. 4½ 5½
" ½ " .. 3 60
" ¾ " .. 3 50

Trace, per doz. pairs .. \$3 60 5 90

German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per doz yards .. 0 13 0 50

Jack chain, double, per doz yards .. 0 15 ..

Jack chain, brass, single, per doz yards .. 0 20 1 10

English B.S. .. 0 14½ 0 15

Copper—Ingot.

Bolt or Bar .. 0 23 0 26

Cut lengths, round, ½ to 1 in. \$0 25 \$0 28

round & square .. 0 23 0 26

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light,
16 oz, 14x48 and 14x60 .. \$0 18 0 19

Untinned, 14 oz. and light,
16 oz, irregular sizes .. 0 19 0 20

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x
48 and 14x60 .. 0 29 0 30

Brasiers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb .. 0 22 0 26

" 35 to 45 " .. 0 21 0 22

" 50 lb and above per lb .. 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb. 0 25

Spun .. 0 29

Wire.

Pure, in coils—
From 1 to 20 gauge. 0 25 0 27

From 20 gauge, up .. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25

" " 27 to 30 " .. 0 23 0 29

" " 30 and up .. 0 26 0 32

Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.

Foreign, per lb. 0 05½ 0 06

Domestic " .. 0 05½ 0 05½

Zinc Sheet.

5 cwt casks. 0 06½ 0 06½

Part casks .. 0 06½ 0 07

Lead.

Imported Pig, per lb. 0 04 0 04½

Domestic " .. 0 03½ 0 04

Bar, 1 pound .. 0 95 0 05½

Sheets, 2½ lbs, per square ft,
by roll .. 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 17 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb. \$0 16½ 0 17½

Other makes " .. 0 16 0 16½

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. irons, per lb. 5½ ..

No. 1 Do. 0 5

No. 2 Do. 0 4½

No. 3 Do. 0 4

Prepared Paints.

(In ½, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10

2nd qualities " .. 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb. 0 05

Chrome Yellow " .. 0 11

Golden Ochre .. 0 06

French " .. 0 05

Marine Black .. 0 09

" Green .. 0 09

Chrome " .. 0 08

French Imperial Green .. 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt 1 40

(J.F.L.S.) " .. 2 75

Venetian Red (R.C.2) " .. 1 50

Ven. Red, Cookson's " 1 80 1 90

English Oxides " 3 25

American " 2 25

Paris Green, per lb. 0 16 0 17

Burnt Sienna " .. 0 08½

Burnt Umber " .. 0 05

do pure .. 0 08

Drop Black " .. 0 09

Chrome Yellows " .. 0 12

" Greens " .. 0 12

Golden Ochre .. 0 08½

Varnishes (in bbls).

No. 1 Furniture, per gal. 0 70

Extra " .. 1 00

Brown Japan " .. 0 70

do Turpentine " .. 0 90

No. 1 Carriage " 1 50

Gold Size Japan " 1 40

Pure Orange Shellac " 2 00

Hard Oil Finish " 1 50

Linseed Oil (in bbls).

Raw, per gal. 0 64

Boiled " .. 0 67

Turpentine (in bbls)

Selected Packages, per gal. 0 58 0 59

Castor Oil.

Best, per lb. 0 09½ 0 09½

Cod Oil.

Cod Oil, per gal. 0 48

Glue (in bbls)

Common, broken .. 0 10 0 11

French medal .. 0 11 0 12

Cabinet makers .. 0 17 0 18

White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.

Loaded Shot Shells, "Trap" and
"Dominion" grade, 25 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, "..... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... per doz. 1 25 1 75
Mascot..... " 1 35 1 85
Erminie..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 65 and 10 to 70 and 5 per
cent. dis.

Tire, dis. 50 and 10 per cent to 60 p.c.

Stove, dis., 45 to 50 p.c.

Elevator, dis., 35 to 40 p. c.

Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz..... 1 12 2 35
Henis, No. 8..... 6 00
" No. 9..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 to 70 per
cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 80 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50

Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross.... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold..... 1 10
Queenston..... 1 10
Napane..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.

Canadian, dis 35 per cent.

Tanged Firmer per doz.... 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c
from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz.... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50

P. S. & W., dis. 40 per cent

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p. c.

Dis 20 to 33½ p. c.

Elbows—Stove Pipe.

Dis 20 to 33½ p. c.

Fawcetts.

Cork Lined, per doz..... 0 30 0 60

Wine, per doz..... 1 30 2 25

Star, "..... 2 80 3 90

Fenns Corkstops, No 2 p.doz.... 1 70

Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Footes discount Am. List,
50 & 5 to 50 & 10

Barton Smith, dis. 50 & 10 per cent.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Canadian, dis., Amer. list 60 per cent.

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Raps, Kearney & Footes dis

Am list, 50 pc. 50 p.c. to 50 and 5 p.c

Horse Raps, dis. 45 p.c. Amer. } Hellers

50 p.c. Can. }

Horse Raps, Spencer's, dis. Can. list

33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00

Enterprise, discount 10 p.c.

Shepare's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Per	Per	Double	Diamond
United	50 ft.	100 ft.	50 ft.	100 ft.
inches.				
16 to 25	1.45	2.80	2.15	
26 to 40	1.55	3.00	2.45	
41 to 50		3.40		5.30
51 to 60		3.70		5.80
61 to 70		3.95		6.30
71 to 80		4.40		7.40
81 to 85		5.30		8.40
86 to 90		6.00		10.00
91 to 95				11.50
96 to 100				13.65

Pilkington.

Ordinary	1st break	2nd	3rd	4th	5th	6th	7th
	\$3 65	3 90	4 60	4 95	5 40	5 90	6 50

Picture Glass.

Pilkington's ordinary.	1st break	2nd	3rd	4th	5th	6th	7th
	4 30	4 70	5 40	5 90	6 50	6 90	7 70

Glue Pots.

Tinned, each	Enamelled "
0 30 0 90	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p. c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross.... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb..... 0 44 0 05

Screw and Strap, per lb... 0 03½ 0 04½

Per doz. sets.

Screw, Eureka..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring..... 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 per
cent.

Planter's per doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross... 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver,

Red Cap,

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. Prices withdrawn.

Horse Shoes.

Per keg 3 60 3 75

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " " 6 00 9 00

Lava " " 8 75 10 00

Shutter, porcelain, F. &
L screw, per gross..... \$1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " " 1 87 3 85

King, wood, " " 2 75 2 90

" glass " " 4 00 4 50

All glass, " " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent.

Pawlock.

English and Am. per doz 50 6 00

Scandinavian, " " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vitæ, " " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Gutter.

Enterprise, dis. per cent 20 25

Canadian, 37½ to 40 per cent.

Home, each 20 25

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.

Cut. 3 in. and upwards,
per keg base, price 2 30

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American..... 1 85 3 50

Nail Sets.

Square, round and octa-
gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " " 0 18 0 18

Canada W.W. " " 0 20

American W.W. " " 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter. " " 2 25 3 60

Picks.

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis 45 to 50 per
cent.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels.

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle. 22 33

Screw 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern &
Pitcher Spout, 60 to 65 p.c.

Punches.

Saddler's, per doz 1 00 1 85

Conductors' " " 9 00 15 00

Tinner's solid, per set. 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½

Sliding Door, " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis
Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ p.c.

Rivet Sets.

Canadian, dis. 30, 35 per cent.

Rope.

Sisal, per lb 9½ 10½ smaller than

Manilla, " 12½ 13½ 7-16. 4c. extra.

Cotton, " " 22 25

Russia Deep Sea, per lb. 13½ 16

Jute " " " " 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

N. P. " " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c.

Emery, per quire 55 90

Sash Cord.

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each.... 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.

Scrapers.

Box, per doz 2 10 4 50

Foot, " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" " " " 72½ " " "

" " " " F. H. Brass 75 " " "

" " " " R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz.... 3 25 4 00

Bench iron per doz..... 4 25 5 75

Scythes.

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 30 to 35 p.c.

Shears.

B. & W., japanned, dis. 75 per cent

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Etna, dis. 75 @ to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves.

Sliding Door, per set ... 77 1 40

Shot.

Canadian, dis 7½ per cent.

Shovels and Spades.

Canadian, dis. 37½ per cent

Sieves.

Wood Rim, black, p. doz 1 15 1 35

" " " " 1 35 1 60

Tin Rim, " " 2 30 2 45

" " " " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " " 3 00 5 00

Lock, Andrew's " " 4 50 11 50

Soap.

Sapolia ½ gross boxes 3 25

" ¼ and ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes.

Discount, 15 to 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons, per gross 7 50 12 00

Dessert " " 21 00

Table " " 30 00 30 00

Dessert Forks, " " 24 00

Medium " " 27 00

Table " " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 15 50

Hindustan, per lb 0 06

" Slips, per lb 9

Labrador, per lb 0 13

" Axe, " " 0 15

Turkey " " 0 50

Arkansas " " 1 50

Water-of-Ayr " " 0 10

Scythe, per gross 3 50 5 00

Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gim, blued, dis. 35 p.c.

" " " " " " 45 p.c.

Swedes' iron, blued or tinned, dis. 42½ p.c.

Upholsterers' dis. 42½ p.c.

Copper Tacks and Nails, dis. 35 p.c.

Trunk and Clout Nails, " 40 p.c.

atent Brads, dis. 40 p.c.

Finishing

HARDWARE



CINCINNATI BELL FOUNDRY CO.
SUCCESSORS IN 'BLYMYER' BELLS TO THE
BLYMYER MANUFACTURING CO.
CATALOGUE WITH 2200 TESTIMONIALS.
BELLS, CHURCH, SCHOOL, FIRE ALARM

No Duty on Church Bells. Please mention this paper

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.



When writing to our advertiser please inclose the above.



TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writer's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

TRADE MARK FOR



HOLLOW WARE.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

'WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

ASK FOR and see that you get

"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

Bond or Free

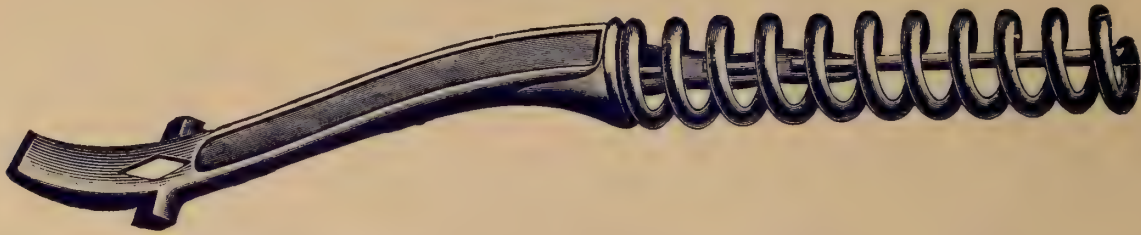
Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,

27 Front St. E. Toronto.

EQW

STORAGE



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

A TRIAL IS ALL THAT IS NECESSARY TO
SHOW THE SUPERIORITY OF

Canadian Cartridges

SHOT SHELLS-("TRAP")
PRIMERS B B CAPS,
Etc., Etc., Etc.

The manufacturers respectfully ask any dealers or sportsmen not using these goods to try them, and let them speak for themselves.

Their Reliability, Strength and Accuracy are Fully Guaranteed.

FOR SALE BY THE TRADE GENERALLY.

Wholesale only by the Manufacturers,

DOMINION CARTRIDGE CO., LTD.,
MONTREAL.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

Copper Wire ! Brass Wire !

Copper guaranteed to be pure Lake Copper of the highest conductivity. Carefully drawn to decimal gauges, equal in quality and finish to anything imported. Also

TINNED COPPER WIRE, MERCHANTS' COPPER WIRE,
ALL GAUGES BRASS WIRE.

Made from High or Low Brass for Springs and other purposes, tinned if required.

Prices guaranteed lower than can be imported. Capacity 10 tons per day.

DOMINION WIRE MANUFACTURING CO'Y. TORONTO AND MONTREAL.

JULY 4, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"
No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

Machinists' Tools

Twist Drills,

Emery Wheels,

Taps and Dies,

CHUCKS, REAMERS, &c., &c.

RICE LEWIS & SON

LIMITED.

General **HARDWARE** Merchants.
TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting

For the Dominion of Canada

-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; J. J. MCGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.



SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAK-AGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, JULY 4, 1891

No. 27

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

THE TRADE IN LAWN GOODS.

The demand for lawn hose this year has been extraordinarily large. Wholesale hardware houses are unable to meet it, and are behindhand for thousands of feet. They have to wait on the manufacturers who will be some time overtaking the orders that have come down like an avalanche upon them the past few weeks. The trade of former years has been no standard to go by this year in stocking up, and because the manufacturers took the general average of past summers for their guide, their anticipation of the season's demand has fallen far short of the actual measure. There appear to be two causes for the exceptional run on hose. One is that more grass is grown about people's houses than in other years. The number who cherish the 'bit of green' at their doors is evidently much larger than it was a year ago, and that as a social symptom, independently of its bearing on trade, is a good thing. The second reason for the activity in the hose trade is that we have had rather a dry May and June. The fields have lacked rain, and the hay shows the want of it, so that the difficulty of keeping the lawn in a state of emerald verdure has been great. Water has to be applied unsparingly, and the hose trade has benefited.

The trade in lawn mowers began this year two weeks earlier than usual, and began strong. It has been fairly good since the opening, but at no season is there much

done after the grass has had time to grow once as high as the knife on the cylinder. Then or before everybody buys, and subsequent croppings are provided for. But the call for lawn mowers was this year a particularly good one for the trade, and our manufacturers have had reason to be satisfied with the results.

Sprinklers and nozzles have shared with hose in the big demand of the season, while lawn tools generally have gone well. Shears, of which there have been many descriptions on the market, to be used kneeling or to be standing, to cut vertically along trenched borders or to cut transversely along the surface, have had a good sale. But the rubber men have had the hardest run. They are working over hours and are still far in arrears with supplies.

THE MONTREAL WATER PIPE CONTRACT.

This subject is still a live topic with the trade in Montreal, from the fact that a new development has arisen whereby they are as excited as ever. As we stated in our last issue there were five tenders, H. C. McLaren & Co. being the lowest and successful one. They are a firm of brokers doing a large business every year, and of course secure their supplies from other parties, which however, the Water committee has nothing to do with, or don't care about, as they are fully protected by their specification. But the cream of the joke lies in the fact that despite all the kicking indulged in, the works of the aldermen to whom we referred in our last, will get a share of the pipes. Of course McLaren & Co. are not aldermen, and can purchase their pipes from whom they please and this is just what they are going to do, so that in spite of all, the trade are left on the outside of the circle so to speak. In fact taken on the whole, the water works con-

tract is a nice subject all round. There appears to have been a great deal of anxiety to secure the work, for when the award was made known one of the unsuccessful tenderers approached the successful firm and offered them inducements to withdraw. This they did not see fit to do, and the outcome of the whole affair is one with which the citizens have no room to feel dissatisfied. They simply are getting their pipes cheaper than they otherwise would have done. The firm of brokers already referred to tendered in good faith, and with sealed tenders there was no underhand work resorted to, or at least so it is claimed.

STOCKS OF SHEET MATERIAL.

Perhaps never before has the supply of sheet material, tin, terne, and Canada plates run down so low in first hands at Montreal as it is at present. In fact it is no exaggeration to state that stocks of coke and charcoal tin are almost nil, while terne plates are, as an actual fact, exhausted at the moment, and Canada plates are reduced to a pretty low limit. Added to this is the fact that fresh supplies near at hand are inconsiderable, so that the prospect is for a supply in small compass for some time to come. Owing to this condition of affairs it is impossible almost to quote terne plates on a spot basis, for nothing is definitely known of the quantity near at hand, while in the case of tin plate figures are likely to remain firm. The great quantity of supplies to arrive, and they, as we have said, are inconsiderable, are covered by orders—and more than covered, for that matter.

The course of events which led up to this position was foreshadowed in HARDWARE a long time ago, when early in the spring the prediction was made, that if the demand was of the most ordinary sort there would be a market pretty bare of sheet ma-

terial some time in the summer. Makers in Great Britain were up to their eyes in work on American account in anticipation of the McKinley duty, while on the other hand, buyers on this side pursued a holding off policy until it was too late. The consequence of this was, that the makers could not attend fully to their Canadian demand, and supplies as they come forward were quickly absorbed, and it does not seem as though the market would be much better supplied in the immediate future, not until well on in August at least, for the works in England are shut down.

In this connection too, it may be interesting to mention that the trade in the United States are very skeptical about those "home makers" being able to supply the enormous American demand for tin plate, in fact, it is certainly evident that the Welsh makers will not give it up without a desperate fight.

PARIS GREEN AND HELLEBORE.

Retailers throughout the country who are not druggists are liable to forget that the trade in hellebore and Paris green is regulated by law. These articles are poisons, and commerce in them is subject to the restrictions that druggists must not over-step. Hellebore is permitted to be sold by no one but druggists. The demand for it becomes active at this season, and nothing is more natural than that owners of gardens should repair to general merchants, grocers, and hardwaremen for supplies. But these traders can not legally make sale of hellebore. The penalty for selling it is a fine of from \$20 to \$50. It must be left severely alone. If it is not, some druggist within reach will be likely to hear of any transgression of the law and bring the offender to book, for the druggist naturally wants all the trade a paternal law gives him the monopoly of.

Paris green may be sold by any trader, but neglect of the conditions imposed by law is too costly to be found guilty of. Storekeepers are sometimes so careless as to sell Paris green as they do tea, nails, etc., merely tying up the required weight and receiving the pay or charging the item. Every instance of doing business that way is punishable by a fine of twenty to fifty dollars. The trader must keep a register, a book in which every sale is entered, with the following particulars under marked headings: The date, the quantity bought, the purpose for which it is bought, the signature of the purchaser, the initials of the salesman. Every parcel sold must be marked "Poison." If this care is taken in the case of every sale, the trade in Paris green will be a perfectly safe one.

Detectives are on the lookout here and there to catch transgressors of either the law relating to the sale of hellebore or of that relating to Paris green. The College of Pharmacy which aims at the protection of the drug trade, may be trusted to prosecute

directly or through its agents every offender. Local druggists are not apt to give information, even when requested, to their neighbors in other trades. They prefer to see the latter blunder into a conviction of breach of the law, be mulcted for a fine that will absorb the season's profits on the trade, and thus be driven in disgust from having anything more to do with it. Wholesalers in this city know something about the "spotter" as a visitor, some of them having paid liberally for his unceremonious calls. He is usually an unobtrusive person, not desirous of causing you any unnecessary trouble in serving him, and exceedingly liable to get away before you have got through the formalities of the transaction. The whiskey detective is not more confidential and guileless in manner.

While upon the subject of Paris green it may be said that the lowest priced is usually the dearest for the trader to have anything to do with. The quantity of spurious stuff that is sold is very large. The pure can be distinguished from all varieties of adulterated by spreading it out on a sheet of paper. It will be found free from any white or gritty substance. There is little trouble in detecting the presence of land-plaster or other alien elements. The pure Paris green is the cheaper in about this proportion: that it takes about half the quantity at a difference of about a quarter the value in favor of the buyer. Not being diluted with land plaster, etc., every grain paid for becomes deadly food for the bug.

THE BAG TRADE.

For quite a number of years past, the immense trade in jute bags from Calcutta has been handled entirely from San Francisco, that being the nearest point to Calcutta from which there were regular shipping facilities. However, since the inauguration of the Canadian Pacific fast line between here and the Orient, all this is changed, and by a practical experiment it has been proven that the business can to a large extent be done from here. There are now en route on the Empress of Japan no less than 100,000 jute bags imported direct from Calcutta by Steeves, Burpee & Co., who with commendable enterprise have taken the initiative in this matter. They have bought their supply direct and are now selling throughout the country. At no very distant day the trade in these bags will be a most important one, for from Vancouver the whole of the Northwest and Manitoba supply can be handled. The shipment now on the way for Steeves, Burpee & Co. is the first one to this point, and it is to be hoped it will be followed by others. In order to store this large quantity in bond, the firm above mentioned are now having built a bonded warehouse on their own premises, so that the expense of outside storage may be saved.—Vancouver World.

THE PROBLEM OF BUSINESS.

To sell one's product is the hill of difficulty which confronts every man.

It matters not what that product may be. With the manufacturer it is the article he makes—furniture, pianos, china, lamps, and bric-a-brac; boats, machinery, personal apparel, food products, soaps, cosmetics and a thousand-and-one other things of necessity, luxury and pleasure; with the merchant it is goods, wares and merchandise; with the lawyer and doctor it is advice; with the schoolmaster experience and knowledge on tap, as it were, and with the editor, clergyman and author it is ability, perceptions, ideas, brains; while with the artisan it is the art of knowing how, and with the laborer, labor. These are their products or stock in trade, and he is simply a struggle to sell the same—to exchange for salaries and profits, to convert into solid cash.

To let the people know what you have to sell is advertising. Every man is advertising when he solicits trade or seeks a position. He offers you what he has—his products or his goods—and urges you to buy.

The secret of successful advertising is to so favorably impress the customer that he will come to you. If you were alone in the field this would not be so difficult; your wares would advertise themselves in a measure. But you have thousands of wily competitors. Your products—what you have to sell—may be superior to the stock in trade of many of your rivals; but they have advertised, and they and theirs have the reputation, and they prosper while you languish.

Moreover, an article of high reputation commands a greater price. So, also, the lawyer, artisan, editor, or doctor who has a reputation for distinguished ability in his profession, commands a higher price for his services. Reputation is simply the good opinion which comes from advertising. The more advertising the greater the reputation, and the more the reputation the greater the demand.

Reputation to the lawyer or doctor comes slowly; it is a growth of years. Why? The narrow custom of the profession forbids the open use of the paid columns of the newspaper, and they rely on other methods. That which they take a quarter of a century to accomplish—to obtain notoriety, a reputation—a baking powder manufacturer will secure by the liberal use of printers' ink in a short twelve months.

The presumption is that there is always merit; there must be, for the people are not fools. But there are a thousand articles of great merit without reputation, and they only need to be brought before the public to be in general demand.—Ex.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Credit is often too cheap and overbubbling far too common. Don't be guilty of the one, and don't abuse the other.

THE COMMERCIAL VALUE OF A SMILE.

The title of this article may suggest—but it has no reference to—the “liquid smile,” which too often is the prelude to commercial transactions. What is meant is the value of a cordial manner and friendly smiling greeting when extended by the salesman towards his customers. So important a factor is it, that were I in doubt about the selection of a clerk, I should unhesitatingly give the preference to him of the ready smile and happy countenance, even in the absence of other qualities of perhaps a deeper origin. Everybody likes sunshine, and when nature smiles we all feel a thrill of pleasure, and a sense of newer life; so when we grasp the extended hand and look into the smiling face of a fellow-creature we involuntarily relax the features and respond to the friendly greeting. How many times do we go considerably out of our way to trade with a proprietor or clerk whose pleasant manner has left an impression upon our feelings. How often do we reserve our orders for the smiling “Drummer,” and are “completely stocked” for his opposite competitor.

But a smiling face to be of permanent value must have its source beneath the surface; it must be spontaneous and the spokesman for the heart. A smile which is not engendered by genial good feeling and friendly intent is, however well feigned, soon detected and its user dealt with, with more than usual caution. If you are unable to smile honestly and sincerely, don't try; rely upon your other abilities to effect a sale. There are some people who could honestly earn a respectable salary, by simply standing near the entrance to a store and greeting the customers as they entered.

It is so much easier to suit a customer if we first secure his good will and confidence, that the value of a friendly smile is to be found extended over many years, and is a magnet which draws even against the powerful opposition of prices and variety. Perhaps this is best evidenced by the willingness with which the public will shut their eyes to the minor defects of an article when presented by a salesman who smiles as he deplores its defects and extols its merits. Personal magnetism itself depends for its very existence upon a smiling face and cordial manner, and the possessor of such a countenance will rise above his fellow clerks and become indispensable to his employer in spite of the fact that he may not be as well posted in the details of the business.

But the smile to be of commercial value must be backed by tact and judgement. It must be a smile which has a “think” behind it, and while its owner is looking out for the interest of his customer he must not forget the welfare of his employer or his business. Suppose two young men start out in life with equal business training and years. Say that John Morose has more

capital than his companion, Frank Cordial, and that they both open stores in the same city; John having the larger capital will be able to keep the greater variety, while Frank will be restricted to closer lines. Customers are attracted by John's display of goods and naturally visit his store first. They like his goods, his prices and his arrangements, but his manner is chilling and distant, and while they feel that he is honest and capable they never become well acquainted or feel at ease.

Frank, his companion, comes in for a share of his trade, and when John's customers casually walk into his store he greets them friendly and smiles when he is unable to supply their wants from his meagre stock. He gets them interested in his venture and enlists their sympathy for his success. He learns and remembers their names, and the faces of their children; he talks about the subjects which most interest them, and shows a friendly feeling for their welfare and comfort. Customers have a way of coming in and talking over their affairs with Frank, and if the goods they want are not in stock will wait for him to get them, although they know that John has them on hand and they could secure them there at once. People when they pass Frank's store have a habit of looking in to catch his friendly nod and smile, and his trade grows steadily and surely.

John, on the other hand, finds that his first customers, although suited in quality and price, rarely return and seem anxious to get outside as quickly as possible into the sunlight. He fails to see the fault—so hard it is to see ourselves as others see us—and increases his stock and reduces his prices, but in spite of capital and good business training, he is unable to hold his customers. His imitative clerks become like himself, and even his surroundings and store fixtures take on a sombre hue in keeping with their owner. The promising start turns out a failure—or what is perhaps worse, a mere drag of worrifying existence—and John Morose joins the many who deem life itself a failure.

Now, if, when this imaginary John first commenced to battle with life, some experienced friend had deeply impressed upon his mind the great value of a smiling face as a factor of business success, he might easily have made a marked career and enjoyed life, rather than endured existence. Or if, from natural constitution, he found it difficult or impossible to be cordial, he might have realized its great importance and secured the services of clerks who had these traits in a large degree and kept himself in the background. There are few establishments but depend for their prosperity upon the cordial manner of some employee, who holds the trade by his smile and friendly bearing towards his patrons.

Right here, it would seem, is provided a chance for any young man of average ability and common sense, to render himself indispensable to his employer and a possibly future partner by the exercise and cultivation of a cordial manner and sincere smile.—Ex.

BOOKS, CATALOGUES, ETC.

THE LAWS OF BUSINESS, by C. A. Fleming. Owen Sound: Printed at the Northern Business College Steam Press. This book is intended for the use of commercial students, but will be found of great service to those whose business education is going on in the shop, where contact with the concrete problems of business will teach the value of a work of this particular kind. Not only the law but the very parlance of business needs to be better known, as too few know what is meant even by the terms that denote processes, transactions, documents, etc., that the complex machinery of commerce has called into being. The matter of the book is very directly and lucidly presented. Its form is a credit to the press from which it issued. It sells at \$1.50.

Linsley's Wire Cloth and Netting Price Book ought to be in the hands of every hardware salesman. It is a great economizer of time and as well an unerring authority on prices and the amounts to which sales of wire cloth or netting come to. The time lost and the perplexities encountered in the solution of problems to find what a sale of such wire goods comes to are a vexation in the salesroom, and a man might gather formulas until he was gray-headed before he could construct a ready-reckoner so convenient as the Price Book. That manual is indeed a study in condensation and clearness. All the varieties, widths, lengths, areas, prices, etc., are combined in distinct, separate results, so that a salesman can get his eye on what he wants at a single glance. The book sells for 25c. It is published by F. J. Linsley, New Haven, Conn.

PATRONS OF INDUSTRY.

The local newspapers of Michigan teem with announcements similar to the following:—

“Morseville Lodge P. of I. disbanded Saturday night, and sold everything belonging to the order.

* * * *

“The Patrons of Industry in this town are very nearly broke up. At a recent meeting a committee was appointed to settle with the finance keeper, and they found \$3 in cash on hand, which was paid out for some necessities, which leaves the finance keeper very short.”

The Michigan Tradesman says it is assured by an authority which it deems thoroughly reliable, that less than one-tenth of the organizations inaugurated under the auspices of the P. of I. are now in existence, and that only one lodge in thirty-five is now paying per capita dues to the State organization. The approaching extinction of the order suggests the lament of the poet:

If so soon I am done for,
What was I begun for?

—Ex.

THE AMERICAN IRON TRADE FROM AN ENGLISH STANDPOINT.

The Colliery Guardian, London, after painting the decided curtailment of pig iron production in the United States, gives this interesting study of the situation on this side of the ocean: These causes of this great curtailment of production are not far to seek. In the first place, as we have more than once taken occasion to show, the American iron trade during the last three years has been in an unnatural condition. The productive capacity of American metallurgical industry has been very greatly increased, while, at the same time, the agriculture of the American Union—which, so far as the Western States are concerned, is the main support of the railroad interest, and, by consequence, also of the American rail mills—has been in a weak and languishing condition. Until within the last few months the prices of wheat and maize had sunk to a level which left Western American farmers no return upon their skill and labor; and it was, accordingly, not difficult to see that a check must sooner or later be given to the work of Western American railroad establishment. Notwithstanding this, American industrials were all the while increasing their means of production, the inevitable results being that the iron markets became glutted. Another cause of the great curtailment in production which we now witness in the American iron trade was the comparative weakness observable in the metallurgical centers of Great Britain and Western Europe, principally in consequence of financial troubles in the Argentine Republic. The Argentine authorities have, until within the last few months, been proceeding with great activity—in fact, with too much activity—in the establishment of new railways and other public works; and the result for the time, was a heavy demand for railway material from Argentina. So long as the credit of the Argentine Government could be maintained, all went well; but for the last six months Argentine credit has been going from bad to worse, until there has now been an almost complete collapse. The effect of this upon the European iron trade has been severe and immediate, and American metallurgy has suffered in sympathy.

The very check which this production of iron has experienced in the United States is, however, calculated to bring about a salutary change in the general position of the American metallurgical industry. Ironmasters are beginning to starve the markets by curtailing their production, this is calculated to steady and strengthen business. In the second place, there has, during the last few months, been a decided improvement in American agricultural affairs. The hard winter of 1890-91 had the effect of injuring the wheat crops in France, Spain and other parts of Europe. Available stocks of wheat have also been run down to a very low point in the United States, and the result is that

an improvement of 10s. per quarter, or thereabouts, has been already established in the price of wheat, with some prospect of a still further rise. This improvement in prices has taken place in spite of the fact that the American growing crops present thus far a highly encouraging appearance. If the anticipations now entertained with respect to the harvest are substantially realized, American farmers will be in the happy position of selling abundant crops at considerably better prices, and this will ultimately improve the demand for iron in the Western States. It is difficult at present to indulge in any hopeful prophecies with regard to the course of affairs in the Argentine Republic. The outlook is as bad as it can well be, and the utmost which can be said is that any change which may take place is likely to be a change for the better. American ironmasters must, then, we think, be contented to find their principal elements of hope in reduced production and improved agricultural prospects.

BRANDS LOSING THEIR PRESTIGE.

The time is not far distant when a brand was a term to conjure with. It sold pig iron, bar iron, tool steel, boiler plate, sheet iron and so on all through the list. It was a valuable piece of property, one of the most precious assets, in fact, of a long-established house, and was regarded with all the veneration that attaches to a charm among the ignorant worshippers of blind luck. A brand that had been known in the trade for ten years had an appreciable value; one known for 25 years was a banner of glory to the house owning it; but one familiar to the lips of men for 50 years or more was a veritable gold mine, as it was worth an army of salesmen in both maintaining and extending trade. It might have been merely an X, or the outline of a fish, or a quaint group of letters like Q K Z, but if it had been known to the entire trade to mean a perfectly reliable brand of bar iron or tin plate or tool steel, there was a staunch band of customers who would have the goods bearing that stamp and none other, and eloquence was more than wasted in trying to induce them to experiment with brands to them unknown.

Even to this day there is a sort of glamour surrounding a well-known brand or trademark whose reputation has been sustained for a long series of years by a product of uniformly high quality. The trade thus secured by a house may in some cases cover quite a respectable percentage of its entire volume of business. Its brand may hence possess sufficient value to keep it prominently in the foreground, and not let the public forget its existence. There is a conservative element which will persistently cling to results of past experience, refusing to make experiments or to hazard a trial of new material. But with the great number of consumers in the United States a brand or a

maker's name is no longer of vital importance. This is well illustrated by a story told of a prominent mechanical engineer whose opinion was asked of a brand of steel in extensive use his answer was that he had had no occasion to give attention to the subject for ten years, and he knew nothing about steel at the present time. It is very likely that if he had been asked such a question in 1880 he would have been found possessed of very strong opinions with regard to the superior qualities of a very few brands. Improvements in steel making in recent years have evidently been so widespread that quality is no longer a monopoly to be claimed by a limited number of steel producers. The same is true of other metal products. There are very few consumers of pig iron who will now pay a premium of 25 cents per ton to secure a special brand, but, on the contrary, almost the entire trade will readily take in an unknown iron if offered them at a slight reduction on current rates and they are given some idea as to its probable character. Foundry practice has very generally abandoned its old position of dependence on special brands, and a new dispensation has been established among foundrymen, who secure good results by methods which have been brought into use within the past decade.

The growth of the business of this country has been too rapid to be bound by ancient traditions. The consumption of iron and steel has increased too much for the maintenance of supremacy by special brands. And hand in hand with the increased consumption there has been an improvement in the selection of raw materials and their manipulation in manufacturing processes which has brought about a general advance in the quality of the product turned out. Consumers still specify to a considerable extent special brands of iron or steel to be used in work made for them, but this practice is giving way to mechanical or chemical tests as the number of high-grade brands increases in every line. The name of a maker is to-day of less consequence than the fact that the material furnished is up to a recognized standard of excellence, as determined by exhaustive tests or authenticated records. But above all as a growing influence determining the attitude of buyers in these latter days is the question of comparative cost. Quality being equal the brand offered at the lowest price is the most popular.—Iron Age.

CANADA'S IRON INDUSTRIES.

The production of pig iron in Canada last year amounted to only 21,772 tons, valued at \$331,000. Reducing all the iron and steel used to the basis of pig, the country consumes about 400,000 tons of pig iron a year. All told, the value of the mineral products of the Dominion, in 1890, was \$19,000,000. The production of iron ore was 76,500 tons. Iron is found in considerable quantities in all the Provinces, and the supply is practically inexhaustible. The iron of Nova Scotia is particularly fine, and brings in the market nearly double the price of English iron.—Iron Trade Review.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.



Branchton will have a factory for the manufacture of wire fencing.

A city traveller is going about with his left eye in a sling. He was playing baseball.

Rushton Bros. are building a seventy-five horse-power boiler for the St. Thomas Gas Co.

The Toronto Commercial Travellers' Association has fixed on the 22nd inst. as the day for its excursion to the Falls.

Winchester has adopted the early closing by-law. Every business place closes at eight o'clock on all evenings except Saturday.

A lamp exploded in Harry Collins hardware store, 10 Adelaide street west, Toronto on Friday afternoon, and did slight damage.

The merchants of Lachute, Que., have agreed to close their places of business every night punctually at eight o'clock, Saturday and Tuesday nights excepted.

R. B. Watson, of Rock Lake, Man., has invented a new style of barb wire for fencing. He was in Winnipeg last week making arrangements to have it patented.

The clergy of New Westminster, B. C., are giving their support to the cause of early closing, some of them having delivered lectures in favor of it in their churches.

The other morning the employes of Chown & Cunningham's stove foundry commenced working full time under the new manager, Mr. Warrington, an experienced business man of Montreal.

The employes of H. S. Howland, Sons & Co. on Monday presented a gold locket to Mr. H. Green, an employe of the firm. The locket is a handsome one, having on the front a raised monogram of the initials of

Mr. Green. The presentation was made by Mr. Saunders at noon. Mr. Green has held his present position for six years and is now going east to travel for the firm of McLaughlin & Moore.

A. Godfrey & Co., Vancouver, B. C., offer for sale their hardware business, which has been established for 3½ years. The value of the stock is placed at \$25,000. Stock, fixtures, lease, good will, etc., are for sale.

The Friday half-holiday movement is marching on. Only four dry goods houses have yet to be heard from to make the consent universal throughout the trade in the city of St. John, N.B.

The Ridgetown merchants are agitating an early closing movement for three nights in the week—say Monday, Wednesday and Friday evenings—and to keep open as usual on the evenings of Tuesday, Thursday and Saturday.

Messrs. William Thomson & Co. St. John, N. B., have received advices stating that the steamer Lord Lansdowne, 1816 tons register, sailed from Barrow on the 20th with 2,000 tons of steel rails for the I. C. R. This is the second consignment to the I. C. R.

Four Frenchmen charged with selling the secret of melinite, the new French explosive, to the Armstrong Gun Manufacturing Co., have been sentenced to four years imprisonment each, and to pay fines respectively of \$600, \$400, \$200 and \$40. They were also deprived of their civil rights for a number of years.

J. D. Barnett, superintendent of the locomotive repair shops, Stratford, has just returned from Cape May, N. J., where he attended the annual convention of the American Railway Master Mechanics' Association. Mr. Barnett was for two terms elected president of this association, and is the only Canadian upon whom that honor was ever conferred. He says that the display of new devices and improvements of various kinds was very fine, and that there were nearly 1,500 persons in all in attendance.

STOCK TAKING.

At the close of the year 1890, we urged upon our readers the importance of stock-taking and cited as instances of the hazard run by some merchants in neglecting this important feature of their business and experiences of certain merchants in the Northwest. At that time we said that stock should be inventoried at least once a year, and suggest it would be better to invoice twice a year. The date is near at hand for this semi-annual undertaking, and we again urge upon our readers the importance of giving due weight to this feature of mercantile business.

Stock day should be the uppermost thought in the minds of retailers as the months of June and December near their close. The undertaking is laborious, but its results are so beneficial in two directions that no retail merchant looses his time and labor who makes a semi-annual inventory. These are, first, to get perfect knowledge of the goods in hand and accurate information therefrom as to what and how to buy; and second, the disclosure it makes as to the merchant's business.

The Chicago Dry Goods Bulletin very justly observes that "it is better to be sure of one dollar on the present stock than to endeavour to make two by buying new goods; that the profit that remains locked up in stock at the end of the season will show a fearful shrinkage when it is finally converted if it ever is, into dollars and cents."

If there is a prime factor of success in retail business, (that is, one that more than any other insures success), we would unhesitatingly say it is regular and systematic stock-taking.—Hardware Trade.



NEW GOODS.

THE HOLDFAST HAMMOCK TIE.

This article is made by the Tie Co., Sidney, N. Y. It has a double rope all the way. It can be adjusted close up to tree or post.



It will not slip on either a wet or dry rope. Can be put up or taken down quicker than other articles that are safe. Does not wear or cut the rope. Cannot be put up wrong and hold the weight of hammock. Price per gross, \$20.

BISSELL'S NEW HALL SWEEPER.

The Bissell Carpet Sweeper Co., of Grand Rapids, Mich., have, after some five years of experimenting, placed on the market a sweeper specially adapted for large surfaces, or even for bare floors. The great difficulty

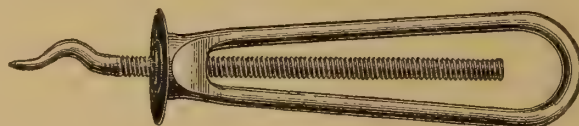
in producing such a sweeper was to retain the same delicate adjustment which characterizes their smaller machines, and the same ease and convenience in operation. The Hall Sweeper so successfully accomplishes this that its use is not being confined to hotels and halls, but it is being applied largely to ordinary house uses. The first month the Bissell Co. had this sweeper on the

running, just as noiseless and dustless, and just as self-adjusting to every kind of carpet as, everybody knows, every Bissell Sweeper is. It covers twice the surface and does almost twice the sweeping of a common house sweeper in the same time, and with the same

effort and with the same convenience. It is the only economical sweeper for large surfaces, and a very desirable sweeper for any use.

THE ELECTRIC EXPANSIVE ROTARY CAN OPENER.

The accompanying cut illustrates the Electric Expansive Rotary Can Opener, which is being put on the market by the Alford & Berkile Co., 179 Chambers St., New York. The handle is of malleable iron, tin plated, the adjustable screw, which also forms the point that is thrust through the can, is of



steel. With this opener a circular hole can be cut in top of a can from 1 1/2 to 7 inches in diameter.

THE STIMULUS OF DEBT.

If a young man has a good head on him it is not only safe, but advisable, to assume financial obligation where a way can be seen through it by preservance and economy,



market, it formed one tenth of their sales, which is a fact without precedent in the sweeper line.

The Bissell Co. describes the sweeper as follows: Bissell's New Hall Sweeper is twice the length of an ordinary sweeper, and of twice the strength; but it is just as easy

says the New York Tribune. A fool can do nothing either in debt or out. Debt is a stimulus to exertion. The hammer of the mechanic who has purchased his house on part credit is heard to resound earlier in the morning and later in the evening. He expends less money on frivolities, because

"that mortgage must be met." The merchant in debt takes better care of his stock in trade, buys closer, and is more agreeable to customers. The farmer goes to town less; makes fewer purchases not absolutely needed. Debt is a wonderful stimulus to thrift. There are few farmers who did not go in debt for their farms. It enabled them to secure a home at once, and instilled into them good habits to pay for it. It is wise for a young couple without means to purchase a modest home and then go to work and pay for it. They will thus acquire habits of economy. Most capable business men have at some time in their lives been seriously in debt. Nine-tenths of the business in the country has been built by judiciously borrowing capital to do it with.

SOMETHING BIG IN RUBBER.

The biggest "biscuit" of rubber ever seen in North America is on exhibition in a store in New York. It came from the upper Amazon, weighs a trifle over a thousand pounds and cost its owners \$1010. Around its largest circumference it measures ten feet, being composed of successive layers that form a practically solid mass throughout. There is enough rubber in the lump to make 5,000,000 "election" bands, or, if made into a single string, there is enough to make a line which would reach 150 miles.

Although the biscuit is now perfectly black it was pure white, like the juice of the milk weed, when taken from the tree. The native who made the lump first drove two crotched stakes in the ground at a distance of ten feet apart, and in the crotches he rested a smooth pole. Then he built a fire midway between the posts in such a position as to concentrate the heat at the center of the cross piece. The rubber in its fluid consistency, was poured on the hottest surface of the stringer, and as it felt the warmth of the fire it congealed. By turning the pole slowly around, the layer of rubber took its present shape, which is that of a big, overgrown biscuit.

It is slow work turning the stick and congealing the rubber, and a whole day is consumed in making a single layer. It took forty days to complete the biscuit in question, for besides hardening it, it had to be cured and smoked by processes very similar to those used in curing and smoking hams. The Amazon natives use a peculiar bark to effect the curing process, which is burned in the fire, and which imparts certain properties that prepare the rubber for preservation. The rubber which is here described smells so much like the ordinary sugar cured ham that one could not tell the difference if blindfolded. In this respect the rubber from the Amazon possesses a distinct superiority over that from Africa. In the latter country the natives seem to know nothing whatever about the curing and smoking process, and the result is that their rubber has an indescribably vile odor.

In preparing this big lump for commercial use, it will be first put into the grinder or mill, where it will undergo a treatment very like that of mastication. This makes it pliable. It will then be put into a calendar, where it will be flattened and drawn out into the required size and shape, after which it will be cut up into the shapes used in commerce.—Des Moines Trade Journal.

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for lime kilns, furnace linings, smelting furnaces, cupolas, and general foundry purposes. Write for prices and mention **HARDWARE**.

The Colman Hamilton Co., Ltd.

Livingston's Building,

Telephone 1998,

34 Yonge Street.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

Do You Sell Paint ?

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINCHAM & CO,

56 St. Peter St. MONTREAL,

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage **HARDWARE** and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

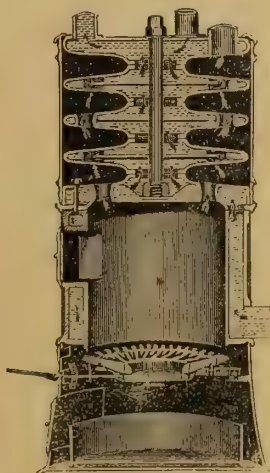
All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE : **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



-THE-
"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST.

H. D. SIMMONS,

AGENT.



STEEL WIRE CHAIN.

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making six sizes, viz., 0000, 000, 00, 0, 1 and 2. Send for samples and prices

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

THE TIN PLATE SITUATION.

During the year 1889 a total of about 5,650,000 boxes of tin plate were shipped from Great Britain to the United States, and in the following year 5,300,000 boxes were sent to this country. It is generally admitted that the supply on hand here December 31, 1890, was comparatively small. It is, therefore, a reasonable deduction from the data submitted that the average consumption of tin plate in the United States during the two years quoted was more, rather than less, than 5,000,000 boxes per annum. Shipments to this country from January 1 to May 30, 1891, amounted to about 3,475,000 boxes. During the first half of June about 450,000 boxes were sent, which completes shipments that can reach here before July 1st. This movement is far above the average for the corresponding period of previous years, exceeding that of 1890 by 1,617,000 boxes, and that of 1889 by 809,000 boxes. In these differences is reflected the extent to which supplies have been hurried forward so as to reach American ports before the increased tariff under the McKinley Act goes into effect.

At first sight the figures doubtless look imposing and cause many in the trade to arrive at the conclusion that the immediate effect of the increased duty, as far as it bears upon values on this side of the Atlantic, has been discounted in the higher range of prices established within the past six months. On this point, however, there is room for discussion; but the deeper the matter is looked into the stronger appear to be the facts in support of the impression that importations, large as they have been thus far this year, are not of sufficient volume to offset the increased consumption and higher rate of duty in regulating home market values. Last year the canning of fruit and several lines of vegetables was considerably below the average, owing to crop failures in certain sections of the country. The outlet for cans was cut down more or less, and, naturally, the demand for tin plate. Doubtless as much plate was used for kerosene packing last year as in 1889, and that the quantity consumed by packers of beef and meats generally was far in excess of the average of previous years is a matter of record.

In the latter lines the quantity of plates used thus far this year is considerable in excess of that of 1890. Official data show that the export movement of canned goods has increased, and there is reliable authority to warrant the statement that the home consumption has been much larger also. This may be an unimportant factor in itself, but when considered in connection with the favorable prospects for large crops of fruits this year, the heavy work done by canneries thus far in some varieties of the same and in various vegetables, the increase is by no means insignificant. In point of fact, the outlook is so favorable for heavy consumption of plates in the canning of food products

alone that the large importation is neutralized in a great measure, and lower prices in the near future are dependent almost wholly upon the extent to which American plates may come upon the market and the reduction in cost at the British sources of supply. Up to the present time American plates cut no figure. Should the production of plate in this country gain the rapid strides that the manufacture of other steel and iron has in recent years, the foreign markets need not be so much depended upon in the future.

With the adoption of modern appliances and improvements, the record of the steel rail industry may be repeated, or even excelled. It is patent, however, that the foreign sources of supply will have to be relied upon for some time to come. Out of, say, 5,000,000 boxes of tin plate consumed annually in this country, about 1,750,000 boxes go into the manufacture of packages for goods that are sold in foreign markets, upon which a rebate of 90 per cent. of the original duty is paid by the Government to the packers of the goods. There thus remains about 3,250,000 boxes, which represents approximately the amount that American manufactures can reasonably calculate upon having a chance to compete for, and it will doubtless be some time before they get into position to turn out that quantity.

The official figures for the quantities of tin plate re-exported under the drawback clause are, unfortunately not available for any period later than the fiscal year ending June 30, 1890, but they are accessible for previous years. Leaving out of account the quantities of tin plate in warehouse, which do not vary much, the imports of tin plate and the re-exports under the drawback system were as follows during the fiscal years 1889 and 1890:—

IMPORTS AND RE-EXPORTS OF TIN PLATE.		
	1889. Pounds.	1890. Pounds.
Imports	735,789,988	680,060,925
Re-exports	166,087,740	150,112,007

Apparent home consumption.. 569,702,248 529,948,918

It will be observed that not less than 22 per cent. of the total imports of tin plate were not retained in the United States. We may state that of the entire amounts of drawback paid by the Government during the past few years the sums for tin plate reached nearly one-half. In 1888 the amount was \$974,444.33, out of a total of \$2,889,356.60; in 1889 it was \$1,494,790.10, out of \$2,906,473.94, and in 1890 \$1,351,008.07, out of a total of \$2,771,224.99. In dealing with the quantities of tin plate which they will be called upon to produce in the early future, American manufacturers must, therefore, always make allowance for the large percentage of imports, approaching nearly one-quarter of the whole, which their foreign rivals are bound to retain for many years to come.

British makers have, since the period of heavy buying of plates for American account prompted by the passage of the McKinley Tariff bill, reaped enormous profits and worked their mills to the utmost capacity. Having supplied this exceptional demand a

curtailment of production has taken place, and surplus supplies at factories and shipping ports are now considerably below the average amount. It is estimated that less than 100,000 boxes remain at British shipping ports at the present time. Prices have been reduced, on the average, about 1s. 6d. (say 37½ cents) per box from the highest prices touched in the foreign markets.

This reduction, however, does not equalize the higher rate of duty as regards cost to lay down supplies in the American market on and after July 1. As a matter of fact, plates would have to be purchased in the foreign market at less than the lowest prices on record to admit of importations here after this month at prices now current. At the very bottom figure ever accepted in the British markets, the cost, plus the new duty, would be \$5.40 per box for Penlan grade coke plates delivered in this country; that of J. B. grade cokes would be \$5.53; ordinary Bessemer steel, coke finish, about the same as Penlan grade and Siemens steel \$5.59. Charcoal plates would cost, on the same basis, about present selling prices, andterne plates 20 cents to 45 cents per box more. It will thus be seen that present prices in this market will, on July 1, have been relatively lower than any ever reached in the foreign sources of supply. The new duty adds \$1.30 per box to the cost of importing IC and \$1.64 to IX, 14x20; \$2.60 to IC and \$3.28 for IX, 20x28, and a corresponding advance on other sizes.—Iron Age.

HARDWARE AS A NERVOUS CURATIVE.

Now that the musical click of the reaper is heard in the land, and the commissariat call of the patient and enduring mule is heard at intervals while he pulls along the weed-destroying corn plow, it is timely that music as a curative factor should be considered with reference to an entirely new and ingenious theory propounded by our esteemed contemporary the London Lancet. It seems that the tonal art not only soothes the savage breast in the diluted form of opera, but can be introduced into the unfamiliar field of therapeutics as a most effective aid in regulating the nervous system.

Music in general is to be used as a tonic, according to this new theory, strengthening the nerves and awakening the jaded brain. Fancy the strokes of the blacksmith's hammer upon his anvil "refreshing the vascularity of every organ," as we are told is a possibility. It is possible, for instance, for John L. Sullivan, in his play, wherein he pounds the anvil, to refresh this vascularity, and the choice music of a boiler shop, with external applications of boiler iron to the ear, is sure to prove a remedy for insanity. Indeed, it may yet become popular, according to the opinion of our professional contemporary, for physicians to prescribe doses of harmony as they now order capsules; as, for instance, for irritability, one feline chorus taken at night, for sciatic rheumatism, the anvil chorus played by amateurs, and so on. The theory is most ingenious. History establishes that in all ages, mania has been directly attributed to a malific combination of student and untuned piano, or upstairs boarder and cracked fiddle, and if like really cures like, there doesn't appear to be any reason why a converse effect should not result from a well-played anvil symphony. At all events, lymph makers can not hold a monopoly of modern medical theories; heavy hardware, towit, anvils, sledges and boiler iron, are bound to come to the front as curative factors.—Stove and Hardware Reporter.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Pure Prepared Paints,

THE BEST IN THE MARKET.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

This week's iron cables are steady at 1 to 1½d. decline as compared with a week ago. Spot tin is still lower, showing a drop of 13s., but future is steady. Copper is firm at 10s. advance. Lead is 2s. 6d. down while spelter shows 2s. 6d. advance. Another £2 drop is noted in antimony, and another 3d. in tin plates. Cokes are now cabled at 13s. 6d. against 14s. same date last year.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£91 17s. 6d.	£92 10s. 6d.
Future—	92 oos. od.	92 oos. od.
Copper, B.E.S.—	60 10s. od.	60 oos. od.
Lead, S.E.	12 15s. od.	12 17s. 6d.
Spelter,	23 15s. od.	23 12s. 6d.
Antimony,	50 oos. od.	52 oos. od.
Tin Plates—Cokes	13s. 6d.	13s. 9d.
Pig Iron—Scotch		
Warrants.	47s. 1d.	47s. 2d.
No. 3 Middlesboro',	41s. 7½d.	42s. od.

MONTREAL MARKETS.

MONTREAL, July 3, 1891.

With two holidays taken out of the week the opportunity for business has been restricted, in fact the week has been a rather quiet one, but it is just the season when there is somewhat of a lull in the movement out of first-hands, so that the condition is natural enough, for reports ex distributive business indicate a steady healthy sort of movement. The tone of prices generally has been steady, and we have no change to note in any particular line from the position we noted a week ago. In iron the market has been quiet, some small lines of pig moving ex store on a fairly steady basis. While in sheet material the same bare market that we noted last week is still a prominent feature, and the supplies that have arrived since have been inconsiderable. In fact none except such as are under orders have been received. As a consequence tin and terne plate, Canada plates, etc., are steady to firm.

PIG IRON.

There has been only a small quiet trade in pig during the week with no special transactions to mention. Prime brands of pig are

steady ex store at about \$21 to 21.50, with small lots a shade weak, and lower brands such as Carnbroe, etc., accessible at \$19 to \$19.50. The same applies to other brands.

BAR IRON.

There has been only an ordinary sort of business to note in a jobbing way, with little doing from first-hands. The basis for round lots is \$2, with a proportionate advance when smaller quantities are under negotiation. Hoops and brands have the same easy tendency as bar, and we quote \$2.40, last week's figure.

NAILS.

There is little to say about the market, but some new business in a jobbing way is reported at \$2.15 to 2.20, but orders are still under way on the old basis. They, however, represent negotiation done pretty far back.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

TIN PLATES.

There has been little stocks come to hand since our last, and stocks are in the same small compass as we noted a week ago. Cokes are scarce and firm in consequence at \$2.65 for best, and \$2.45 for wasters. Charcoal, little to be had, at \$5.25.

TERNE PLATES

With little or no stock here as we noted a week ago, values are nominal, and we cannot quote any price out of first hands. Supplies near at hand are inconsiderable, in fact nothing is definitely known regarding quantity.

CANADA PLATES

There has been some business to note in this line, and supplies in first hands are still more reduced, while the fresh supplies at hand are not large, and mainly controlled by one dealer. We quote \$2.40 ex ship and \$3 ex store.

COPPER.

There is nothing to note regarding this article, the feeling being firm as heretofore and we quote, 13¼ to 15c. as a range.

CHEMICALS.

The chemical market is unchanged generally and business quiet. Cutch is firm at the recent advance, 8½ to 9½c. and sulphur roll no more plentiful than 1st week at \$2.25. Heavy chemicals are all steady.

OILS.

There is no special feature in the oil market to note. Cod remains steady, while seal has been moved out of first hands at 47½c.

jobbing out at a slight advance on this. Linseed remains unsettled as we noted last week at 62c. for raw and 64c. for boiled.

GLASS.

There is no change in glass and we quote \$1.35 for lots in a round way with \$1.40 to \$1.50 for smaller quantities.

LEADS.

The market is the same. We quote:—Choice, \$6.00; No. 1, \$5.50 @ \$6.00; No. 2, \$4.50; No. 3, \$3.25; dry white, 6c.; do. red, 4½c.

NAVAL STORES.

There is a fair demand for most all kinds of naval stores and prices generally are steady. We quote:—Turpentine, 58 to 59c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep-sea line. Pure manilla, 13¼c. for 7-16 and upwards, and 13¼c. for smaller sizes.

CEMENT, ETC.

There is little change to remark in the cement market, and stocks arriving are being steadily absorbed on account of old orders. Prices remain steady at \$2.25 to \$2.45 for Belgian and \$2.40 to \$2.50 for best English brands. Firebricks are dull with little or no demand, and prices weak—\$18 to \$24 per 1,000 being the nominal quotation.

PETROLEUM.

The demand for Petroleum in a regular way is noteworthy small just now, and there is little to note in consequence. We quote:—Canadian 12¼ to 12½c. at Petrolea, 14 to 14½c. in car lots at Montreal, and 16c. for single casks. American, 20c¾. in car lots and 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots and 22c. for single brl. 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½ to 15c.

TORONTO MARKETS.

TORONTO, July 3, 1891.

Since our last review of markets a good general trade has been done. In the city, business which has been rather unsatisfactory all year, has been in a better condition and has been gradually improving the past two weeks. Payments are generally fairly good. The market is without special feature. Prices on nearly all goods are firm and in many lines there is an improved tendency.

METALS.

IRON AND STEEL—The movement in pig has been fair, values are unchanged and the market is without any special feature this

MARKETS—Continued.

week. A few import orders for Scotch have been booked at or about our quotations. In a small way a number of sales of American to the foundries have been reported at unchanged prices, though buyers are holding back for easier figures. A sale of 100 tons Siemen's is reported on private terms.

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$21.
No. 3 Calder \$22.	No. 3 Middlesboro \$20.
No. 1 Sum'ree \$23.	Carnbroe \$20.75-21.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch and Norway \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23.
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.
" 2 " \$21.50.
" 3 " \$21.

BAR IRON—Is more active and prices are fairly steady.

In structural iron no special features have been reported.

The Bulletin of the American Iron & Steel Association contains the following in this week's issue: "The exports of iron and steel from Great Britain to all countries during the first five months of the present year aggregated 1,303,313 gross tons, as compared with 1,672,968 tons in the same period of last year, a decrease of 369,655 tons, the falling off being very heavy in railroad iron of all sorts. The aggregate exports of iron and steel from Great Britain to the United States, however, for the five months under review show a considerable increase, the exports for the first five months of 1891 aggregating 233,910 tons, as compared with 176,874 tons in the first five months of 1890, the increase being wholly in tin plates, of which we have imported 199,686 tons this year, against 108,234 tons last year. In pig-iron the exports from Great Britain to this country show a decrease of 28,976 tons."

COPPER—The advance in England has been felt here to the extent of hardening prices, though no quotable advance has occurred. Sellers are firm at 14½ to 15c. for ingots and at 18 to 20c. for sheets.

TIN—Is firm locally at quotations, but the demand has been light and prices remain at 23 to 23½c. inside figures being for large lots.

LEAD—This market is almost bare of stock and holders say that nothing can be bought under 3¼c. here for domestic and 4c. for imported.

ZINC AND SPELTER—Continue without feature. Demand is light and prices are fairly steady.

ANTIMONY—Weaker with little or no demand. Prices are nominally unchanged at 16 to 16½c. for Cookson's and 15 to 15½c. for other brands.

TIN PLATES—No new feature to note in the market. The most desirable brands and sizes continue scarce and are likely to be until late in August. For late fall deliveries prices are a shade easier than a week ago.

TERNE PLATES—Are very scarce. Montreal buyers have endeavored unsuccessfully to get a few lots from here. The stock here is very light and buyers are firm at \$8.75 to \$9.

CANADA PLATES—Are unchanged. Spot demand is not large and prices are steady at \$3.15 to \$3.25 according to brand is quoted. To arrive \$2.90 to \$3.10 seems to be the wide range.

GALVANIZED IRON—No change is reported and demand is fair.

CUTLERY.

There is only the usual seasonable business doing among jobbers, but the offerings of goods to arrive are more numerous and in greater variety of style and quality than ever before. For well-known brands the usual orders are being or have been placed, but unknown makers coming on the market for the first time, find it hard to make sales unless the concessions they make are sufficient to induce jobbers to advertise and introduce the goods. Many British and German makers who have hitherto done a good business with the States are now looking for a market here.

NAILS.

The nail market remains in the same condition as last week, with purchases smaller, which will allow manufacturers to catch up back orders.

TWINE.

Orders are nearly all delivered. From present outlook when season opens there will be a general rush, which will effect prompt delivery. A great many of the dealers holding off or have purchased in smaller quantity than last year. Prices unchanged.

PAINTS, OILS, ETC.

Last week's prices hold throughout the list for this week. Trade has been satisfactory. Though not large it compares favorably with the average activity in the opening of July, which is usually the beginning of a very dull season that lasts two months. The trade has found the past June one of the best in their experience, and that month is usually a good one for the paint and oil men.

Turpentine is firmer at 58 and 59 than it was a week ago, supplies here being for the moment somewhat limited again. The price will hardly have time for any upward movement as fresh arrivals are about due. White lead is steady at 5 1-2c. Linseed oil is moving quietly at 67 to 68c., the former for raw the latter for boiled. Prepared paints are dull. Dry and oil colors are nominal.

GLASS.

A very good demand is kept up for glass and prices are unaltered from last week's quotations. Stocks are pretty full and lower prices are expected to be reached before fall glass is received.

OLD MATERIAL.

The holiday made this a short week, and the volume of business done shrank accordingly. Aside from this cause there was a marked falling off from the rate of activity that has for weeks been kept up by the supply. All lines have within the past six weeks been affected by the stagnation at the outlet of the trade. This week No. 1 wrought scrap goes down to 62½ to 67½c. Other prices continue as reported last week. We quote as follows:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 9c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Not much can be said of the petroleum trade that might not be said in any mid-summer week, when long daylight makes trade dull. It is dull now but prices are steady.

The Petrolia Advertiser reports: Petrolia crude \$1.36½ per bbl. Oil Springs crude \$1.37 per bbl. The above prices now rule, and will, in all probability, continue to rule during the next few weeks, unless some large strikes are secured. During the heated term the oil business generally remains quiet, it being the dull season of the trade, but the drill will continue all the same, and new developments that will increase the production made. Refined is 12½ to 13 cents in car lots, with a strong upward tendency being noticeable as the season advances. A very large and active business is being anticipated this fall, by all engaged in it.

PRESERVING KETTLES.

We have these in CAST IRON ENAMELLED, IRON CLAD, AGATE WARE, and RETINNED.



In view of the small fruit crop last year and the good promise for this, we would urge customers who propose ordering from us to do so early and save delay when most needed. If you have not had sample order of our Enamelled Iron and Iron Clad Ware YOU ARE LOSING MONEY.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

MARKETS—Continued.

HIDES, ETC.

HIDES—Are steady at 5c. for No. 1 green, and 6¼c. for buffs.

SKINS—Pelts and lambskins are 20 and 30c. respectively. Calfskins are 6 to 8c.

WOOL—Is very dull at 18 to 19c. for fleeces.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.15	\$4.60	\$4.30
" Net.....	3.71	4.11	3.84
Egg Gross.....	4.25	4.70	4.40
" Net.....	3.80	4.20	3.93
Stove Gross.....	4.25	4.70	4.44
" Net.....	3.80	4.20	3.93
Chestnut Gross....	4.25	4.70	4.40
" Net.....	3.80	4.20	3.93

AMERICAN METAL MARKETS.

NEW YORK, July 3, 1891.

There is no visible change in the situation in the iron and steel trades. Buyers operations all along the line are conducted in very much the same manner that they have been for some time past, and new enquiries are not of a character that would indicate greater or more urgent wants in any quarter. Sellers' movements, too seem to be governed by a cautious policy, and, while the lengthy period of comparative inaction is the reverse of gratifying, there are no signs of anything in the nature of a stampede or radical movement in values. The adverse conditions existing are, for that matter, combatted against with remarkable success by sellers in most department, and the surface indications are that accumulations of supplies at mills and furnaces must increase considerably more than they have during the past three months to cause alarm. The fact remains, however that producers are in need of a broader outlet, and, whether financial influences may have a more pronounced influence in the immediate future, it is obvious that good management on the part of producers and their representatives is necessary to hold the market in present shape unless consumption improves considerably.

Some sellers of foundry pig iron who handle an article that does not stand well in the esteem of consumers quote comparatively low prices and appear to have more supply than they can find outlet for. This fact has a certain degree of influence with consumers who are looking for lower figures, but it does not appear that the sale of re-

liable iron is affected a great deal. For that matter, first class brands are moving off steadily at old prices, while deliveries of the same, in a few instances, are rather backward. The recognized standard Lehigh makes bring \$18 for No. 1 and \$16.50 for No. 2. There is some Pennsylvania iron that may be had at 50c. to \$1.15 less, and Southern at about the same figures. Bessemer pig of prime quality brings \$16.00 to 16.50 at furnace, and is selling fairly. Spiegeleisen remains quiet, and prices are nominal, with 20 per cent (foreign) quoted at \$28 to 29. Ferro-manganese is dull at \$64 to 65 quoted for 80 per cent. For old material the demand continues slow. Iron tee rails are quoted at \$20.50 to 21, steel at \$17 and No. 1 wrought scrap at 20 to 20.50 f. o. b. cars at shipping port.

Local sales agents report that small orders for steel rails representing a fair aggregate amount are being picked up, but there are no large orders on the market and the combine of manufacturers seems to be about the only thing that prevents prices from falling. As matters stand, \$30 f. o. b. mill and \$30.75 at tide water, are the rates adhered to. In billets and rods there is a fair business, chiefly at prices that have ruled for some little time past.

TIN Pig tin prices are again lower in the London market, and business is sluggish at the decline. Purchases for consumption have improved to some extent, but dealers have bought sparingly and 50 tons will probably cover the speculative dealings during the past three days. Sales were made of 10-ton lots at 20¼c. net cash for July and 20.35c for August delivery. The spot prices were about 20¼c. net cash for round lots and 20½ to 20¾c. regulate for jobbing quantities.

COPPER—Copper is unchanged. Consumers are picking up small lots of Lake Superior ingot at 12.90 to 13c., but buy little, if anything, over and above what may be needed to tide over immediate wants. From other quarters there is very little demand. Arizona is quoted at \$12½c and common casting copper at 12c., but the firmness in those varieties is due almost wholly to shipments of matte to Europe on old contracts. Local demand is light.

LEAD—Pig lead has been selling in single carload lots only, and slowly at that, but holders stand out firmly at 4.45 to 4 1-2c. The production it is claimed, is not excessive and holders appear content to quietly await consumers' wants.

SPELTER—Spelter is offered very sparingly, and, while the demand still runs light, the current output is so well disposed of that

smelters are very confident. For prime Western 5.10c. is named as strictly inside price; 5.15 to 5.20c. is generally asked.

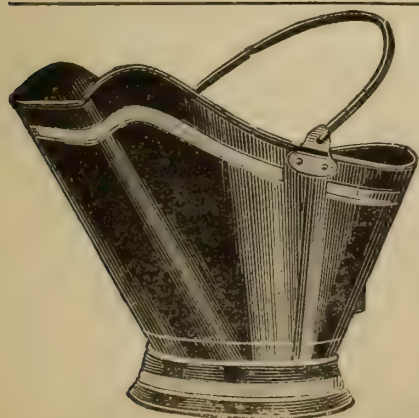
TIN PLATES—Tin plate prices stand practically as they were a week ago. The owners of the extraordinary large supplies here manifest no uneasiness, but buyers appear inclined to a contest and business therefore is almost at a standstill.

BRASS MAKING.

The business of brass making requires intelligence and scientific acumen. The process of manufacture is not the least uninteresting, and may be briefly described: After weighing out the proportions of metals, they are melted in crucibles, holding anywhere from 20 pounds up, in a furnace. The metal is then poured into cast-iron molds, made strong, and thus the brass ingots are formed, varying in size, and are from 3 to 14 inches wide, from 1 to 5 feet long, and from 1 to 4 inches thick. The ingots are trimmed by cutting off with a huge pair of shears weighing several tons the rough portions formed in casting by the mouth of the mold, then passed to the rolls, which are of chilled iron, 20 inches or more in diameter and 3 feet or over long, and are reduced by degrees to the required thickness. It can be reduced only a little in thickness at each rolling. After passing through the roll once it becomes hard and brittle, and before it can be further reduced it must be annealed. The annealing is done in furnaces called mufflers, which are shaped like ovens, from 5x30 feet upward in width and length. Each time, after annealing, the metal has to be cleared of the smoke and oxide, and this is done by immersing it for a time in a bath of sulphuric acid. The temper of the brass depends mainly on the manner of rolling; the color, ductility and other properties depend upon the proportions of the ingredients. Lead, tin and antimony are sometimes added in small quantities to produce brass of a quality suited to a peculiar work.—Age of Steel.

Rivalry, open, fair, good natured and enterprising, is the life of business.

The neglect to look after minute details in the factory is a source of great loss to many producers.



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

MR. RITCHIE AND THE COPPER COMPANY.

The following statement concerning the rumor of Mr. S. J. Ritchie's being no longer connected with the Canadian Copper Company, made by him to a reporter, has been published:—Early in March last the secretary of the company attempted to make a contract with the representatives of the late French copper syndicate, and with other parties, by the terms of which the whole nickel product of the Canadian Copper Company for a long term of years was to be shipped out of the country to these parties in the form of matte, the crudest form of material, aside from the ore, which it is possible for the company to produce. I understood thoroughly well that if such a policy were attempted to be carried out the Dominion Government might at once impose such an export duty upon this raw material as would bankrupt the company, and the worst of it is that such action on the part of our company would have justified the Government in imposing such an export duty. Knowing this, I at once served notice upon the New York parties that no such contracts would be carried out. In return for this a circular, signed by the secretary of the company, Mr. McIntosh, and authorized by the president, Judge Burke, of Cleveland, was scattered broadcast, in which it was stated that I had no stock in the company, and had no interest in it. That circular was a tissue of falsehoods, of the most shameless and glaring character from beginning to end, and if made under oath in the state of Ohio, would by the criminal laws of that state, have rendered the parties making them liable to a cool place in the penitentiary. There is not nickel enough in Canada to induce the parties to that letter to swear to the statements contained in it before any court in our state. I have from the first been in favor of, and have everywhere advocated, the policy of having this mineral, of which Canada has almost the monopoly, manufactured into its highest marketable form in Canada, and have asked and still ask the friendly aid of both your Dominion and provincial Governments to enable me to bring this about. In this I have been opposed by some of those associated with me by every means known to treachery, falsehood and disreputable conduct. I only make this statement to the public on account of the daily, I might almost say hourly, importuning which I had about the circular referred to. It would not be stating the case fairly, however, to say that all the members of the Canadian Copper Company have thus opposed what is a matter of so great material interest to Canada. Senator Payne, of Cleveland, who is a large owner of nickel lands in Canada, has, up to the present time, been an honorable exception, and I trust will remain so. Canada has many millions of dollars at

stake in the settlement of this question, either upon the lines of the policy advocated by myself or upon those advocated by the men who are opposed to me. I think I shall need no certificate of character to prove that everywhere, upon all occasions, both in your country and in my own, I have been the unceasing advocate of such measures as would best tend to develop Canada's material prosperity. I intend to remain so and to let the country judge between its friends and its enemies."

THE DETECTIVE BILL CONDEMNED

The council of the Board of Trade held a special meeting on Friday, at which Messrs. James Ince and Charles A. J. Farquhar were elected members. The rest of the time of the meeting was taken up with the discussion of this resolution which was finally carried:

Moved by Mr. Brock, seconded by Mr. Ince: That this board, having had under consideration a bill entitled "An Act to regulate private-detective, financial and commercial agencies and corporations," beg to submit that clauses 2, 3, 4, and 6, if they became law, would be detrimental to commercial interests and seriously affect business. Reputable agencies such as described are a benefit to the development of trade, and drawing, as they do, their chief financial support from the mercantile community, we submit that they should not be interfered with as this bill devises."

Clause 2 provides that private detectives and persons engaged in obtaining and furnishing information as to the financial, moral or social standing of people shall take out a license.

Clause 3 provides that the books of private detectives shall be open for the inspection of all whose names are recorded therein.

Clause 4 makes it unlawful to record the name of a business man in such books without his consent. This is an especially ridiculous provision. It practically means that a prospective employer would have to first obtain the assent of the person wishing employment before he could enquire privately as to his character and social standing.

Clause 6 makes it incumbent on all private detectives to keep a stated sum of money on deposit in the hands of the Minister of Finance, in order that all judgments which may be obtained against said detectives may be properly satisfied.

Mr. Gillespie, a well-known commercial traveller, was married on the 24th ult. at Winnipeg to Miss Scoble, daughter of Col. Scoble.

W. G. Colville of Port Hope, representing Globe File Co., and the celebrated Copperine Babbitt, "Spooner's" made HARDWARE a call this week.

The S.S. Montevidian on its way from Liverpool to Montreal, caught fire and narrowly escaped destruction. She had 12 tons

of Curtis's & Harvey's sporting powder for Rice Lewis & Sons, Toronto. The powder however arrived safely and is in their magazine near Toronto.

The London plumbers want a nine-hour day and 25 cents per hour. President Spence, Toronto Union, attended the journeymen's meeting Tuesday night and promised them the assistance of the united association in securing their demands. The union numbers 14 members and there are four employing plumbers in the city.

A. C. Leslie & Co., Montreal and Toronto, whose advertisement appears for the first time in HARDWARE this week, are agents for several cutlery firms, chief of which are Joseph Rodgers & Co., and E. M. Dickenson both of Sheffield. Mr. Leslie himself has charge of the head office and his son looks after the western business with his head quarters at 18 Front St. west.

Nothing angers a man or woman more than the promise to have goods delivered to them at a certain time and no goods appear. Every merchant should by all means see that goods are delivered when promised. Many are so anxious to trade that they will promise a customer anything when they know at the time they cannot fulfill it. This scheme may work once or twice, but it does not pay to continue it. We recognize the fact that many patrons are unreasonable in their demands, but a merchant should learn to say no in a way that will not offend.—Commercial Tribune, Denver.

Soap and water are cheap, but soil on goods is expensive.

A feather duster disperses but does not remove the dust from the store.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can.
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier.	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq de St. Hyacinthe.
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
St. Stephen's Bank.	

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

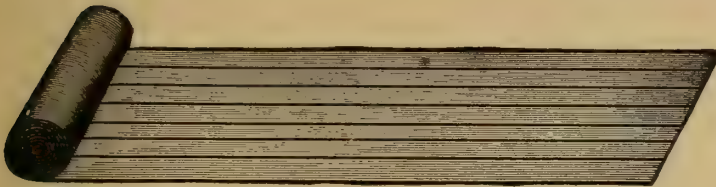
FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Our stock of Harvest Tools and Spades and Shovels is now complete. Shall be pleased to receive orders for shipment promptly or immediate future, as we are desirous of our customers escaping inconvenience of delay in middle of the season.

Write for prices on Churns, Ice Cream Freezers. "Lawn King" Lawn Mowers, Garden Hose, and Barrows, Ladies Garden Tools, Shears, etc., etc.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL

FACTS ABOUT HOT-WATER HEATING.

We extract the following from the Heating Engineer, of New York:—

"In the design of a hot-water heating system, the first question considered by the fitter is: the quantity, location, and distribution of the radiating surface. Having arrived at a conclusion, by theoretical considerations, or possibly by previous experience in the same line, the next point for determination is the style and size of the boiler to be employed. It is not our purpose to consider the latter of these determinants, there being on the market to-day many styles of boilers, each possessing peculiar attributes of its own, and for all of which many good points are claimed.

Passing, therefore, to the second topic—that of size—we meet at once, upon consulting the circulars of the various manufacturers, a remarkable variation in sizes specified for given areas of radiating surface. For example, one circular gives for the number of square feet of radiating surface supplied by one square foot of boiler-heating surface, 22.8; another runs as low as seventy-five, and many can be found giving ten square feet of radiating surface per square foot of boiler-heating surface. The reason for such a wide variation in proportions, which, when we remember that the sought-after result—viz., the heating of a fixed maximum number of degrees—is constant, has been attributed to difference in detail, in material, and in proportions of the boiler. When, however, it is remembered that many of the hot-water boiler manufacturers are interested in some one of the many forms of hot-water radiators, a further factor contributing to the varia-

tion above spoken of can be discovered. We allude to the amount of water contained in the heating system.

Without attempting to enter into the vexed question of the exact cause of the circulation in a hot water system, about which Tredgold, Bramah, Hood, Mills, and Baldwin have presented able arguments in support of their own theories, we will simply accept the fact that there is a motion, and that motion is occasioned in some way by the application of heat to some part, preferably the lowest, of the apparatus, thus causing a disturbance of the hydrostatic equilibrium, resulting in a flow.

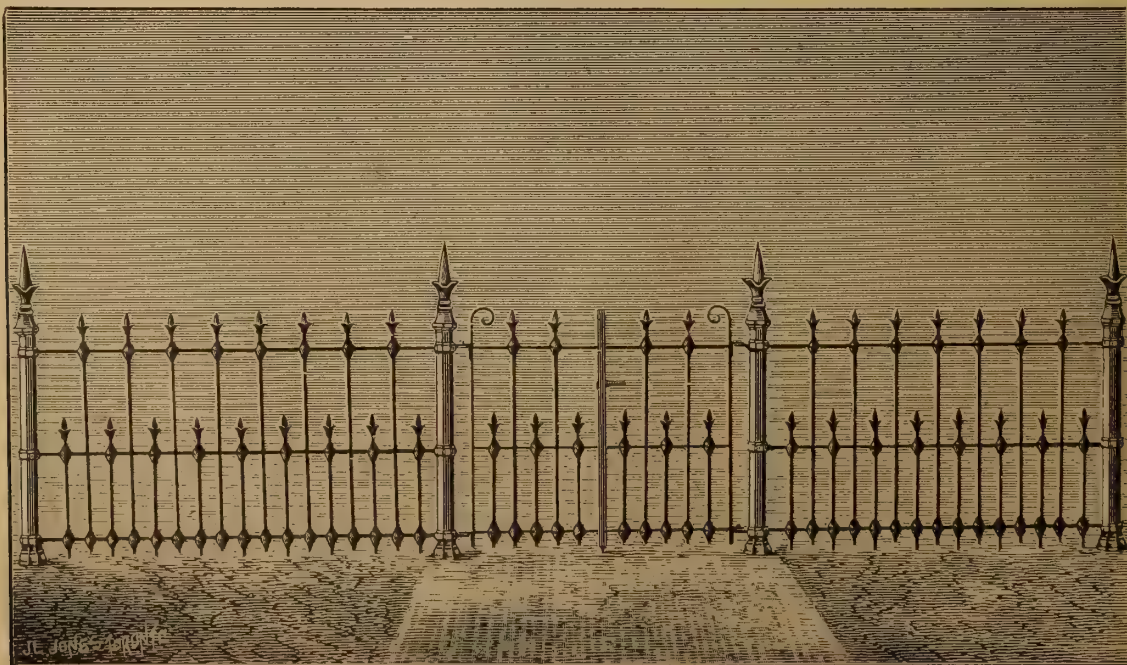
One point here: It is a recognized fact that a clean, sharp fire, consuming about four-tenths of a pound of coal per square foot of heating surface per hour, results in a maximum economy of fuel. Dr. Chas. E. Emery, in his very able report on the Centennial Boiler Trials, was the first to demonstrate such a fact. And from the same trials there follows as a corollary to this statement, that two boilers of radically different types, but of good design, burning the same coal at the above rate, the potential and economic merits will be found equal. This applies to our subject in this way: When we have a minimum amount of water in circulation in our system we can employ a minimum size of the boiler, thus insuring a neat approach to our figure above given. Again, Baldwin, in his work on "Hot Water Heating and Fitting," states very clearly, concisely, and accurately (page 210): "Anything that quickens the circulation through or within a boiler or over its fire surfaces will increase its capacity per unit of surface." Hence, where a minimum amount of water is in circulation the difference in temperature

between the flow and return will be greater; hence the velocity of flow, and consequently the circulation, will be quickened, and we can use a smaller boiler than we could were our quantity of water greater and our circulation more sluggish. It may be argued here that when we increase our velocity we increase our friction; true, as far as such a general statement of fact goes, and if the velocity was as great as is frequently found in city water mains, an increase in rate of flow might be a serious consideration. But Box has shown ("Practical Treatise on Heat," page 200) that with a two-inch hot-water heating pipe one hundred feet long, exposed to air at sixty degrees, the water leaving the boiler at two hundred and ten, returning at two hundred, the velocity in feet per second is less than four-tenths, and for greater differences in temperature between the flow and return and for larger-sized pipe the velocity is much smaller. We may, therefore, dispense with the idea that with an increased velocity the loss of heat by friction is sensibly increased.

Again, with the minimum quantity of water in the system, and consequently a more rapid circulation, it follows that the building will be more quickly warmed or cooled than when a greater quantity of water is employed. In other words, one of the great points claimed as a superiority of hot water over steam, viz., susceptibility to automatic government by change in outside conditions of temperature, is most apparent when we have a minimum amount of water in circulation per square foot of radiating surface.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

Work can always be found in a store without double-million microscope.



Send for Catalogue.

SHIPWAY MFC CO.,

**70-76 Victoria St.,
Toronto.**

ELECTRICAL WELDING.

The following article is condensed somewhat from a paper read recently by Mr. C. Perrine, D.Sc., of the John A. Roebling Son's Wire Company, of Trenton, N.J., before the American Institute of Electrical Engineers, New York, and shows the remarkable development of a very new process.

The Roebling company were the first to make perfect joints in telegraph and ocean cable wire by welding.

In ocean cables, which are made up in bundles of great and exact length, it was customary before the introduction of the new process, carefully to scarf and fit the joint, which was then brazed with silver solder. This joint possessed the disadvantage of being slow and difficult of production. But by the new machines, three boys on three machines were able to make over 38,000 welds in seven months.

At New Haven a company is engaged in uniting Norway iron to Swedish steel in shapes required for carriage irons and fifth wheels. The bur is removed by a drop hammer at the same heat at which the weld is made. The soft crescent steel tires of the bicycles made by one New England firm are welded and afterward formed by dies at the same heat. At Trenton the new process is being employed to make a weld in a wire rope to avoid the tedious operation of splicing. At Hopedale, Mass., spinning rings two and one-half inches in diameter are being formed from a piece of bar iron, and, after the bur has been reduced by a series of dies, are finished by a rapid method.

Steel axles are being welded by electricity at South Bend, Ind. After the weld is made it is removed to a drop hammer, making about three hundred blows a minute, and then, at the same heat, the axle is set ready for the market.

The welding of steel rails is meeting with great success at Johnstown, Pa. The electro welding machines are responsible for two new kinds of wagon wheels. In the first, made at Quincy, Ill., the hub is cast of malleable iron with spokes about three inches long.

To these are welded, by one machine, wrought-iron spokes, and by another machine these spokes are upset into the rim, which is itself welded into a tire, the product being a wheel the spokes of which are less liable to rattle loose at the hub. In the second, made at LaPorte, Ind., the hub is composed of two drop forgings of low grade steel grooved to receive the spokes; one-half is placed on the base of the welder and the spokes are laid in their grooves; then the other half of the hub is put on and the clamp brought down. The current is then applied and the whole, spoke and hub, welded solidly.

At Cleveland, O., a typographic company is electrically welding brass to steel, and at Indianapolis the hardest steel of band saws is being successfully welded, the process being ingeniously used to replace broken teeth in finished saws. Formerly, when one or

two teeth came out of a saw, it was necessary to cut the saw down to a smaller size. At present a new tooth can be fitted in and electrically welded in place, a drop of oil at the weld restoring the temper to a serviceable point.

In the new wire-wound guns one of the most important specifications for the wire was that it should be readily jointed by the electric-welding process, and in the new Crozier gun now constructing, the wire will be wound in one continuous piece under a constant and heavy strain. This wire is one-tenth inch square, with 180,000 pounds breaking strength and 100,000 pounds elastic limit, tinned as lightly as possible. The gun is to be made by winding the wire over a steel tube and shrinking a ring over the whole, for the purpose of longitudinal strength; the

welding process is simply the same as that described for round wire, and is reported as having given satisfactory results.

For the Charleston Navy Yard there is about completed a machine for welding ship chains up to two-inch diameter links. These links are formed in halves and fitted roughly to each other, the welds being made in both sides at once by the same heat, which can be regulated to force either side at the will of the operator. When completed both welds are forged immediately in a die by the same hammer. By this method only the points to be welded are heated, and as these are immediately forged one could expect from the process a nearer approach to the strength of rolled metal than where the whole link is heated in the ordinary fire to a welding temperature.—Journal of Commerce.

THE PITTSBURGH LAMP.

The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.

The John Bull Steel Plate Range.

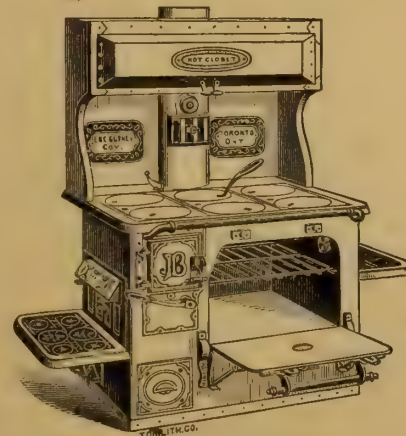
The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.



—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.



SALES MADE OR PENDING.

Limoces & Co., general store, High River, sold out from July 1st.

D. Locharty, general store, St. Joachim, succeeded by David Sora.

Felix Plante, (estate of) general store, Moose Jaw, advertised for tenders for stock.

PARTNERSHIPS FORMED AND DISSOLVED.

Scarfe & Co., manufacturers varnish, Brantford, dissolved, Mrs. S. E. Scarfe continues.

FIRES.

C. J. Williams, Canadian Oil Co., Hamilton, store burnt, partially insured.

REMOVALS AND DEATHS.

James Smith, general store, Bathurst, deceased.

Peter Paint, general store, Port Hawkesbury, deceased.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

R. J. Irwin, general store, Shelburne, assigned.

N. Miller, & Bro., general store, Cornwall, assigned.

Henry Gardner, general store, Halifax South, assigned.

David Courchene, general store, L'Avenir, demand of assignment.

A. G. Hepworth, general store, St. Laurent, assigned in trust.

A. L. McKechnie, general store, Mount Forest, offering to compromise.

THE TEN-AND-ONE-HALF-INCH ARMOR PLATE TRIAL.

A decisive test of armor plates is about to be made at the new Indian Head proving grounds. The plates are to be of a thickness of $10\frac{1}{2}$ in. and of the usual 8x6 ft. face. Carnegie, Phipps & Co., of Pittsburgh, are to furnish them. At this trial there will be representatives of the all steel type of plate; the steel and nickel plate of ordinary make and treatment; the all-steel plate treated after the Harvey process; also the nickel plate treated after the Harvey process. It is expected that the Harvey treatment will this time be applied at the Washington Ordnance Yard.

The essential conditions of the Harvey treatment are that the plates shall be so enclosed as to assure an absence of oxygen, a controlled presence of carbon, and an especially high and controlled temperature, such temperature being increased or decreased according to the degree of hardness required when tempered. The higher the degree of temperature to which the plate is originally subjected the higher will be the temper pos-

sible to give the metal after treatment. The plate to be treated is carefully bedded in a finely powdered carbonaceous material, preferably hardwood charcoal, the charcoal or carbonaceous material being enclosed to prevent it being consumed. Different portions or layers of the plate are subjected to different temperatures so as to vary the nature of the several portions or layers, giving them different tempering capacities, yet leaving the whole clean and free from scale or blisters.

The heating process is conducted slowly, to permit the interior portions to be thoroughly and evenly heated to the required temperature. After an assured and thorough heating is accomplished the plate is allowed to cool, care being taken that the heated portions shall be exposed to the air as little as possible, to prevent any oxidizing of the face.

The thicker the plates the longer time is necessary for the heating. The color of the material after cooling defines its capacity for tempering. Thus, if raised to a temperature of 3,000° Fahr. and allowed to cool to a temperature of from 200° to 300° before being removed from the charcoal bed, the material will be found to be quite soft, will show a clean, smooth surface of a gray color, and will be found capable of taking the highest possible temper. Lower degrees of temperature will give different corresponding colors, and different colors will give different tempers. Thus, for instance, a lower temperature will give a gold tint; material of gold tint will take a temper almost as high as will the gray tint; a still lower temperature will give, when cooled a pale blue tint, which will be found to take a reduced temper; a temperature as low as 1,500° Fahr, will give, when cooled, a dark purple tint, and a moderately low temper will be the result.

This next plate trial will settle in a great measure the nature and mixture of the armour plates for the new ships. It will be a similar trial to that of last September at the Annapolis proving grounds, except that no foreign-made materials will be used. American-made projectiles of the Carpenter steel pattern fired from American 6 and 8-in. guns are to be used.

The aim and object of all these recent tests has been to ascertain the best possible combinations and conditions for attack and defense.

In the preparation of the plates for the coming trial, the best of care and ability will be exerted, and they being all constructed by the same company, there can be but little doubt as to the value of the final results.—[Railroad Gazette.

There is quite a flow of gas from a hole near Port Haney, B. C., sunk by the Canadian Pacific Railway Company in prospecting for coal. Some experts are of the opinion that natural gas in large quantities would be found by deep boring.

BUSINESS CHANCES.

WANTED—TO PURCHASE AN INTEREST in Hardware business. Understand it thoroughly; could take charge of office; all communications confidential. Box 108, Brantford, Ont. 25

CUTLERY—Good knives, good value. See our samples and prices.

SPOONS—Our "African" Silver retain their color and are cheap.

STEEL—Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,

Manufacturers of

Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.

PETROLIA, - ONTARIO.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers' experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

BROKERS

—AND—

COMMISSION MERCHANTS
IN CANADA

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

COOKING BY MACHINERY.

An ingenious little European device for cooking eggs is made in the shape of a box which contains a tin drum hermetically sealed and filled with a fluid that does not change. The drum, hung upon its axis, describes a semi-circle to the right. The balls that belong to the mechanism are placed in corresponding openings, and from these are passed into a cup-shaped cavity on the outer surface of the drum. The fluid contained in the latter prevents the drum from turning too rapidly, and it flows very slowly from one to the other of the various peculiarly connected chambers.

By throwing the ball into the deeper or shallower of the cups the time of the rotation is regulated. When these cavities reach the bottom the ball drops out on a bell underneath. After the signal has been given the ball rolls back to its original cup, and the mechanism adjusts itself anew. When the machine is to be used again the lever shown on the outside of the box is turned for a moment to the left.

Both hard and soft boiled eggs can be cooked by this ingenious regulator. It is very easily manipulated. As soon as the eggs have been put into the boiling water, one of the little balls, which come with every machine, is thrown into one of the openings on top. The openings are marked "soft" or "hard." The eggs will have boiled the proper length of time when the bell gives the signal.

You can lose more than we do by not subscribing for this paper

SAPOLIO Is a solid handsome cake of SCOURING SOAP Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.
36 Front st., East, Toronto, Ont.
Dominion Agents.

SEND
For our Fifth Edition
HOW TO SELECT,
LAY and PAINT
A TIN ROOF
SENT FREE OF COST.
MERCHANT & CO.,
PHILADELPHIA. CHICAGO.
NEW YORK. KANSAS CITY.

SPOONS, FORKS ETC.-STAMPED
1847. ROGERS BROS. A.
ARE GENUINE, ROGERS' GOODS.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

ARTIST'S BRUSHES

HOGS HAIR,
CAMEL HAIR,
BLACK SABLE HAIR,
RED SABLE HAIR,
INDIAN SABLE HAIR,
BEAR HAIR,
BADGER HAIR.

We manufacture and carry in Stock a larger assortment than any other House in Canada.

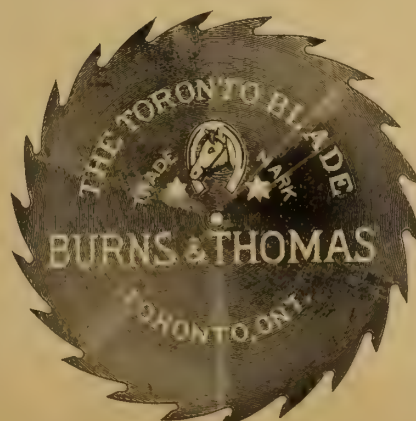
Quality and prices guaranteed right.

CHAS. BOECKH & SONS,
80 York St., TORONTO.

Write for illustrated Price List.

F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET
LEATHER BELTING
70 King St. East, Toronto.

Send for Price List and Discounts.
Dixon's Leather Belting Hand Book,
mailed free on application.



SAWS CIRCULAR, Shingle, Re sawing,
Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

JOHN WILSON'S
Butcher Knives
and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.
ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co
Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

What is it?

The Gardner Steel Ribbon Sash Balance consists of a malleable galvanized steel ribbon running over a pulley, expressly made for it, and attached to sash and weights as cord or chain are.

It works very easily, noiselessly with little or no friction, consequently can hardly wear out, and lying close to frame, it can be painted same as woodwork, presenting a very neat appearance.

Ribbon is made in various sizes as to thickness and width, so that it will balance 10 lbs. or 1,000 lbs. with admirable working satisfaction.

Those who have seen and are using it endorse our claim, that it surpasses any system in the market for hanging sash, elevator doors, etc.

Sample, Price Lists and all information,

JOHN HARGREAVES, Mgr.

Gardner Sash Balance Co.,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS" PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures None are genuine unless bearing the

TRADE



GRANTED

MARK.

1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. \$6 25 \$6 50
I.X., " .. 7 50 7 75
I.X.X., " .. 8 75 9 00

Raven & P.D. Grades—
I.C., usual sizes .. 5 50 5 75
I.X., " .. 6 50 6 75
I.X.X., " .. 7 50 7 75
I.X.X., " .. 8 50 8 75
D.C., 12½ x 17 .. 5 00
D.X., " .. 6 00
D.X.X., " .. 7 00

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes .. 4 75 5 00
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 75 9 00
I.X. Terne Tin .. 10 75 11 00

Charcoal Tin Boiler Plates.
Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs } 6½c, 7c
" 14x60, " }
" 14x65, " }

Tinned Plates.
72x30 up to 24 gauge .. 6½ 7
26 " .. 7½ 7½
28 " .. 7½ 8

Iron and Steel.

Base Price.
Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb. .. 0 13½ 0 14
Russian Sheet .. 0 10½ 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 10½c
1-inch .. 15

Boiler Plate.

½ inch .. \$2 45
5-16 " .. 2 35
¾ " and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2½, 3
22 to 24 " .. 2½, 3
26 " .. 2½, 3
28 " .. 2½, 3

Canada Plates.

Blaina .. ½ bright 3 15 3 20
Abercarne .. 3 20 3 25

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5½, 5½
26 gauge, " .. 5½, 6
28 " .. 5½, 6½

Gordon Crown—
16 to 24 gauge, per lb .. 5½, 6
26 gauge, " .. 5½, 6½
28 " .. 5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb. 7 7½
" ½ " .. 5½ 6½
" 5-16 " .. 5 6
" ¾ " .. 4½ 5½
" 7-16 " .. 4½ 5½
" ½ " .. 4½ 5½
" ¾ " .. 4½ 5½

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per doz yards .. 0 13 0 50
Jack chain, double, per doz yards .. 0 15

Jack chain, brass, single, per doz yards .. 0 20 1 10

Copper—Ingot.

English B.S. 0 14½ 0 15

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 25 \$0 28
" round & square

1 to 2 in. 0 23 0 26

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60 \$0 18 0 19
Untinned, 14 oz, and light, 16 oz, irregular sizes .. 0 19 0 20

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x

48 and 14x60 .. 0 29 0 30

Braziers. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb. 0 25

Spun " .. 0 29

Wire.

Pure, in coils—

From 1 to 20 gauge. 0 25 0 27

From 20 gauge, up. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up. 0 26 0 32

Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.

Foreign, per lb. 0 05½ 0 06

Domestic " .. 0 05½ 0 05½

Zinc Sheet.

5 cwt casks. 0 06½ 0 06½

Part casks .. 0 06½ 0 07

Lead.

Imported Pig, per lb. 0 04 0 04½

Domestic " .. 0 03½ 0 04

Bar, 1 pound .. 0 05 0 05½

Sheets, 2½ lbs, per square ft, by roll .. 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft, by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb extra.

Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 17 0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb. \$0 16½ 0 17½

Other makes " .. 0 16 0 16½

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb. 5½ ..

No. 1 Do. 0 5

No. 2 Do. " 0 4½

No. 3 Do. " 0 4

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon .. \$1 05 \$1 10

2nd qualities " .. 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb. 0 05

Chrome Yellow " .. 0 11

Golden Ochre .. 0 06

French " .. 0 05

Marine Black .. 0 09

Green " .. 0 09

Chrome " .. 0 08

French Imperial Green .. 0 14

Colors, Dry

Yellow Ochre (J.C. in bbls, per cwt) 1 40

(J.F.L.S.) " .. 2 75

Venetian Red (R.C.2) " .. 1 50

Ven. Red, Cookson's " .. 1 80 1 90

English Oxides " .. 3 25

American " .. 3 25

Paris Green, per lb. 0 16 0 17

Burnt Sienna " .. 0 08½

Burnt Umber " .. 0 05

do pure .. 0 08

Drop Black " .. 0 09

Chrome Yellows " .. 0 12

Greens " .. 0 12

Golden Ochre " .. 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal. 0 70

Extra " .. 1 00

Brown Japan " .. 0 70

do Turpentine " .. 0 90

No. 1 Carriage " .. 1 50

Gold Size Japan " .. 1 40

Pure Orange Shellac " .. 2 00

Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).

Raw, per gal. 0 64

Boiled " .. 0 87

Turpentine (in bbls)

Selected Packages, per gal. 0 58 0 59

Castor Oil.

Best, per lb. 0 09½ 0 09½

Cod Oil.

Cod Oil, per gal. 0 48

Glue (in bbls)

Common, broken .. 0 10 0 11

French medal .. 0 11 0 12

Cabinet makers .. 0 17 0 18

White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting, Amer. net list. B.B. Caps, discount 45 p.c. Amer.
Loaded Shot Shells, "Trap" and "Dominion" grade, 25 p.c.
Shot.
Canadian, dis. 7½ p.c.
Wads.
Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, "..... }

Awl and Tool Sets.

Miller's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and 10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5 per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per cent.
Jenning's Gen, net list to 5 p. cent. dis.
Car.
Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... per doz. 1 25 1 75
Mascot..... " 1 35 1 85
Erminie..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis. 45 to 50 p.c.
Elevator, dis., 35 to 40 p.c.
Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Miller's Falls..... 15 50 20 00

Brackets—Shelf.

Japanned Canadian, per doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz..... 1 12 2 35
Henis, No. 8..... 6 00
" No. 9..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz..... 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 to 70 per cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.
Wrought Steel.
Fast Joint, dis. 60 & 5 to 65 p.c., dis.
Loose Pins, " 60 & 5 to 65 p.c., dis.
Berlin Bronzed, dis. 70, 70 and 5 per cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz..... 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50p. } to 50 and 5
Plate " dis. 50p. } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold..... 1 10
Queenston..... 1 10
Napanea..... 1 10

Chalk.

Carpenters' Colored, per gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18
Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz..... 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c
from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.

Miller Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis 20 to 33½ p.c.

Fawcetts.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star,..... 2 80 3 90
Fenns Corkstops, No 2 p.doz..... 1 70
Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foot's discount Am. List,
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5 per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25p.c. to 37½ p.c.
Horse Rasps, Kearney & Foot's dis
Am list, 50 p.c. 50 p.c. to 50 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer } Hellers
50 p.c. Can. }
Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size.	Star.		Double Diamond	
	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
16 to 25	1.45	2.80	2.15	
26 to 40	1.55	3.00	2.45	
41 to 50		3.40		5.30
51 to 60		3.70		5.80
61 to 70		3.95		6.30
71 to 80		4.40		7.40
81 to 85		5.30		8.40
86 to 90		6.00		10.00
91 to 95				11.50
96 to 100				13.65

Pilkington.

Ordinary
1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 6 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p.c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 42 0 05
Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets.

Screw, Eureka..... 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring..... 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 per cent.
Planter's per doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10
Clothes Line, "..... 0 27 0 63
Harness, "..... 0 72 0 88
Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg 3 60 3 75

Ice Picks.

Star, per doz. 3 00 3 25

Kettles.

Brass spun, per lb $\frac{7}{8}$ per cent. dis. off
new list.

Copper, 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross. 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz. 2 75 3 25

Bronze, Gem, " 6 00 9 00

Lava " 8 75 10 00

Shutter, porcelain, F. &
L screw, per gross. \$1 30 4 00

Ladles.

Melting, per doz. 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz. 2 20 5 60

Galvanized, " 1 87 3 85

King, wood, " 2 75 2 90

" glass " 4 00 4 50

All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz. 2 90 7 50

Cabinet.

Eagle, dis. per cent. 30 per cent.

Padlock.

English and Am. per doz. 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent. 15 to 17 $\frac{1}{2}$ per cent

Mallets.

Tinsmiths', per doz. 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vitæ, " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz. 8 50 10 00

Meat Gutter.

Enterprise, dis. per cent. 20 25

Canadian, 37 $\frac{1}{2}$ to 40 per cent.

Home, each

Mincing Knives.

American, per doz. 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price 2 30

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American. 1 85 3 50

Nail Sets.

per gross

Square, round and octa-
gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 $\frac{1}{2}$ 16

Carbon Safety " 0 18 0 18

Canada W.W. " 0 20

American W.W. " 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz. 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass, " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz. 2 25 3 25

Pencils.

Dixon's, per gross. 1 00 4 25

" Carpenter. 2 25 3 60

Picks.

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis 45 to 50 per
cent.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R. & L. Co.) 35 to 37 $\frac{1}{2}$
per cent.

Miscellaneous, dis. 12 $\frac{1}{2}$ to 15 per cent.

Bailey's Victor, dis. 12 $\frac{1}{2}$ to 15 per cent.

Plane Irons.

English, per doz. 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37 $\frac{1}{2}$, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz. 60 2 60

Plumbs and Levels.

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz. 1 35 2 00

Pruning Shears.

Per doz. 4 00 5 50

Pulleys.

Hothouse, per doz. 55 1 00

Axle, " 22 33

Screw 27 1 00

Awning. 35 2 50

Pumps.

Rumsey or Canadian Cistern &
Pitcher Spout, 60 to 65 p.c.

Punches.

Saddler's, per doz. 1 00 1 85

Conductors' " 9 00 15 00

Tinner's solid, per set. 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs. 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot. 3 3 $\frac{1}{2}$

Sliding Door, " 3 $\frac{1}{2}$ 3 $\frac{1}{2}$

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz. 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Stropps.

Currier's, per doz. 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent: dis
Iron " 40 to 45 per cent.

Burrs, Iron, 30, 33 $\frac{1}{2}$ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope.

Sisal, per lb 9 $\frac{1}{2}$ 10 $\frac{1}{2}$ smaller than
Manilla, " 12 $\frac{1}{2}$ 13 $\frac{1}{2}$ 7-16, $\frac{1}{2}$ c. extra.

Cotton, " 22 25

Russia Deep Sea, per lb. 13 $\frac{1}{2}$ 16

Jute " 08 08 $\frac{1}{2}$

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis 37 $\frac{1}{2}$ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

" N. P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz. 4 75 5 00

Sand and Emery Paper.

R. & A., sand, 30 p.c.

Emery, per quire 55 90

Sash Cord.

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis 37 $\frac{1}{2}$, 40 per
cent.

Kempshell's dis. 40, 62 $\frac{1}{2}$ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2 $\frac{1}{2}$ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each. 1 75 2 75

" frames only 75

Saw Sets.

Per doz. 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent.

Scrapers.

Box, per doz. 2 10 4 50

Foot, " 40 3 50

Screens.

Window, patent, per doz. 6 00 7 50

Screw Drivers.

Sargent's, per doz. 65 4 00

Screws.

Wood, F. H. Iron, 77 $\frac{1}{2}$ per cent. dis.

" H. H. " 72 $\frac{1}{2}$ " " "

" F. H. Brass 75 " " "

" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77 $\frac{1}{2}$ and 20 per cent.

Bench, wood, per doz. 3 25 4 00

Bench iron per doz. 4 25 5 75

Scythes.

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 30 to 35 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p. cent.

Ætna, dis. 75 @ to 75 and 10 per cent

Heinish 60 per cent.

Sheaves.

Sliding Door, per set 77 1 40

Shot.

Canadian, dis 7 $\frac{1}{2}$ per cent.

Shovels and Spades.

Canadian, dis. 37 $\frac{1}{2}$ per cent

Sieves.

Wood Rim, black, p. doz. 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap.

Sapolia $\frac{1}{2}$ gross boxes 3 25

" $\frac{1}{4}$ and $\frac{1}{2}$ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes.

Discount, 15 to 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons. per gross 7 50 12 00

Dessert " 21 00

Table " 30 00 30 00

Dessert Forks. 24 00

Medium " 27 00

Table " 36 00

Squares.

Iron, per doz. 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52 $\frac{1}{2}$ percent

Staples.

Fence, galvanized, per lb. 4 $\frac{1}{2}$ 4 $\frac{1}{2}$

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb. 0 15 50

Hindustan, per lb. 0 06

" Slips, per lb 9

Labrador, per lb.

HARDWARE

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING Co.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

FORBES' NEW PATENT SKATE.

The Most Beautiful, Convenient and Perfect Skate ever Invented.

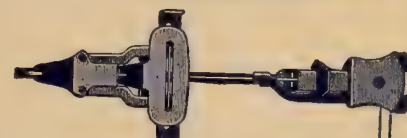
Every Principle Entirely New. Fully Patented in Skating Countries.

FASTENS FIRMLY ON ANY BOOT WORN.

No Key. No Screws or Nuts. No Loose Parts. Requires No Previous Fitting. Always Ready for Putting Right On.



SIDE VIEW, ATTACHED TO BOOT.



TOP VIEW, HEEL LEVER (DOTTED) OPEN.

Greater Possibilities in Speed and Points than any Skate ever produced.

Only First-Class Goods Manufactured. No Second Quality.

THE FORBES MAN'G CO., Ltd.

SOLE MAKERS,

17, 19 & 21 Bedford Row, Halifax, N.S.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

ASK FOR and see that you get
"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

TRAVELLERS

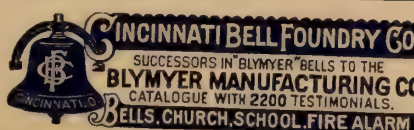
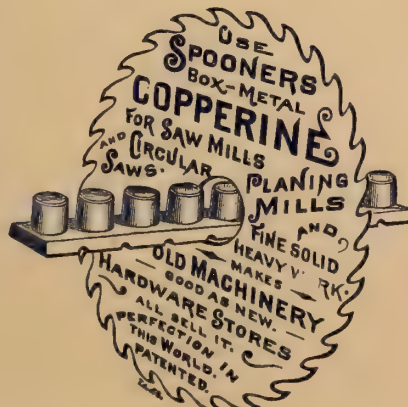
SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.



No Duty on Church Bells. Please mention this paper

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of
Naval and Oilmen's Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

60W

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

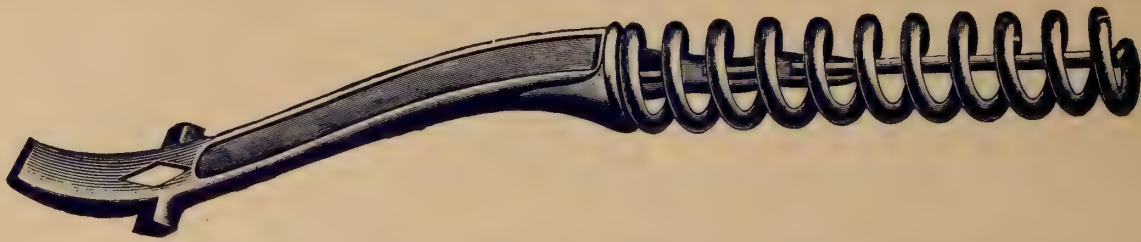
Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

DEALERS SHOULD STOCK UP WITH

DOMINION Ammunition —AND— "TRAP" Shot Shells.

THEY ARE NOW IN GREAT DEMAND BECAUSE OF
THEIR SUPERIORITY.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belted, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

Copper Wire ! Brass Wire !

Copper guaranteed to be pure Lake Copper of the highest conductivity. Carefully drawn to decimal gauges, equal in quality and finish to anything imported. Also

TINNED COPPER WIRE, MERCHANTS' COPPER WIRE,
ALL GAUGES BRASS WIRE.

Made from High or Low Brass for Springs and other purposes, tinned if required.

Prices guaranteed lower than can be imported. Capacity 10 tons per day.

DOMINION WIRE MANUFACTURING CO'Y. TORONTO AND MONTREAL.

JULY 11, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDERS

PUBLISHED

WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

Machinists' Tools

Twist Drills,

Emery Wheels,

Taps and Dies,

CHUCKS, REAMERS, &c., &c.

RICE LEWIS & SON

LIMITED.

General **HARDWARE** Merchants.
TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada



-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

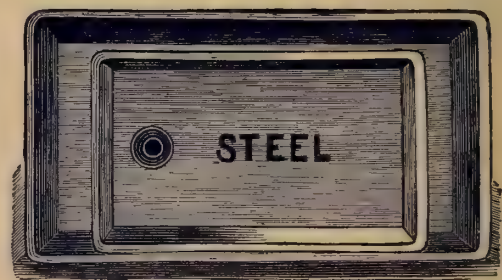
Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street

Vol. 3.

TORONTO, JULY 11, 1891

No. 28

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

THE DAY OF SMALL THINGS.

The liberal and large spirit of trade in great centres and large establishments, is apt to leave the impression upon the mind of the superficial observer that there is an immense unnecessary waste going on all the time. That appears to be the case. No account seems to be taken of little things, and the refuse heap is supposed to be a costly pile by the end of the year. This is as the fact seems, not as it is, for there is a very careful collection made of the odds and ends that are accounted waste in a large business house. Small dealers are not usually so careful, though to them the extravagance of doing business on a large scale seems greatest. The bits of string, the scraps of paper, the fragments of old packing cases, and the numberless remains or ruins of damaged stock, do not go to the pile of debris that is to be carried and deposited out of sight at cleaning up time. They are not swept up. They are very carefully gathered up, assorted, and made into neat looking collections whose value will tell in a few weeks. In all the big stores of the cities there is a boy employed solely to gather bits of string, paper, etc., whose duties warrant his employment at a fair rate of pay, quite as much as a boy would earn in any other capacity. If this is true of large stores it is no less true of small ones. If a boy can make his pay and something for his employer, by saving such scraps

from the refuse pile in a large store, it surely will pay storekeepers of all degrees to practise the same economy.

The lavish ways of some merchants, their sovereign disdain for the bits of paper and string that fall on the floor, etc., are not typical of the time, and the maxim that "money saved is money gained" is held to even more firmly than in the more primitive days of trade when that maxim was coined. The greater stir and bustle of business create a cloud of dust through which the observer cannot always penetrate into the details, but those details are on principle what would be considered quite petty by those not well grounded in commercial economy. Certain frugal and careful habits of this description may be designated as "small" by people who have not the rudiments of a business training, but they are the means whereby the leakages are soldered up, and whereby the solvency of the trade is maintained in the face of the severe competition that meets him everywhere.

BRITISH FIRMS MUST WAKE UP.

A most serious ground of complaint against English and Scotch firms in the metal and hardware trades is their slow delivery of goods. Strange to say the loss of orders and their frequent cancellation after they have been given seem to have been a useless warning. On the other hand Canadian and United States firms are usually prompt in filling all orders. Jobbers, manufacturers and contractors, who have work to complete at stated times will not allow the same firm to cause a disappointment of this sort a second time. In fact they distrust the entire British trade and would rather place orders with local or United States firms at higher prices than risk the delays which have frequently occurred in the past few years in the shipment of British goods.

Only the other day ten cars of wire goods were thrown back upon the hands of the shipper and the order given to a Canadian firm instead. These goods were promised in May and did not arrive until six weeks after they were due. British shippers lose more than at first appears. Until a couple of years ago a Canadian firm purchased all the structural iron of a particular kind in England. The English firm disappointed them at a most important juncture. They tried the States and had their order promptly filled. Since then all their orders have gone to the States.

STOCKS OF PIG IRON.

From time to time HARDWARE has referred to the fact of restricted importations of Scotch pig during the present season, and no one is more ready to admit or able to speak with better authority on this subject than the steamship companies. They all agree that freight has been very scarce to Montreal this season, and the restricted importations of pig iron has been one of the leading factors in this respect. When the statement is made that only 600 tons of pig were turned over on the wharves the week before last, and very little last week, everyone will recognize the truth of our contention. We have also at hand figures of shipments from Scotland to the 13th of June which fully bear out the above. The shipments from Scotland from the 1st January to the 13th June, 1891, were 110,230 tons against 210,810 tons for the corresponding period in 1890, or a decrease of 100,580 tons. Of course all this decrease is not on Canadian account, but we have our proportion of it. It is natural therefore that stocks of Scotch pig in Canada should be small and they certainly are so. Against this it may be argued that more English iron is being exported from Great Britain. This

is quite true, but the increase in this respect is not by any means proportionate to the decrease in Scotch. The exports of Middlesboro and Cumberland iron from the 1st of January to 13th June, 1891, were 623,464 tons against 593,270 tons in 1890 or an increase of 30,194 tons. The effect of large imports of cheap American iron into the west, and the desire to compete with it, accounts no doubt for the increase in so far as English iron is concerned, its relative cheapness being an inducement. In the meantime the demand for Scotch is quiet and no one feels the effect of the small supplies.

AMERICAN TIN PLATE.

The McKinley Bill is now law as regards the further importation of tin plate into the United States and the question is apt, can the new infant industry supply the entire home demand. There has been considerable controversy in regard to this in American journals, the consensus of opinion being in the negative. In fact they pretty near all agree that the new industry is really yet an infant, and a very small one at that. There is no occasion for surprise because such is the case; in fact it would be on the other hand a very great surprise if the new "American Tin Plate Manufacturers Association of the United States" were able within a year to create a plant sufficient to supply the enormous American demand for the article. Possibly some day—some very future day—the new industry will have assumed such proportions as to meet all requirements but this result will require more time than some of the sanguine patriots on the other side of the line allot. The annual American importation of tin plate from Wales amounts to fully 300,000 tons, and the industry in the United States to become such must, as all intelligent people will agree, be of slow growth. The makers in Wales are certain not to give up this enormous trade without making a hard fight of it by reductions in wages, cheapening of raw material, lower freights, and a smaller margin. They are firmly established, have an enormous capital in the business, and a duty of $2\frac{1}{2}$ per cent. will not stop them with these and other incentives to spur them on. In fact if the American manufacturers throw down the gage of battle it will mean a long hard fight, probably of many years duration. Then too there is the element of uncertainty of some possible modification or repeal in the present American tariff regulations. In fact no reasonable person can claim that the American tin plate factories are capable of, or are supplying the American demand for tin plate at the present time, unless some one who has a very strong interest in making such a biased statement.

SUDBURY TO THE FRONT.

Last week 240 cars laden with nickel left Sudbury for the United States, \$1,500,000 were paid for it, and the Canadian Pacific railway received more than \$25,000 for freight. What does this mean? It means that this is only the beginning of the forwarding of the mountains of wealth that lie hidden in that treasure field. Canada contains the nickel mines of the world, and she is bound to reap the benefit when her vast resources, that have so long been hidden, are brought to the surface and developed.

THE SMALLEST STEAM ENGINE.

It is said that Thomas Ticknor, of Parkhill, Ont., has succeeded, after five years of experimenting and labor, in completing one of the most unique and ingenious mechanical contrivances ever seen. It is a perfect model of a steam engine, complete in every detail, and works with the accuracy and ease of a Corliss. The dimensions and capacity of the little engine are as follows: Diameter of cylinder, 1-48 of an inch; stroke, 1-32 of an inch; weight, $\frac{1}{2}$ of a grain; bore of cylinder, .3125 of an inch; revolution, 1760 per minute; horse-power, .12490 part of horse power.

The little thing is so small that it can easily be covered with the shell of a 22-calibre cartridge, being two-thirds smaller than the famous Waterbury engine that attracted so much attention at the last Centennial. Mr. Ticknor used to charge a fee for seeing the little engine in perfect running order, and performing in miniature the same work as the most massive engines constructed, but he has now added it to the many interesting sights in his shop in that town.

ROUND MEN IN SQUARE HOLES.

"Mr. Brown, I sez, I've more brains than enough, I sez, and I've no need to work for nothink, I sez." Such was a remark we chanced to overhear, while a garrulous female, who chose as her rostrum the pavement immediately in front of our office door, was dilating on her social and economic grievances to a bosom friend. The conversation was carried on in so high a key and loud a tone, that it was impossible not to learn something of the speakers who, we gathered, followed the respectable profession of the wash-tub. This, however, by the way; the remark, quoted above, arrested our attention. Its modesty is not less remarkable than its shrewd grasp and appreciation of a great economic principle. We could not help feeling envious that providence should have endowed a laundry woman—our own laundress, for aught we know—with a superfluity of brain tissue, but the spark of jealousy was speedily extinguished by the

rising tide of gratitude, for we felt that a new text had been given to us, a new song placed in our mouth.

The man who works for nothing is a fool—downright, unvarnished fool, the Peter Simple of commercial life. And the man who works for less than the market value of his labor is also a fool, only in a lesser degree. And the question arises, how many men, possessed of brains enough to earn a livelihood in certain pursuits, are simply working for nothing as a business for which they have no aptitude? A list of storekeepers would include a good round number of men who do not understand the first principles of retail trading, and are losing money hand-over-fist. These men are working for nothing, and less than nothing—they are working a an absolute loss; spending their substance and the substance of others on that which is not bread. They are not devoid of a certain amount of business ability, but they are not capable of making successful storekeepers. They do not possess the necessary capacity for detail, the requisite knowledge of the requirements of their particular district, the power of buying judiciously and well; they lose touch of the market, and in a hundred different ways display their inaptitude for the business they are embarked in. Far better for such men and for the trade in general, that they put up the shutters without needless delay, and seek pastures new. Reckless traders undermine the foundations of commercial stability, and cutting prices, giving extended credit, and subsequently and finally going insolvent, do an infinitude of harm to their local competitors, who, by an exercise of thorough business principle are making headway. It is a pity the trade does not possess the power to compel such a dangerous, because ignorant, competitor to retire from the field, and it is a satisfaction to know that the wholesale houses exercise considerable caution when supplying impractical men with credit. The evil still exists, however, but may be a few may realize the simple fact that working at a loss is worse than working for nothing, and turn their abilities in other directions. The learned professions have safeguarded their interests, and the interests of the public, by insisting upon all candidates passing a severe examination before admission, and it would be well if the great distributing houses could constitute themselves into an informal tribunal as to the aptitude for the trade possessed by a would-be customer. At present his financial status is the only point taken into consideration, but, although the suggestion may at first sight appear to be slightly quixotic, a fuller inquiry will have to be adopted, if the best interests of the trade are to be conserved and the stability of established houses protected.—The Storekeeper, New South Wales.

Rivalry, open, fair, good natured and enterprising, is the life of business.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

HAMILTON BOARD OF TRADE.

The annual meeting of the Hamilton Board of Trade was largely attended. The new mode of electing the members of the council and board of arbitration by ballot was tried and found satisfactory. President John Knox read the annual report of the council, which showed mercantile interests and trade generally to be in a satisfactory state and crop prospects good.

A clause stating that the board had grave doubts of the T. H. and B. Co. having any connection with the Vanderbilt system excited a warm discussion and the president finally agreed to strike it out.

The report of Secretary C. B. Smith showed that the present membership is 299. The financial statement showed receipts, \$1,398.77; disbursements, \$1,335.96; balance, \$62.81.

A motion to elect Ald. Carscallen solicitor for the T., H. and B., a member of the board, excited considerable opposition, and Mr. MacPherson called for a ballot. As a member needs to be elected by a two-thirds vote this resulted in the defeat of Ald. Carscallen by yeas 33, nays 20.

The president was authorized to name a committee to arrange for raising a fund to erect a monument to the memory of Sir John McDonald in this city.

The following officers were elected: G. E. Bristol, president; R. K. Hope, vice-president; C. R. Smith, secretary-treasurer. Board of arbitration—Three years, B. E. Charlton, R. A. Lucas, W. H. Gillard, S. C. Balfour; two years, C. Fearman, J. Turnbull, R. Thompson, John Calder; one year, R. S. Steel, J. W. Bickle, J. B. Fairgrieve, S. A. Greening.

Council—Three years, John Knox, F. C. Bruce, A. Turner, W. H. Gillard, J. J. Mason, T. H. Macpherson, George Roach, Senator Sanford; two years, S. C. Balfour, A. Gartshore, J. M. Lottridge, J. H. Tilden, H. N. Kittson, D. McLellan, A. Wilson; one year, A. T. Wood, J. B. Fairgrieve, W. Hendrie, M. Legatt, G. E. Tuckett, W. A. Robinson and J. J. Stuart.

ANXIOUS FOR CANADIAN TRADE.

As showing the extreme desire of certain American manufacturers to cultivate trade with Canada, it is worthy of note that the American Sewer Pipe Company have adopted a rate of 65 per cent. discount off price list, applicable to Canadian importations from the United States. A New York firm of publishers of etchings and engravings, are also allowing a discount of 50 per cent. to Canadian purchasers, and only 33½ per cent. for home consumption. A Chicago firm, which manufactures windmills, says in its circular: "We could send you a separate invoice for the customs authorities, with the actual value of the mill—that is, the cost to us—so that you would only pay duty on that, instead of on our selling price; this would

save you something." Another firm manufacturing dress cutting machines, in Chicago, says: "We have reduced our rates in Canada on account of the duty, the prices written in ink, on price list, are for Canada only." It will be remembered that before the introduction of the National Policy Canada was made the slaughter market for American surplus stocks. That, there is is every reason to believe, must in many particulars continue to be guarded against, for there are many industries which it has taken years to establish which must go down if the Americans get possession of our trade. —B.C. Trade Journal.

A COMMON MISTAKE.

There are some men who seem to think that successful advertising consists simply in getting a great number of replies. Accordingly they word their advertisements with this one object in view. The word "Free" is displayed in heavy gothic type, and the advertiser seeks to give the impression that all he wants is a few addresses to which to send his "beautiful sample assortment" or "valuable premium" without charge.

There is no doubt that this sort of advertising does produce results—results in the form of a large number of postal card applications, mostly ill spelled, and evidently coming from an ignorant class of people, with little money to spend. Anything offered free attracts them, just as molasses draws flies. They are naturally more eager to get something for nothing than the class of people who are in comfortable circumstances. The advertiser who finds the applications and inquiries pouring in upon him, and who sees his mail daily growing in proportions, may think that he is doing good advertising. He may not even find out his mistake until the end of the year, when he comes to balance his books.

The mistake is not an uncommon one, as an inspection of the current newspapers and magazines will show. The reason is that so many advertisers fail to consider what is the prime object of all newspaper advertising. It is to bring the seller in communication with possible buyers. People who are not likely to become buyers are worse than useless. Even with some articles of universal consumption it is better not to make too much of a feature of free offers. Rather write your advertisement so as to attract buyers. The commonest method of attaining this object is to display most conspicuously the name of the article offered for sale. Thus the word "furniture," if given the greatest prominence, will immediately interest the person who is looking for a folding bed or a writing desk. The man who lives in a hall bedroom, and who doesn't want any furniture, will pass the advertisement with a mere glance. On the other hand, if the advertisement offered a handsome match safe to any person who would send a two cent stamp, with his address, the hall bedroom man, and a great many others like him, would send in applications.

Word your announcements so that they will reach the people who are likely to become customers.—Rowell's Advertiser's Manual.

RICH AND POOR DEBTORS.

Some men are too rich to be good pay. They buy liberally and they are able to pay and credit must not be refused, because their trade is to be desired. But to get the money! Go to leading merchants of your town and ask which represents the largest amount of credits on their books, the rich or the poor, and they will tell you the former. The poor man is dunned. If his bill runs beyond the customary limit the collector is after him, while the bill of his opulent neighbor goes, if it goes at all, through the mails, as a very, very gentle reminder. Many a merchant will say, "If I could make my collections from my customers who are good, I would not care for the doubtful credits," and so "to him that hath it shall be given," etc. The poor man pays for the favors to the rich man, in this regard. The store needs money, and the first accounts to be dunned are the ones where the pay will be forthcoming, and, strange to say, that is from the great mass of men who are living close to the border of want, who are expected and required to pay cash, or, what amounts to the same thing, on very short credit. The poor man, with his cash in hand, pays the penalty of his rich neighbor's habit of running bills and neglecting to take care of them in due time.

In one sense the store keeper (we refer to the large store) does not know his best customers. People who pay cash have no status, no rating in the city establishment. We have a case in mind of a gentleman ordering a carpet at a place where he had been a cash customer for five years. The carpet came in due time to the house marked C.O.D. The gentleman repaired in hot haste to the store and demanded why he had been thus treated—he, an old customer, and as good pay as any that ever entered the place. "Is your name on our books?" inquired the manager. "No, sir," was the answer; "is it necessary in order for me to run a small bill with you that I must already be in debt to you or be in the habit of using my credit?" It certainly was curious, and yet the manager had a good reason for his action. The cash customer does not become known. His cash speaks for him and the individual has no identity there until he gets on the books. How to get the rich to pay is often a serious question. We had a large bill against a jeweller. He had no money but plenty of accounts. "I will turn over some of them as security." "Very well," we say, and he goes to work picking them out for us. "But why not this one?" we ask. "Oh, that would not do, he is one of my best customers and it would drive him away to dun him." "I know it, but it is good," and so we take the accounts against the respectable poor and unmercifully we press down upon them until we get our money, and the rich man, neglectful of his neighbor's rights and his own duty, is safe behind his money bags. It will be ever thus.—The Collector.



Ferguson Bros., hardware merchants, Nananee, offer their business for sale.

The contract for the erection of the new building of the Calgary Hardware company has been let to Frank Dick.

An order for 50 new flat cars has been received at the M. C. R. shops at St. Thomas and are now in course of construction.

The Ontario Tack Company, Hamilton, have taken out a permit to build a factory on Queen street, between Barton and York streets.

Messrs. Hardman & Co., Vancouver, B. C., are about to add a new department to their factory. They will make all kinds and sizes of water filters.

The attempt to start a smelting and mining company in Nelson, B. C., has failed. The amounts subscribed towards the undertaking are being refunded.

The British Columbia Iron Works are now prepared to give estimates and prices for, and erect hydraulic, power and other hoists and elevators for passengers and freight.

Recently the Grand Trunk authorities discovered that there was a leakage in a large oil tank in the Stuart street yard, Hamilton. It is estimated that 2,300 barrels of oil have been wasted, the oil floating into the bay.

Following the example of the law makers and law breakers at Ottawa, the employees of Harris, Son and Company and Watrous Engine Works Company in Brantford, took no holiday on Dominion Day in consequence of the pressure of work.

Unlucky burglars went to the risk and trouble of entering the hardware store of E. Kilmer, at Durham, the other night and cracked the safe all for the small sum of \$4. They took a revolver and two glaziers' diamonds. The safe is badly wrecked, and Mr. Kilmer's loss is about \$125.

The Carman Standard says Mr. William Johnston will soon occupy his new hardware store on Villard avenue. The block tin sign over his door, which he made in his own establishment, is not only a credit to his skill, but to his good taste as well.

The well-known hardware firm of James Cowan & Co., London, has been dissolved, A. K. Melbourne being the retiring partner. Mr. Melbourne will take a trip to the old country for the benefit of his health, and will engage in business again on his return.

Commercial travelling by bicycle is the latest. A young gentleman rides a high-wheel roadster and carries a sample case, a rubber coat and other small articles. He is traveling for a Toronto house and his route

lies from Toronto, taking in all the towns and villages to Sarnia. The bicycle is finding new fields of usefulness every day.

Mr. Thomas Shea, an employe in the axe factory, St. Catharines, had three of his fingers badly smashed in a machine at which he was working.

A Godfrey & Co. Vancouver B. C. are advertising the good will etc. of a good hardware business in that city. The stock is nominally worth \$25,000.

Mr. Peleg Howland of H. S. Howland Sons & Co., was married to Miss Smith of Cheboygan, Mich., last week and is away on a few weeks trip on the upper lakes.

Mr. W. R. Hobbs, of the Hobbs Hardware Company, has leased the residence known as Erie Bank, at Port Stanley from John Price, and his family has taken possession for the summer months.

Bourque arrested recently in Montreal on suspicion of breaking into Strachan's hardware store on Queen st. Ottawa sometime ago, and stealing a quantity of hardware, pleaded guilty before Magistrate O'Gara and was sentenced to three years imprisonment in Kingston penitentiary.

Col. Hutton, of Montreal, is in the west this week with Mr. H. Steele, of the firm of Steel, Peech & Tozer, Ltd., Sheffield, England. This is Mr. Steel's first visit to Canada, and he is very much pleased with the country. He is here in connection with his business, which is the manufacture of spring axles and other steels.

At a full meeting of the council of the Brandon Board of Trade the question of inducing wholesale houses to locate in Brandon was fully discussed and it was decided to take some steps to induce wholesalers to locate in the city. The question of instituting an annual industrial exhibition in Brandon was also discussed. Steps will be taken with a view to establishing such an exhibition next year.

The employes of Chown & Cunningham, stove founders, Kingston, commenced working full time under a new regime. Mr. Warmington, an experienced business man of Montreal, who for many years was interested in a stamp factory, has been given the management of the works, succeeding H. Cunningham. The foundry will undoubtedly be run successfully if the markets will warrant the trade.

The long established and well known firm of Reid, Currie, Vancouver, B. C., has been succeeded by the Reid & Currie Iron Works Company, Limited, with a capital of \$100,000 in 1,000 shares of \$100 each, the charter to exist 50 years. The leading members of the Company whose names are attached to the application for the charter are Messrs. John Reid, William Currie, H. H. Newington, D. S. Hennessy, H. J. A. Burnett, Louis P. Eckstein. The Company have purchased a site for a new foundry from Mr. D. Mc-

Gillvray on the eastern point of Lulu Island at the west end of the bridges, joining the property owned by the Canadian Pacific Lumber Company, where they will at once commence the construction of the foundry. The Company will use the old premises for show room and finishing shops.

Port Colborne is beginning to reap the benefit of her natural gas wells, and will in a short time have a glass factory started. The projectors are Mr. Miller, of Buffalo, and Mr. Gatchell, of Lancaster, N. Y., both practical men and capitalists. The site chosen for the works is near the big elevator on the east side of the harbor, where it is likely the new company will purchase the Morning star well, which can be got for \$5,000.

Mr. Hebler is a commissioner appointed by the Hon. John P. Robson, premier of British Columbia, to enquire into the reasons why Eastern Canada does not do a larger business with the Pacific coast province. He has visited a number of the large wholesale houses in Montreal, Toronto and Winnipeg and ascertained that they all find the freight rates too high. At present most of the trade of British Columbia is done with San Francisco and Portland. The British Columbia merchants would prefer doing this trade with Canadian houses.

STOP THIS CUTTING.

Cutting the prices of staple goods seems to be becoming more serious than ever among city as well as out of town retailers. Competition is so keen that many are selling goods at an actual loss in order to do business. Probably the system of canvassing for orders is responsible for the small profits now frequently realized as compared with the good old days when a nice round profit was shown on everything sold. Some advocate the formation of an association composed of retail dealers who will agree to withdraw canvassers altogether, and then adopt uniform selling prices which will show a reasonable profit. This scheme we do not think practicable. An association would benefit the trade in that members would come to know each other better, and many little grievances that now exist would be righted. Very few associations, however, have been successful in wholly preventing price-cutting. It is only where severe punishment in the way, perhaps, of a fine, are agreements not to sell below uniform prices, successful. Hitherto dealers have been getting a fair profit in wire and horse nails, but lately they have reduced their selling prices to the same basis of profit as cut nails. This is most unfortunate as the trade in wire nails is steadily increasing and should be a source of income instead of being used as a leader to sell other goods on which perhaps there is barely enough profit to pay handling prices.

Work can always be found in a store without double-million microscope.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.

POINTS TO REMEMBER.

If you would write the kind of advertisements which are read be brief and concise. Try to see how little you can write rather than how much. But make the advertisement readable. I do not believe that disconnected sentences are readable. A great many advertisements are constructed on this model:—

BLANK'S PIANOS.

FOR YEARS THE STANDARD.

Remarkable for delicacy of touch and tone.

Used and indorsed by the leading composers and musical experts abroad and at home.

I believe in arranging such statements in smooth, grammatical sentences. People are not used to the omission of verbs and conjunctions in their reading matter. Make it read straight ahead as though it had been prepared for the literary columns of a magazine, and see how much more attractive it will be to the eye as well as to the understanding.

Be original, but don't strain after originality. Don't confound eccentricity with genius. Long haired individuals, with no end of peculiarities, are sometimes tolerated on account of other merits, but eccentricity in itself does not constitute a desirable stock in trade. You had better leave the Powers style and other strongly individualized styles of advertising severely alone, as imitators generally get all of the faults, with few of the virtues, of those they imitate. Be natural.

Don't exaggerate. It doesn't pay in the long run. Because a great many advertisers exaggerate ought to be a good reason in itself why you should not follow in their footsteps. If you can once get the public to believe that you are more careful in your statements and more honorable in your dealings than your competitors a great deal has been accomplished. A lady remarked

to me once, as she was looking over the dry goods announcements in the newspapers: "I never read so-and-so's advertisements any more." She had been attracted to their store several times by lying advertisements and was naturally indignant at being deceived. Thereafter she was deaf to anything they might say. The man who wrote those advertisements no doubt thought he was doing a big thing for his house in representing the goods at so much beyond their actual value. But it would have been better if he had never written anything. Advertising will not sell an article that does not possess real merit. All that has been claimed for advertising is that it will bring buyer and seller together. To effect a sale the seller must have something that suits the buyers. —Exchange.

A PECULIARITY OF COMPETITION.

Competition is one of the elements in trade that is recognized as a governing power. Besides contributing these qualities that tend to make trade equitable to the dealer and consumer, it urges the inventor and manufacturer to strive to excel and thus lend a wheel to progress. But competition with all its advantages does not exist without a peculiarity that is well worth consideration. It develops one quality in human nature that is brought out by few other conditions under which business men labor and is one that is seldom acknowledged. It is an apprehension of the superiority of a rival in business, or, to be plain, jealousy. There are few merchants who have not experienced it at one time during their business career and suffered from the follies which attended it. Jealousy in business, however, is more peculiar to young men whose confidence in their own abilities blinds their discretion. They are apt to find, after a short experience in business, that competition stands more in the way of their success than anything else, and that it is a little more than they had calculated upon. The

location may be admirable and the profits fair, but a dealer in the same neighborhood is found to be very popular with consumers, and it is difficult to attract their attention. The new merchant soon finds that his shrewd rival is the only man he does not have a kindly feeling for in the neighborhood, and under the sting of disappointment he sometimes finds that he is giving expression to his feelings in the presence of customers, or endeavoring to depreciate the value of his rival's goods by criticising them.

The exhibition of such a disposition not only falls short of accomplishing the object which prompts it, but it is in exceedingly bad taste and a cowardly measure to adopt. No one is so quick to recognize a weak point as a prospective customer and nothing causes him to lose confidence so quickly as to hear one merchant run down the goods of another, or to indulge in personalities.

The most successful business men of all times have been those who stood by principle and allowed their actions to be governed by honest and open competition. In doing this it is not necessary to allow competitive dealers to take advantage by unscrupulous methods. A merchant who died the other day, leaving millions as a testimony of his sagacity in business, used to say: "If a man slaps you on one cheek, don't turn the other for him to slap, but knock him down immediately." These men who indulge in abusing their competitors do not need any knocking down. They knock themselves down in the eyes of fair minded people.

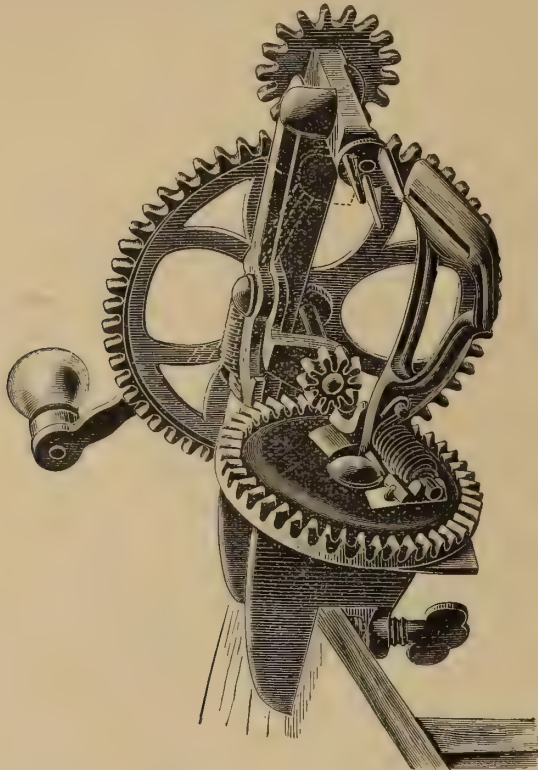
Men who make great merchants take advantage of the better influences of competition and strive to increase their trade by maintaining business principles and liberal ideas. These so penetrate every department of their establishment that the patrons cannot fail to become impressed with them.—Chicago Grocer.



NEW GOODS.

THE FAVORITE APPLE PARER.

The accompanying cut shows the Favorite with push off. The Favorite is especially adapted for family use. It is strong in all its parts, weighing $2\frac{1}{2}$ pounds, and is guar-



anteed to do good work. It is properly a corner machine, but it can be used on the side of the table by inclining the machine to the left, so that the handle will turn free of the table. The double clamp insures a firm hold on the table. It is manufactured by L. A. Sayre, Newark, N. J.

LITTLE GIANT POTATO AND CORN SCOOP

This article is made by the Malleable Iron Co., Walkerville, Ont. It is made in one piece and of malleable iron. There are two

sizes, "No. 1" and "No. 2." The capacity of No. 1 can best be illustrated by saying that a bushel basket can be more than filled with four scoops full of potatoes, and size No. 2 is much larger. The following points of excellence are claimed: Lightness—the "scoop casting" of No. 1 weighing only four

pounds, and of No. 2, five pounds; Strength—Being made of malleable iron and cast in one piece, they are very strong. Shape—It loads closer to the hand, thereby putting the load where it can be lifted with the least amount of strength. There being no sharp edges they never bruise or scratch potatoes or apples in handling. The front edge being smooth and reasonably sharp, farmers use them to pick up their potatoes and corn in the field, which could not be done with the wire scoop, because weeds and vines would catch on their corrugated edges.

POLITENESS A NECESSITY.

Pleasant manners are of most inestimable value to business men, and especially to those who are brought into direct contact with all classes of the public. In the retail line many a business has suffered materially, while others have been entirely ruined by the inability of the proprietor to show a pleasant face continually while being subjected to a badgering by half a dozen whimsical and shallow brained women. "A man may smile, and smile and be a villain still," says the immortal William. Hence, a courteous disposition and affable manners are no criterion of a persons character, and the public may stand more chance of being cheated by the polite dealer than by he of morose and surley temper. But nine out of ten people, particularly if they belong to the fair sex, actually would prefer, if they had a choice, to be cheated by a pleasant-mannered man rather than patronise a grumpy individual of the most undoubted integrity. In

our walks about the city we often enter the different stores on our route for the purpose of noting the facilities for doing business—the display and quality of goods in stock, and the manners of the proprietors and their assistants. We dislike to pick flaws in the retail trade, but in the interests of the retailers themselves we must say that in general we find more to criticise in the manners of storekeepers and clerks, than in any other of the points mentioned above, and have no doubt that what is true of the trade hereabouts holds good in many other localities. We find enterprising dealers strenuous in their efforts to extend their trade by every channel open to them, and we also find that trade hampered and new patrons repulsed by the absence of so small an essential as common politeness. Now, affability and pleasant manners do not by any means imply servility, and there can be no excuse for the dealer or clerk who fails to display them in the interests of the business. Politeness is one of the few weapons that the small dealer has at his command to meet the competition of larger dealers who buy more cheaply, as the larger the business the greater the number of assistants required, and the less chance of the customers being treated with deference, clerks being as a rule more wanting in this respect than the proprietors of stores. That this advantage is not fully utilised by the average retailer is our firm belief, hence these few remarks.—Merchants' Review.

THE DOMINION CARTRIDGE CO'S LIST.

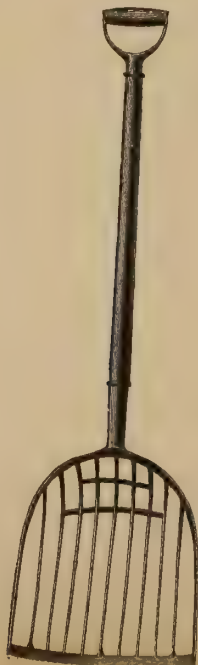
12 GAUGE.

No.	Weight of Powder. Drams.	Weight of Shot. Ounces.	Size of Shot.	PRICE Per 1000.
1	3	1	10	\$20 00
2	3 $\frac{1}{2}$	1	8	20 50
3	3 $\frac{1}{2}$	1 $\frac{1}{2}$	4	21 00
4	3 $\frac{1}{2}$	1 $\frac{1}{2}$	6	21 00
*5	3 $\frac{1}{2}$	1 $\frac{1}{2}$	7	21 00
*6	3 $\frac{1}{2}$	1 $\frac{1}{2}$	10	21 00
7	3 $\frac{1}{2}$	1 $\frac{1}{2}$	2	21 50
8	3 $\frac{1}{2}$	1 $\frac{1}{2}$	4	21 50
9	3 $\frac{1}{2}$	1 $\frac{1}{2}$	5	21 50
*10	3 $\frac{1}{2}$	1 $\frac{1}{2}$	6	21 50
11	3 $\frac{1}{2}$	1 $\frac{1}{2}$	BB	22 00
12	3 $\frac{1}{2}$	1 $\frac{1}{2}$	2	22 00
13	3 $\frac{1}{2}$	1 $\frac{1}{2}$	4	22 00
14	3 $\frac{1}{2}$	1 $\frac{1}{2}$	6	22 00
15	3 $\frac{1}{2}$	1 $\frac{1}{2}$	4	22 50

10 GAUGE.

No.	Weight of Powder. Drams.	Weight of Shot. Ounces.	Size of Shot.	PRICE Per 1000.
*16	3 $\frac{1}{2}$	1 $\frac{1}{2}$	7	\$23 00
*17	3 $\frac{1}{2}$	1 $\frac{1}{2}$	10	23 00
18	3 $\frac{1}{2}$	1 $\frac{1}{2}$	6	23 50
19	3 $\frac{1}{2}$	1 $\frac{1}{2}$	8	23 50
*20	4	1 $\frac{1}{2}$	6	21 00
21	4	1 $\frac{1}{2}$	7	24 00
22	4	1 $\frac{1}{2}$	8	24 00
23	4 $\frac{1}{2}$	1 $\frac{1}{2}$	4	24 50
24	4 $\frac{1}{2}$	1 $\frac{1}{2}$	6	24 50
25	4 $\frac{1}{2}$	1 $\frac{1}{2}$	1	25 00
26	4 $\frac{1}{2}$	1 $\frac{1}{2}$	5	25 00
27	4 $\frac{1}{2}$	1 $\frac{1}{2}$	6	25 00
28	4 $\frac{1}{2}$	1 $\frac{1}{2}$	2	25 50
29	4 $\frac{1}{2}$	1 $\frac{1}{2}$	4	25 50
30	5	1 $\frac{1}{2}$	BB	26 00

Standard loads marked * always in stock. Others loaded to order promptly.



Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for lime kilns, furnace linings, smelting furnaces, cupolas, and general foundry purposes. Write for prices and mention **HARDWARE**.

The Colman Hamilton Co., Ltd.

Livingston's Building,

Telephone 1998.

34 Yonge Street.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

Do You Sell Paint ?

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.

Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

WROUGHT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

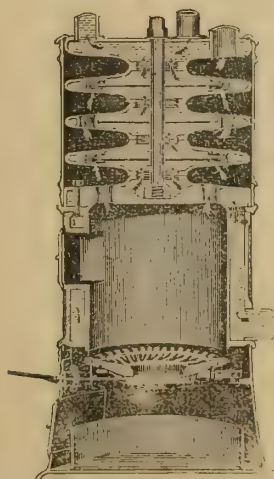
All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE : H. D. SIMMONS,

Our name is stamped on every pipe.

74 York St., Toronto.

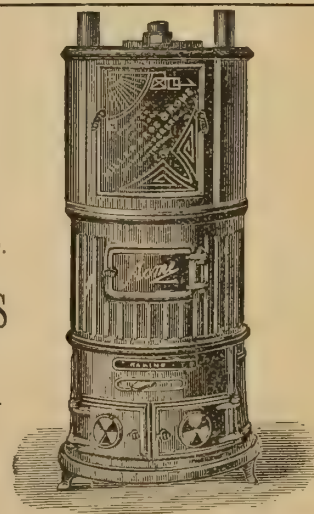


-THE-
"Acme"

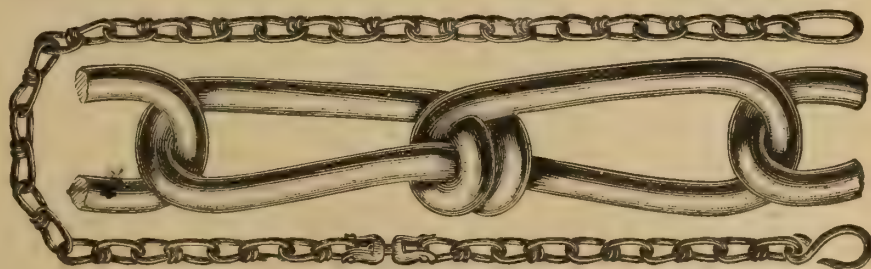
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS. Made of Brown's Patent Steel Wire Chain.



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.

The B. GREENING WIRE CO., Ltd.,

Hamilton, Canada.



WATER RATES AND SANITARY REQUIREMENTS.

Among the reports presented at the annual convention of the New England Water Works Association, which excited interest and discussion, was that presented by the committee on "Classification of Water Rates," of which J. C. Whitney, of West Newton, Mass., was chairman.

The investigations carried on during the year were in the direction of ascertaining what was the relative consumption of water through different faucets or fixtures in the ordinary house. The average house in a New England town was selected, and the water passing through the faucets and fixtures was measured by meters. West Newton, Fall River, and Worcester were the towns in which observations were made.

Work of this character by water-works officials is creditable and should be appreciated, and in this case was by the association which voted to have the experiments continued and their scope widened. Though the main object of the water works managers in considering this matter was to so adjust the rate as to get the most revenue from the fixture that consumed the most water, yet that alone should not be with them the only consideration. A public water supply is a public benefit, a sanitary necessity, and a protection against fire. In the desire to restrict waste, it is of the utmost importance that the domestic use of water be not discouraged. In other words, rates should be so adjusted as to encourage use and provide a penalty for those who waste. This should be kept in view in making rates, whether by meter or by fixture.

It appeared from the investigations that of the water-closets subjected to test some were provided with self-closing supply cocks. Such an arrangement to restrict use of water should not only have been tested but its use should be condemned and prohibited on sanitary grounds. A water works manager should be an authority in his community as to what the sanitary requirements of a water-closet are, in the matter of flushing, and obviously the dribble obtained from a self-closing faucet that must be held open, produces no flushing effect, and simply makes the closet and its trap a filth retainer. If it is desired to encourage the use of water-closets that can be adequately flushed and restrict the use of those likely to be wasteful, the rates adopted by the Water Department of New York are suggestive as being in the right direction. These are published and the different types of cisterns are described in a book entitled "Water Waste Prevention,"

a reprint from these columns, and the arrangements there described are not patented or patentable, since the features are those prescribed in leading English cities, where a two gallon flush must be obtainable.

In the American cities the matter of even two and one-half or three gallons at a flush is not so important as that the apparatus should be so constructed that it does not constantly leak during the hours when not in use. It is suggested, therefore, to the committee that, in their further experiments, they select closets flushed from cisterns in which at least two gallons at flush may be obtained, and in which the overflows are arranged to discharge outside the closet, as well as in the usual manner of permitting overflow down the air pipe and through the flush pipe into the bowl. The experiments of the Boston Water Board, some years since, conclusively showed the wastefulness of the spring valve-hopper closets and the direct supply valves. The self-closing cock supply, we repeat, is so inadequate as to be an unsanitary measure, and should be prohibited and not considered any more than a privy. The cistern supply—the only one to be tolerated—is wasteful only when leakage at the ball cock occurs, and this is usually due to an obstruction lodged under the seat of the tank valve or the valve seat of the ball cock. If the overflow were an exposed one, the presence of a leak would be at once detected and the obstruction—its cause—could be promptly removed.

If the committee will extend their investigations in the direction indicated, they can recommend rates that will encourage the use of properly constructed water-closets meeting every sanitary requirement, and yet economical in the use of water. The essential features of these are public property and can be supplied by any manufacturer. Fixture rates should encourage sound construction and not offer premiums for flimsy and improperly planned work.—Engineering Record.

PLANS FOR PLUMBING.

A proper set of drawings for the plumbing of a house (says Dr. John S. Billings in *Popular Science Monthly*), upon which bids are to be made and the responsibility for plan and workmanship is to rest, and which is to be preserved as a guide for future work in changes and repairs, should be almost as minute in details as the working drawings for stairways or carved work. These plans and sections should show every pipe, fixture, joint, stop cock and trap in their relation to walls, timbers, floors, gas and steam pipes and ventilating flues, and give their dimensions. From these plans and specifications a competent plumber should be able, not only to make out a list of every length and size of pipe, trap, hanger and fitting that he will need, but to do a considerable part of the work in his shop and deliver it ready to put in place. It must be admitted that such plans and specifications are rarely prepared,

and that when they are furnished they are rarely made in the office of the architect. I do not think, however, that this fact is due so much to the inability of architects to make such drawings and specifications, as to the fact that they are unwilling to take the time and trouble to prepare them unless they are specifically demanded by their clients; thinking that any good plumber will be able to settle all the details of the work if the general scheme is only indicated, and that detailed working drawings are an unnecessary expense.

It is stated that copper piping when hot has an injurious effect upon any india-rubber tubing with which it may come in contact.

The comparative rates of expansion of copper and iron are: copper 3, iron 2; while the heat-conducting power is in the ratio of copper 6, iron 1.

Steam pipes are now made of ramie fibre, and the material is pressed so closely together by means of hydraulic machinery that it has a tensile strength two and one-half times that of steel.

Cork covering for steam pipes has proved very successful in England, and in some cases it has been found to make a difference of 100 degrees to 124 degrees from the temperature of uncovered pipes.

WHY SOME MEN FAIL.

The question was recently propounded by a magazine editor to two of our conspicuously successful Americans: "What are the causes of poverty?" One replied: "Ignorance and incapacity." The other said that the prevalent cause is "the number of young men who are wanting in decision and fixity of purpose." If they get into a good place at the start they should stick to it, knowing that by perseverance, industry and ability they win promotion in due course as vacancies occur. But they see or hear of some one making a fortune in Wall street, or in ranching, or in mining, and away they go to try their luck. When they lose, as they do ninety-nine cases out of a hundred, that is the end of them; they can never settle down to ordinary ways of living after that, and their descent is rapid." This reason hits the nail square on the head. Go where we will we will find men who commenced life under the most favorable circumstances, but who are such complete financial wrecks that there is but little hope for their reformation. They may be honest and temperate; they may even possess natural ability of a high order, but lacking in steadiness of purpose, they will never succeed. Had they sufficient will force to stick to one thing, no matter how disagreeable it may be at first, were they content to advance slowly, they would have no reason now to complain of the "luck" of those who have pushed forward into the front ranks. Another cause of poverty is a lack of self-confidence. Many men seem to have no faith in themselves, consequently no assertiveness, no independence, no pluck and no push. They are afraid to stand up and speak for themselves, preferring to lean on others. They are afraid to make an investment, because of the possibility of failure; they are afraid to tell what they can do, as they might make an error in doing it. They are cowards in every sense of the word. This is often the result of early training. A boy, naturally timid, is kept in the back ground so persistently and his mistakes are so severely criticised that he grows up into an entirely useless man. Push and fixity of purpose will always bring a measure of success.—Ex.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins: 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

This week's cables show very little change in metals as compared with a week ago. Pig iron is slightly easier. Tin is 7s. 6d. lower. Tin plates are unchanged.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£91 10s. od.	£91 17s. 6d.
Future—	91 12s. 6d.	92 00s. od.
Copper, B.E.S.—	60 10s. od.	60 10s. od.
Lead, S.E.	12 15s. od.	12 15s. od.
Spelter,	23 15s. od.	23 15s. od.
Antimony,	50 00s. od.	50 00s. od.
Tin Plates—Cokes	13s. 6d.	13s. 6d.
Pig Iron—Scotch	47s. od.	47s. 1d.
Warrants.		
No. 3 Middlesboro,	41s. 4½d.	41s. 7½d.

MONTREAL MARKETS.

MONTREAL, July 10 1891.

There has been but little change in the market for heavy material as regards the ruling features since our last report. Pig iron has had a quiet movement with values fairly steady, while stocks continue small. In tin plate there is still a bare market to be noted, in fact it is doubtful if there is a box of perfect cokes in first hands at the moment, and although their are some coming forward the supply near enough at hand to be considered is inconsiderable and can hardly be counted on. Chemicals etc. show no change.

PIG IRON.

There has been very little doing in pig iron and we hear of few transactions of importance, but for all that there is a quiet sort of business doing in Scotch iron on the basis of \$21 for Summerlee and equal brands, and and \$19.50 for lower grades. Among the more important transactions were some 100 ton lots of Summerlee on Western account, and 100 tons of Eglington at \$19, which is the very best figure at which it could be moved. For another lot \$18.75 was offered and refused, while Carnbroe is firm at \$19.25 to \$19.50. Stocks here have not been increased and are still of limited dimensions, while the quantity near at hand is not very considerable.

BAR IRON.

There is no change in bar iron and prices remain unchanged at \$2 for ordinary and \$2.25 for best refined on which basis there is

no difficulty at all in finding sellers. Hoops and bands remain the same \$2.40, and sheet iron are as before.

SCRAP IRON.

For old material of this description there is a moderate call with values the same as previously reported. Wrought iron scrap rules at \$18 to \$18.50, and cast iron at \$13 to \$15.

COPPER.

Cable advices quote a somewhat easier feeling on copper, but there is no change to note here while the supply has not been increased materially. Some sales by the largest holder have been made recently but the figure was kept private. However our quotation 13¾ to 15c. is a fair one.

TIN PLATES.

The position of tin plate is unaltered and the small stocks on spot have not been replenished since our last report; in fact there are no perfect cokes at all here in first hands and we omit quotations in consequence. The supplies near at hand are not considerable either and cannot be counted on to any extent, in fact there is no quantity likely to be here for some time. There are some wasters to be had at \$4 which is slightly easier. Charcoal are firm and unchanged at \$5. Advices from abroad do not give anything very special. Makers do not seem anxious about offering and some are closed up. Latest f.o.b. quotations at Welsh ports are 14s. 9d. for ordinary grades charcoal and 13s. 6d. for cokes.

TERNE PLATES

The position of this article is purely nominal in the absence of stock on spot, and we cannot quote it. There is some ordering ahead being done, and we noted one for a lot of 1,000 boxes to-day. Recent f. o. b. quotations in Wales were 26s. 6d. to 27s.

CANADA PLATES

There is some business to note in these in a jobbing way, and we quote \$3 to \$3.10 as a range. Advices from the other side do not speak of anything special, and we have no quotations to give.

TIN AND LEAD.

There is no change in tin, and advices from primary markets are of the same tenor. We quote 22½ to 23c. Lead is unchanged at \$3.60.

NAILS.

There is no change in the nail market and business is rather quiet. We quote the old basis, \$2.15 to \$2.20, but it is claimed that better than this can be had.

STEEL WIRE NAILS.

10 dy to 60 dy	per keg	\$3.05
9 dy to 60 dy	"	3.35
8 dy to 60 dy	"	3.60
7 dy to 60 dy	"	3.90
6 dy to 60 dy	"	4.20
5 dy to 60 dy	"	4.20
4 dy to 60 dy	"	4.50
3 dy to 60 dy	"	5.40
3 dy fine,		6.50

GENERAL HARDWARE.

In lines of general hardware a fair sorting up trade has been done and some of the houses are still fairly busy in pushing forward orders. In seasonable goods trade is of the usual sort, screens, freezers, ice tools etc., have an ordinary movement. Fishing tackle is attracting attention now that the vacation is in with a fair trade to note. Heavy hardware is dull with little doing in locks hinges etc., while the range of values are unchanged. Plumbing goods are fairly active at steady prices. There is no change in screws worthy of mention.

BARB WIRE.

Barb wire is steady and makers are fairly well supplied with orders, and 4 3-4 can be considered a reasonable figure.

CHEMICALS.

A quiet sort of business is doing in chemicals with no change in prices to note and nothing doing in large lots. All lines of heavy goods are steady, Bleaching powder at \$2 to \$2.25 and Bicarb soda at \$2.35 to \$2.50. Sal soda is unchanged and caustic has been moved at \$2.50. Sulphur roll continues scarce and firm at \$2.50 to \$2.75, while Gambier is somewhat easier and has been sold on a basis of 6 to 7c. since our last. Cutch is unchanged and the same is to be said of white and brown sugar of lead. Bicarb of potash and bicarb of soda present no particular features.

OILS.

The market has been without change during the week, and there has been a steady business doing but in a small way. Cod oil rules at 40c. with little call, and seal has changed hand at 47½c. in wholesale lots. Linseed is unsettled at 62 to 64c. for raw and 64 to 66c. for boiled.

LEADS.

There is no change in leads, but we alter our quotations somewhat, for although supplies could possibly be had lower owing to some rivalry that exists between two firms buying in a regular way could hardly be done inside of the figures we quote, which are as follows: Choice, 6 to 6½c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c.; red ditto, 4½c.

MONTREAL Markets Continued.

GLASS.

There is nothing new to report about glass, remarks of a week ago being applicable today. We quote \$1.40 to \$1.50 in a regular way, and possibly this would be shaded on for a round lot.

NAVAL STORES.

There is a fair demand for naval stores and business is quite up to the average. We quote:—Turpentine, 58 to 59c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep-sea line. Pure manilla, 13¼c. for 7-16 and upwards, and 13¼c. for smaller sizes.

CORDAGE, BINDER TWINE, ETC.

A universal trust may now be considered an accomplished fact as far as the cordage companies on the continent are concerned and prices may be expected to be regulated accordingly. There is a good demand for binder twine and the ordinary quantity is being moved to the North-West. Prices are shady ruling from 9 to 14c. according to brand.

CEMENT, ETC.

There is but slight change in cement and stocks continue light, while supplies as they arrive are being rapidly absorbed. Prices remain \$2.25 to \$2.45 for Belgian and \$2.40 to \$2.60 for English brands, but some round lots have changed hands at a slight shading upon this basis. Firebricks are dull with little or no demand and prices weak, \$18 to \$24 per 1,000 being a nominal quotation.

PETROLEUM.

This is the dull season for petroleum, with the movement restricted to actual wants, consequently there is little to note. We quote:—Canadian 12¼ to 12½c. at Petrolea, 14 to 14½c. in car lots at Montreal, and 16c. for single casks. American, 20¾c. in car lots and 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots and 22c. for single brl. 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½ to 15c.

TORONTO MARKETS.

TORONTO, July 10, 1891.

Although trade is not what might be termed unsatisfactory yet it cannot be regarded as buoyant as at this particular period of last year. There appears to be a lack of 'spring' to it and there is a disposition on the part of merchants to exercise caution and still greater despotism on the part of solid retail buyers to adopt the same

course. In any special orders it must be admitted that competition is so keen that dealers and manufacturers agents are prepared to work on infinitesimal profits. When any feeling enters into some of these transactions it is not any unusual thing for them to take orders at cost. English markets are firm in almost every line and manufacturers are fully convinced, and which is confirmed by the merchants, that any slight spurts would have a marked effect in prices, therefore purchasing stocks at to-day's figures cannot be regarded as an unsound policy. That payments might be better is the general impression.

METALS.

IRON AND STEEL—Pig iron has been rather quieter this week, there being an apparent lull in the demand. Prices are nominally unchanged.

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$21.
No. 3 Calder \$22.	No. 3 Middlesboro \$20.
No. 1 Sum'rlee \$23.	Carnbroe \$20.75-21.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch and Norway \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23.
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.
" 2 " \$21.50.
" 3 " \$21.

Bar has been fairly active at \$2.05 for ordinary lots of domestic. Agricultural implement manufacturers are looking about for next season's supply, but no one is inclined to book ahead for any length of time.

In manufactured iron and steel there has been a fair movement at steady prices. Lower prices on malleable goods are expected in time, as it is believed that the syndicate of implement manufacturers will place all their orders with one firm, and others will meet the prices by reducing theirs.

COPPER—Is firm at quotations with £67 cabled as the price for sheets. On spot dealers are getting 14½ to 15c. for ingots and 18 to 20c. for sheets.

TIN—Quotations for ingot tin remains unaltered at 23 to 23 1-2c. though the feeling is easier. Demand only moderate.

LEAD—Inactive with prices ruling about the same, but on the easy side. Small lots are going at 3¾c. for domestic and 4c. for imported.

ZINC AND SPelter—Are without change demand rather more active.

ANTIMONY—Very little demand and the market continues weak at 1-2c. decline. Cookson's can be bought at 15 1-2 to 16 and other brands at 14 1-2 to 15c.

TIN PLATES—There is no special distinctive feature excepting that the purchases of low priced futures are not yet receiving supplies and consumers have to work on old stocks which are very meagre. In the 20x28 brights and also ternes the market is completely bare. For August deliveries at 50 to 75c. below present quotations is being quoted.

TERNE PLATES—None to be had the market being practically bare. Prices are nominal at \$8.75 to \$9.

CANADA PLATES—No sales of prompt deliveries. Figures quoted are however ruling prices for immediate shipment. For forward 10 to 15c. per box better can be done, or \$3.15 to \$3.25 for spot and \$3 to \$3.10 for futures.

HORSE NAILS.—Owing to unexpected difficulties the expected advance has not yet taken place. Prices have therefore remained unchanged at 60 and 5 off.

CUT NAILS.—Unchanged from last week with purchases if anything smaller. Jobbers are quoting \$2.20 net cash.

TWINE.—Orders have come in more freely this week than last. The action of the Government in not removing the duty will no doubt make the market firmer. Prices unchanged.

BUILDING HARDWARE.—There is no change to note in any department of building hardware. Demand is generally light on all lines.

HARVESTING TOOLS—Are in active demand for immediate shipment by express.

PAINTS, OILS, ETC.

The list of prices are identical throughout with last week's quotations. There is no excitement in any line, nearly everything being in a position to receive the attention of a merely sorting-up trade. Until the fall trade begins things will remain thus. Linseed oil is steady at 67c. for raw and 68c. for boiled. Turpentine has not moved from 58 and 59 the firm tone having been slightly modified by further receipts. White lead is quiet at 5½c. There is very little trade in prepared paints. Dry and colors in oil are going out comparatively freely in response to a demand from carriage shops, etc.

THE BRITISH LINSEED OIL MARKET.
(From Tulloch & Co.)

LONDON, June 17, 1891.—Our last was dated the 3rd, since when the market has remained quiet, but steady at recent lower prices. The heavy arrivals of linseed during the last few days have met fair demand, market being, if anything, steadier. Supplies of

Agate Ware, Iron Clad Ware and Cast Enamelled Ware.

At Discounts never before offered to the Trade.

GET OUR PRICES--Agate is cheap but Ironclad is cheaper. The large fruit crop and cheap sugar will make a large demand for Preserving Kettles. The ladies always want them in a hurry. Order now.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.



MARKETS—Continued.

seed are now reduced, viz.: Quantity afloat from Bombay and Continent to U. K. and Continent, is as follows:

1891.	1890.	1889.
Qrs. 69,132	67,800	120,821.

Crushers are turning out little oil, having very little demand for cake, most of them quoting fully 7s. 6d. to 10s. per ton above quoted market value. Provincial oil continues to offer cheap, and this has had the effect of holding the market down. It is a matter of surprise to all concerned, that in view of the excellent statistical position, prices do not improve, and it is evident that in some quarters there has been a tendency to "bear" the market. As a matter of interest, and as effecting the demand for cake, we have to advise shipments of hay from Canada to this market. It certainly has so far proved a far from fortunate season for the crushers, as succeeding tendencies of the oil market to advance, have been knocked on the head by fluctuations in the market, the result of speculative operations. To-day's prices are approximately: June, 22s. 3d. to 22s. 6d.; June and July, 22s. 4½d. to 22s. 6d.; Aug. and Sept., 22s. 4½d. to 22s. 6d. per cwt. f. o. b. export steamer in strong barrels.

LONDON, June 24, 1891.—The market remains steady but quiet. Seed, after a slight advance remains quiet, but the recent advance in Eastern exchanges, if maintained, should have an effect in stimulating prices. The home trade hesitate to pay the advance asked by London crushers, and the consequent absence of buying is having the effect of making some of the outside crushers reduce prices for prompt shipment. Relatively speaking, basing one's calculation on present cost of seed, etc., oil is cheaper than for some time past, and it is because such a very bare margin is left in the crushers hands, that the leading crushers are practically not sellers, asking prices 10s. per ton over lesser known brands. To-day's prices are as follows:

June, first brands, 22s. 6d. to 22s. 7½d.; ordinary brands, 22s. 1½d. June and July, first brands, 22s. 7½d. to 22s. 9d.; ordinary brands, 22s. 3d. Aug. and Sept., first brands, 22s. 9d.; ordinary brands, 22s. 3d. to 22s. 4½d. price cwt. f. o. b. in barrels.

GLASS.

There appears to be always a very good trade in glass, though now there is a very considerable ebb from that done some time ago, when building operations led to a general ordering of stock on the part of retailers. Prices are expected to be easier before fall glass comes in.

OLD MATERIAL.

Trade is now duller than ever. It can scarcely get much worse unless it stops altogether. The following prices hold, but not very firmly:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Canadian continues at 16c. There is a very quiet time in petroleum and its products now. All prices remain as they were last week.

Petrolia crude 1.35½ per bbl. Oil Springs crude \$1.35 per bbl. The condition of the crude oil market remains unchanged, every driller having contracts away ahead, but the market will stand the extra production even if a "ghost" or two do make their appearance. The stock, of crude, although very moderate is ample for the requirements of the trade taking into consideration the prospective summer's production. If we are let alone and not influenced by outside considerations, the figures for crude this fall may fairly be put at \$1.50 anyway. But—and here this "but" is not to be lightly disregarded we have not our own market in our own Canada. We have reference to the bringing into Canada crude for fuel purposes. A drop of 50 cents a barrel on crude means a loss of \$200,000 during the year to the crude producing trade and the concurrent shrinkage of profits, say \$50,000 to the refining branch of the business, for, with low priced crude their must be reduced profits on refined as has always been the case. The retailer, too, can make more profits when refined is 15 to 18 cents than when it is 10 or 12 cents per gallon, so that the crude producer, the refiner and the retail merchant are equally interested in the maintenance of values up to fair and equitable standard, which we at present possess with regard to crude. The only action that the oil trade can take to disturb present values and lessen legitimate profits is to set the drill recklessly to work and add to the at present small stock an unnecessarily large one. Of course this view of the present situation is entirely aside from the question of the threatened American "slaughter market" in the (we trust) far future. Both the price of crude and refined are about the

same as last week. The above figures is the price to-day, yesterday there were no transactions on 'change.

HIDES, ETC.

HIDES—Green are still 5c., but cured have gone down a quarter, a car selling on Monday at 6c.

SKINS—Pelts are 25c., lamb skins 35c., and calf skins 5 to 7c., the latter having dropped a cent.

WOOL—Is as dull as ever at 18 to 19c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.25	\$4.70	\$4.40
" Net.....	3.81	4.21	3.90
Egg Gross.....	4.35	4.80	4.50
" Net.....	3.90	4.30	4.03
Stove Gross.....	4.35	4.80	4.51
" Net.....	3.90	4.30	4.03
Chestnut Gross....	4.35	4.80	4.50
" Net.....	3.90	4.30	4.03

AMERICAN METAL MARKETS.

NEW YORK, July 9, 1891

Local reports and advices at hand from other centres indicate that the situation in the various branches of the iron and steel trades at the present time is very much the same as it was a month ago. Orders for finished productions do not come forward with greater freedom, nor are the inquiries for larger lots. In short, it would appear that a very conservative policy still governs buyers' operations all along the line. Not only in the heavy productions of the mills is this the case. Iron pipe and tubing are purchased sparingly, and it is the exception that interest in agricultural implements and general hardware is not remarkably tame even for this season of the year. As natural under such conditions the movement in crude material continues sluggish. Despite this unenviable experience, however, values are fairly well supported, and it is only in the instance of speculative holdings or brands that are under the ban on point of quality that any concession is made by holders. The accumulation of supplies at furnaces and mills is represented as being comparatively insignificant.

Current sales of foundry pig iron are chiefly at \$17.50 to \$18 for No. 1, and \$15.50 to \$16.50 for No. 2. The former is in exceptionally good position, favorite brands being well sold up and difficult to secure for prompt delivery, while the offering of others is not particularly heavy. There is an abund-



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

MARKETS—Continued.

ance of No. 2, however, with some inferior brands at as low as \$15.00. Mill grades are slow in this market and quoted at \$14 to \$14.50. Bessemer pig of good quality is still bringing \$16 to \$16.50 at furnace, and meets with fair sale. Small parcels of spiegeleisen, 20 per cent. have been sold at \$27.50 to \$28.50 ex ships, according to brand, and 50c. more f.o.b. cars at Hoboken. Ferro manganese moves off in small quantities at \$64 to \$65. In old material there is little doing, and values apparently have undergone no change. Iron tee rails are quoted at \$20.50 to \$21, steel at \$17 and No. 1 wrought scrap at \$20 to \$20.50, f.o.b. cars at shipping port.

TIN.—Under the weight of £1 per ton decline in prices in London, the local market for pig tin has softened. Purchases could be made at ¼c. per lb. below the figures that ruled three or four days ago. On the decline there has been little speculative movement, and purchases for consumption at present are hardly up to the average volume. The spot prices at the close were 20.30 to 20.35c net cash for round lots, 20 1-2c regular for jobbing quantities.

COPPER.—Is wholly unchanged. Home consumers are buying only as imperative wants necessitate, and the requirements do not appear to be remarkably large. The export movement of furnace material prevents any considerable output of low grade ingot. There is little, if any, Arizona offering in fact, and 12c upwards is asked for casting brands. Lake ingot, on the other hand, is plentiful at 12½ to 13c.

LEAD.—During the past few days about 400 tons of pig lead have been sold at 4.45 to 4½c., but the demand is rather slow at the present time and values are somewhat irregular. Spot parcels, for example, were offered at 4.45c., while on lots for shipment 4½c. New York delivery, was named as inside rate.

SPELTER.—Western brands of good quality spelter may be secured at 5.10c. on the spot, possibly at a shade less, but future shipments are held at relatively better prices, and a quicker demand would probably stiffen the market considerably.

TIN.—The situation in the tin plate trade is unchanged. The large stocks on hand are held confidently for better prices, but the demand is slow and buyers do not abandon hope of a break taking place in the next sixty days.

HARDENING CAST STEEL.

The Swiss method for hardening cast steel is said to be the most simple and effective in the world. Tempering edge tools by dipping them in oil while hot has been known and utilized for some time, but the Swiss method consists in mixing four parts of pulverized rosin, two parts of train oil, in a suitable vessel, and this mixture being then stirred in one part of hot tallow. Into this mixture the article to be hardened is plunged at a low red heat, and left there until thoroughly cooled. Without cleaning off, the piece is again put into the fire and tempered according to the usual practice. The secret of this process lies probably in the fact of having the mixture hot. An examination of steel, hardened by this process shows that the hardening is deeper, and more uniformly distributed, the steel being less brittle, and having superior and more durable cutting qualities, than is the case by the use of any other means.

IRON FOUNDERS' ASSOCIATION.

An emergency meeting of the Canadian Iron Founders' Association has been in progress in Hamilton for the past few days, and it is said that the stove combine and the association itself is threatened with dissolution. The E. & C. Gurney Company have come to the conclusion that faith is being broken, and gave notice that they will withdraw. A foundryman said that if the combine breaks, prices will drop 15 or 20 per cent. and three or four of the smaller foundries will go under.

ZINC AND IRON IN ARCHITECTURE.

An interesting fact is noted in connection with much of the architectural work of the day, namely, the increasing use of zinc and sheet and plate iron and steel for ornamentation, largely taking the place of plaster and wood for cornices, window dressings, mansard and other roofs, dormers and finishings, these latter being fixed upon brackets to the walls or otherwise secured to the structure. In Australia, notably in Sidney, zinc has for some time past been employed for ornamental ceilings, one of this kind, on a somewhat large scale, having not long since been used in the construction of a hotel dining hall in Sidney, and which, for richness of ornamentation and beauty of design, is said to be unrivalled, the ceiling, as described, being divided into fifteen deep and rich panels. The chief advantages alleged of a zinc ceiling are that it can be soon fixed without dirt, and is a comparatively light material, peculiarly adapted to internal employment; the metal can be moulded into panels or coffers, and applied in large pieces, and the material decorated or gilded, and moulded zinc cornices can be fixed "in situ."

DOING BUSINESS ON INSUFFICIENT CAPITAL.

It is without doubt the hope of every ambitious clerk or salesman to embark at some future day in business, either as a partner in the house by which he is employed or on his own account. This is a most laudable desire and one that deserves every encouragement. There is, however, one factor most essential to success in establishing a store which aspirants for mercantile honors should keep steadily in mind, and that is the importance of providing either by personal savings or by the assistance of friends sufficient capital to carry on the business without embarrassment. It will not do to take any chances in this particular. While incompetence is a fruitful source of mercantile failures, statistics of these disasters show that inadequate capital for the business undertaken is the cause of a majority of these occurrences. Character, experience and ability are indispensable to success in trade, but without the merchant has the necessary

financial resources disaster is almost sure to follow his venture. Not only must he have sufficient means for the ordinary, everyday requirements of trade, but he must possess or control enough reserve capital to tide over the emergencies that are sure to arise in the experience of every business man. The saying that "it is the unexpected that always happens" is most applicable to mercantile affairs and disaster is sure to overtake the merchant who is not prepared to cope with such events and to weather the financial gales. It is far better for a man to remain an employe for an indefinite period rather, than for the often empty satisfaction of being his own master, to take upon his shoulders the cares and vexations which always result from the attempt to do business upon an inadequate amount of capital. Young men who contemplate making such a venture should carefully weigh the attendant risks, and they should do well to take no chance unless the means at their command are such as to safely warrant them in "paddling their own canoe."—Ex.

A syndicate composed of outside parties is endeavoring to buy all the stock of the Sarnia Gas Company at par, and claims that it will then stock the company at \$100,000; or it will lease the company's plant for twenty years, and guarantee 8 per cent on the stock. The syndicate figures on introducing electric light.

W. R. Dunn, who for some time past has conducted a hardware business at Mission City, B.C., has sold out his stock in trade to Thos. Kearney, formerly with Cunningham & Co., of New Westminster. The announcement is made that Mr. Kearney will carry on the business and will greatly increase the stock, so as to keep always on hand plenty of material for the use of residents of that growing city.

Mr. Munroe, who built the new bridge at Rideau, has secured the contract for the erection of the new stone and iron railway bridge about to be erected over the Madawaska river at Arnprior. This will be a very extensive work, as may be judged by the fact that the cost will be in the neighborhood of \$100,000. Besides the abutments this bridge will be supported upon two centre pieces of stone and concrete, the work of building which will in itself be considerable, the water in the river at the point being from 16 to 20 feet deep.

A discovery of ore, supposed to be silver, was made about twenty-five miles north of Bridgewater N. B., in June of last year. Nothing was said of it at the time but it now turns out to be a superior quality of tin. Of the assays made all proved to be tin of a high grade. To settle the question a mining expert had one ton of the ore taken out and sent to Cornwall England. It was there treated in a mill and the results show a value of \$20 per ton. As there are millions of tons of ore and one of the best water powers available the property is looked upon as one of exceptionally fine prospects.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

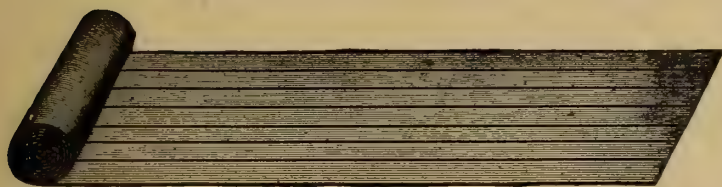
FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Now is the time to purchase your supply of the following. Our stock is complete and prices right.

Lightning Ice Cream Freezers ; Dish Covers, Round and Oval, Blued and Tinned, Granite or Agate ; Enamelled and Brass Preserving Kettles ; Cherry Stoners, Apple and Peach Parers ; Fruit Presses ; Ice Picks and Tongs ; also good stock of "Never Break" Kettles ; Sauce and Fry Pans.

WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL

HOW TO DRAW NAILS OR SPIKES.

When, says *World's Progress*, a nail or spike has been driven into a live tree or into timber, after a year or more the fibres of the wood will have contracted so tightly about the metal that it will be exceedingly difficult to withdraw the iron. But strike a nail or spike a sharp blow with a hammer and drive it in a trifle, serves to break the wood fibres around the metal, and a nail can be withdrawn with only a little force. Iron gate hinges are frequently driven into a living tree. When one is not in possession of a large and strong claw bar, bore a hole close to the hinge, on the under side, and the hinge can be easily crowded down into the hole and withdrawn. When a large nail has been driven head and all beyond the surface of the timber, bore a hole close to the nail, and with a nail set crowd the nail into the hole. When nails have become rusty they will usually break in two, leaving a portion of the iron in the timber. But strike a rusty nail a sharp blow, and one can sometimes withdraw it with his fingers. In tearing down an old building, if it is desirable to take off the boards or casings without splitting them, place a nail set on the head of each nail, and with a hammer start it inward about an eighth of an inch. One blow will break the whole nail, so that the most of the nails will come out when the boards are driven off.

TIN-PLATE NOMENCLATURE.

Pertinent to the very interesting discussion which has been running through the columns of the *Iron Age* in relation to the nomenclature of American tin plate, I wish to suggest that the present would be a good time to utterly do away with the whole set of abominable systems, or rather unsystems, which we have imported from Wales, and to start out afresh upon an American plan founded on common sense.

In regard to the number of sheets in a box: 100 or some multiple of it, preferably the former, seems to be the only sensible quantity for convenience of calculations.

In regard to length and width of sheets: There seems to be a necessity in order to avoid waste, for a great many sizes, and these should undoubtedly be expressed as at present, in whole numbers of inches, avoiding fractions, the first width perhaps and the length (this being the conventional order), as 10x10 inches, 10x14 inches, 11x13 inches, or any other measurement which the makers found the market required. There might very probably prove to be a demand for widths of any whole number of inches from 6 to 24 inclusive and for lengths of any whole number of inches from 10 to 40 inclusive—that is, for tin-plate packed in boxes.

It seems likely, however, that after a while the ingenuity of our American manufacturers and tool-makers will develop a system for making it in long rolls, just as sheet brass is made, by continuous processes of rolling, pickling, coating, cleaning, &c. The value of such rolls of metal would not only be great for roofing purposes, but more especially for operations to be performed in presses. Sheet metal in this shape can be fed automatically through a press from one reel to an-

other, thus not only saving considerable stock that is now wasted at the ends of the sheets, but dispensing with a good deal of the time of an operator, who can attend to several machines at once; and, furthermore, allowing the machine to be run much faster than is possible by hand feeding.

In regard to thickness: The abominable and wholly ridiculous humbug of wire gauges should, of course, be dispensed with, as their numbers do not mean anything, are placed in reversed order from the quantities measured, and have no uniformity or co-relation among the different types of gauge. More absurd even than the use of these gauges in our present christening of "taggers" to denote a thickness of anywhere from 0.004 inch to 0.008 inch, averaging, perhaps, 0.006 inch; of "IC" to denote from 0.010 inch to 0.014 inch, averaging about 0.012 in. of "IX" to denote from 0.013 inch to 0.017, averaging about 0.015 inch, of "IXX" to denote from 0.015 inch to 0.019 inch, averaging about 0.017 inch, &c. None of these terms have any definite value, and such values as they have overlap each other in many cases, as has just been instanced. Neither are there any gauges in existence wherewith to measure sheets designated by these mysterious symbols.

Still more foolish yet would it be to designate thickness by the weight per any unit of surface area, as so many pounds per square foot; for the computations necessary in solving such puzzles are entirely too troublesome, and do not give any definite idea of the thickness, without long practice.

Why the plain, common sense method of stating the thickness in thousandths of an inch should not be followed it is difficult to imagine, except by a proper conception of the intense stupidity and conservatism embodied in the old-time methods. Micrometers for measuring in this way are now plentiful, cheap and easily managed; and, moreover, gauges similar in appearance to ordinary wire gauges can easily be manufactured, which will be numbered in accordance with micrometer measurements; that is, each notch can be numbered by the number of thousandths of an inch which it represents. To clearly individualize such a future gauge, I will suggest that it be made of an elliptical contour—this being, I believe, a new shape for such tools, and one that will distinguish it at a glance from the old gauges, which are usually made either round or oblong.

In the accompanying sketch is shown, to a scale of real size, a special micrometer of my own design—which, by the way, is not patented, and is hereby freely offered for public use. It is intended to have a deeper throat, T, than usual, so that it will measure as much as 2 inches from the edge of the sheet, and thereby avoid the thin places apt to occur near the margin; and it is small enough to go into one's waistcoat pocket. It may for ordinary tin plate of all thickness, be graduated to have a range from 0.001 inch to 0.025 inch, inclusive, all coming within one turn of the screw S and, therefore, being much easier to read and understand than are the ordinary micrometer gauges. A special feature of this instrument is the prism-shaped reading pointer, P, up and down in front of which, and nearly touching it, the periphery of the screw head travels. If desired, the screw can be of coarser pitch, so as to cover various

thicknesses of sheet brass, copper, zinc, &c., and yet never make more than one revolution, thus retaining the easy reading qualities mentioned, although crowding the figures closer together upon the screw head—that is, unless such head is made larger. This tool is supplied with the usual locked adjusting screw A, and with the locking screw L, by which the main screw S is secured in cases where it is desirable to test a number of sheets which are required to be of a fixed thickness. This machine can be very cheaply manufactured in quantities, and is just as useful for measuring small wire as for sheet metals. It is earnestly to be hoped that our future common sense will induce us to use some measuring system of this kind, not only for the purposes mentioned, but for thread, paper, pasteboard, leather, glass and other substances whose thickness is now designated by the most roundabout and ridiculous methods.

In regard to thickness of coating: I have not quite made up my mind as to the best unit of measurement. At present writing, however, it seems to me that if the proportion or ratio of the total thickness of the tin or other coating to the iron or other plate was mentioned it would give a good idea of its composition. Thus if the total thickness was made up of nine-tenths iron and one-tenth tin the "richness" of the article, so to speak, would be expressed by the fraction one-tenth.

In regard to the quality of the iron or steel, and also the material and quality of the coating: I have not settled in my mind upon an absolutely perfect system. Possibly, however, it would be a good scheme to designate the material of the original sheet by S for steel, I for iron, C for copper, &c., followed by a number for its quality, as 1 for best, 2 for second best, &c., these being printed in small figures, like exponents, after the letters and higher up. The coating may be known in the same way, as T for tin, L for lead, Z for zinc, and combinations of these letters for a mixture of metals, as T L, when tin and lead were used together, &c., the coating letters always to follow after the others. Thus galvanized iron, so-called, which is coated with zinc, could come under the same general system as tin plate, as could copper coated with tin, iron or brass with nickel, &c. We would then have a universal system which would in most respects be not only scientific in its principle, but suggestive and easily remembered, on account of the initial letters used; while at the same time it would be so elastic as to permit its application to various conditions of the problem. The unscientific point about it would be in grading the quality of the iron or other plates as first, second, &c., because intermediate qualities might afterward be made by the same or other makers. I think, however, that it would do for a beginning, as the "quality exponent" might be omitted modified or have a substitute (either a number, letter or other sign) at any future time without affecting the other symbols in the least.

According to this general plan some certain size and quality of tin plate might be expressed thus: 14 x 20 x .012 1-12S/T. These symbols evidently mean a sheet of 14 x 20 I C steel tin plate coated with pure tin to about one-twelfth of the total thickness of the steel, or about 1-2,000 inch of tin on each side. The symbols, 10 x 14

x .015 1-20 I' TL, would mean 10 x 14 IX tin plate, made from second-quality sheet iron, coated with a mixture of tin and lead to a less thickness than in the former case. The symbols, 24 x 96 x .035 IZ, would mean galvanized sheet iron 24 inches wide by 8 feet long, No. 20 Birmingham gauge, the I and Z, of course, standing for the iron and zinc respectively, but the quality of the iron and the thickness of coating being omitted; although they might, of course, have been inserted in their proper places, exactly as before, if anybody cared to know the kind of iron or thickness of zinc. The symbols, 6x1200 x .016 C', would mean a roll of first-class sheet copper 6 inches wide, 100 feet long, and of a thickness measured by a No. 26 B. & S. wire gauge. In this case there is no coating and, therefore, the symbols for this material and its thickness are omitted. In the case of alloys as when a coating is made of tin and lead mixed, the proportionate amount of each metal could, when necessary, be expressed by using a "sub-number" after each letter, thus: 'T1L2 --the meaning here being that its proportion is one of tin to two of lead. Such refinement of expression could, however, in many cases be omitted.

It would be more systematic, in the examples previously given, to put the length first and then the width, thus making a logical and gradual decrease from the largest dimension, the length, to the smallest measurement of all, the thickness. This, however, would make ordinary tin plate read "20x14" instead of "14x20," which, perhaps, the dealers could not get used to. The other regular order that here occurs to one, to put the thickness (which is the smallest dimension) first, is objectionable, on account of a decimal fraction not being a good thing to commence a sentence with. Instead of putting the letter x between the different dimensions it might be better to put simply hyphens, and to put them also between the other symbols. Carrying out this idea, and also the one above mentioned of stating the length first, a sheet of IC coke tin plate might very likely be expressed thus: 14-10-.012-1-12-I2-T.

It will be seen by the above examples that some system of this kind can be made very elastic, for various kinds of materials, and for various amounts of information concerning them; and, furthermore, that such information can be definitely and uniformly expressed in a very much shorter way than by the old methods--and that without any Welsh spelling of long words having no definite value. To recapitulate: The three dimensions of the piece of material to be described are in all cases stated in inches and thousandths thereof. The thickness of the coating, if there be any, is stated as a ratio of the whole thickness. The material of the plate is stated by the initial of the name of the metal of which it is made. Its quality is stated by its grade number, written exponent fashion, in such cases as an arrangement can be made for grading it. The metal or metals of which the coating is composed are also stated, as in the case of the plate, by initial letters (following the plate initials) and the relative proportions thereof by attached sub-numbers.

I do not offer the above as a perfected system, for a committee of experts (if they had systematic minds) might very likely much further improve the

details, while using the same general principle, which obviously is a correct one.--Oberlin Smith, in Iron Age.

A WORD TO YOUNG SALESMEN.

There is apt to be too little attention paid to the knowledge and qualifications necessary to become a good and popular salesman, especially is this so among young men. The most important thing upon entering a retail store is to become acquainted with the customers. Almost all people have their peculiarities, and the salesman must become thoroughly familiar with each. Respect must be paid to their likes and dislikes, their whims must be humored; uninteresting recitals relating to unsatisfactory goods that they purchased some time before, or about something that was bought at "the other store," and proved the best they ever had, must be listened to with interest.

The knowledge of goods and prices, both the selling and cost, must not be left to be absorbed in the regular course of business experience, but especial study and continued searching should be persisted in until all the details are mastered. While the Hardware business can never be wholly learned, because something new is continually being put upon the market, there is a possibility of learning everything connected with your business up to date; and then to keep up with the times. New lines of goods are continually being introduced into the Hardware business, prominent among which are Bicycles and Electric goods may be mentioned. There is no reason why the young salesman should not be the authority in the store on these or any other new goods. You will be surprised at the amount of knowledge to be gained on any subject by devoting an hour or even a half hour a day to it. You will soon be better informed on the subject under consideration than the majority of people are. It is not enough to be well informed about the goods carried in the store, but it is desirable to know of other makes of the same kind, which is the best, and what particular advantages one make has over the others. Very few proprietors object to their clerks examining the invoices of goods purchased, or to their making use of catalogues and price-lists.

Promptness in getting to business in the morning, as well as in getting back from meals, will not only place you high in the esteem of the firm, but also educate one to promptness all through life. Balls, pic-nics and running around nights with the boys unfits one for the next day's work, besides taking the mind from business. When not waiting on customers do not cultivate the habit of lounging about the front door, or sitting on the counter, but straighten up stock and keep the store in good shape. While not being forward, always accept any responsibility that comes in your way, and you will soon find that others will be intrusted to your care.

Don't forget; you are not paid to do that, but by attending promptly to the duties assigned you will be regarded as one on whom reliance can be placed. Be pleasant and obliging, both to customers and to those with whom you work, if you desire to be popular and successful. These are but a few of the suggestions which might be made in the line of attaining high-water mark:

but they are not beyond the reach of any young man starting out to make a place for himself in this busy world. --A. F. G., in Iron Age

THE A. G. PEUCHEN CO.,

ARE NOW MAKING

100 TONS

—OF—

Pure Paris Green

ALSO MAKING

300 bbls. of PAINT OIL.

See our New Catalogue containing 32 pages of all articles in the Paint Trade.

VARNISH A SPECIALTY.

THE A. G. PEUCHEN CO., Ltd.,

Manufacturers Paints and Varnishes,

TORONTO.

SEND

For our Fifth Edition

HOW TO SELECT,
LAY and PAINT

A TIN ROOF

SENT FREE OF COST.

MERCHANT & CO.,

PHILADELPHIA.
NEW YORK.

CHICAGO.
KANSAS CITY.

P. DOTY & SON,

Successors to

W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

P. DOTY & SON

Oakville, Ontario.



SPOONS, FORKS ETC.-STAMPED.
1847. ROGERS BROS. & CO.
ARE GENUINE "ROGERS" GOODS.



SALES MADE OR PENDING.

W. R. Dunn, general merchant, Matsqui, B. C., has sold out to Thomas Kearney.

The stock in the estate of A. L. McKech-nie, general merchant, Mount Forest, Ont., is advertised for sale by auction on the 14th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Young, Bickle & Co., general merchants, Nanaimo, B.C., have dissolved, James Young succeeding.

The Le Roi Mining & Smelting Co., Trail, B. C., has been incorporated with capital stock of \$2,500,000.

James Cowan & Co., wholesale and retail dealers in sheet and carriage hardware, London, Ont., have dissolved, Jas. Cowan and David J. Cowan continuing under unchanged style.

REMOVALS AND DEATHS.

Lovekin Hilton, general merchant, Barton, N.S., is dead.

F. C. Kirkham, general merchant, West Hill, Ont., has been succeeded by A. T. Elliott.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

David Courchene, general merchant, L'Avenir, Que., has assigned.

Demand of assignment has been made of Perras Feinglass, trader, Montreal.

Roberge & Frere, general merchants, Black Lake, Que., have compromised.

Chas. I. Keith & Co., general merchants, Butternut Ridge, N. B., have assigned.

Mrs. R. Sullivan, general merchant, Coteau Landing, Que., is offering to compromise.

BRITISH WASTE PAPER.

The waste paper branch of the business at Her Majesty's stationer office is a very important one, says the London Daily News. It is situated in Earl Street, Westminster, a few minutes walk from the main establishment. In the good old days waste paper went as the "perks" of Government officers. The more they sold the fatter they grew, and the sturdier, we may be sure, they stood up for Queen and Constitution, and everything that was staid and respectable and conservative. The best of it was that it often happened that the very men who grew fat on waste paper had the ordering of the stock, and the more they ordered the greater were the "perks" of course. It was a delightful arrangement, but it was too good to be permanent, and in 1852 it was ordered that all waste and unserviceable papers, pens, old directories and other publications, and old and useless and worn out stores of every

kind should be returned to the Stationery Office, and latterly, therefore, there has been one stream of new stationery from Westminster to all the Government offices in the kingdom, and a return current of used-up material. It pours in in huge van-loads to the establishment in Earl Street, where premises, formerly in the occupation of a marble mason, have been converted into a busy scene of industry in unpacking, sorting, cutting up, repacking, and despatching to the paper mills, that may be witnessed all the year round. Till some little time ago paper-makers contracted for the waste paper here, and entered into a bond to destroy it forthwith. This proved to be unsatisfactory, and there seemed to be no sufficient security against the leaking out of information that ought to be private and confidential. For some time public waste paper was sent to one or two of the prisons in London, to be torn up and sorted by the prisoners. This was not very successful either, and five years ago the Earl Street premises were taken, and everything now goes there. Vans run into the yard with their paper and books stuffed into gunny bags, which are hauled up on to a top floor and turned out upon tables, the tops of which consist mainly of iron gratings. Young women stand at these tables and sort out the paper into ten classes. Much of the stuff is very dusty, and the table tops are grated, so that as the paper is tossed about the dust may fall down below. Once a fortnight the screen round underneath the table is removed and accumulated dust cleared out. The sorted papers are thrown into different hoppers, and are shot down to the floor below, where there is a tremendous guillotine cutting-machine, driven by a gas engine. All sorts of secrets and confidential communications are here chopped up so far as to render them unintelligible, and then they are packed up for dispatch to the mills, when purchasers come forward with satisfactory offers. Much of the waste is removed back into gunny bags, which are suspended from hooks in the ceiling, and may be rammed full with a sort of Herculean club which some of the damsels enjoy for the purpose; but most of them apparently prefer to get into the bags and dance up to the top as their companions keep feeding in the waste.

Soap and water are cheap, but soil on goods is expensive.

Goods conveniently located save time, money and temper in showing.

A feather duster disperses but does not remove the dust from the store.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

You can lose more than we do by not subscribing for this paper.

BUSINESS CHANCES.

WANTED—TO PURCHASE AN INTEREST in Hardware business. Understand it thoroughly; could take charge of office; all communications confidential. Box 108, Brantford, Ont. 25

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

BROKERS

—AND—

COMMISSION MERCHANTS
IN CANADA

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION \$1.25
SEND FOR SAMPLE COPIES.
THE DRY GOODS REVIEW, TORONTO.
THE J.B. McLEAN CO. (LTD) PUBLISHERS.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,

27 Front St. E. Toronto.

60W

STORAGE

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.
PETROLIA, - ONTARIO.

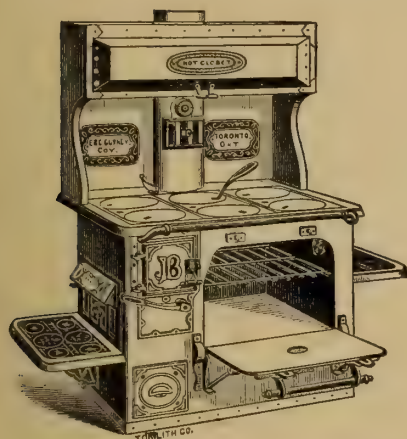
It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

ARTIST'S BRUSHES

HOGS HAIR,
CAMEL HAIR,
BLACK SABLE HAIR,
RED SABLE HAIR,
INDIAN SABLE HAIR,
BEAR HAIR,
BADGER HAIR.

We manufacture and carry in Stock a larger assortment than any other House in Canada.

Quality and prices guaranteed right.

CHAS. BOECKH & SONS,
80 York St., TORONTO.

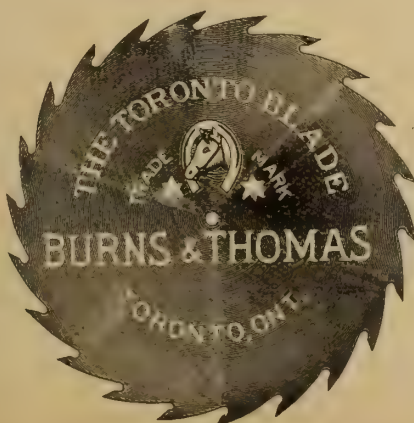
Write for illustrated Price List.

F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET
LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



SAWS CIRCULAR, Shingle, Re-sawing Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

What is it?

The Gardner Steel Ribbon Sash Balance consists of a malleable galvanized steel ribbon running over a pulley, expressly made for it, and attached to sash and weights as cord or chain are.

It works very easily, noiselessly with little or no friction, consequently can hardly wear out, and lying close to frame, it can be painted same as woodwork, presenting a very neat appearance.

Ribbon is made in various sizes as to thickness and width, so that it will balance 10 lbs. or 1,000 lbs. with admirable working satisfaction.

Those who have seen and are using it endorse our claim, that it surpasses any system in the market for hanging sash, elevator doors, etc.

Sample, Price Lists and all information,

JOHN HARGREAVES, Mgr.

Gardner Sash Balance Co.,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS" PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures None are genuine unless bearing the

TRADE

GRANTED

MARK.



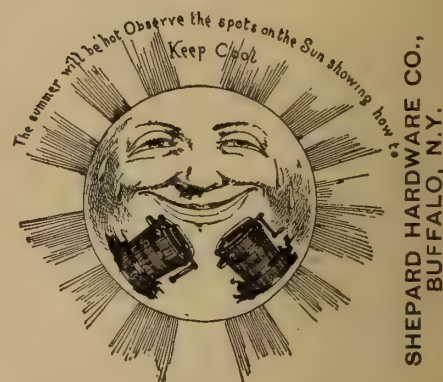
1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



Shepard's "Lightning" Ice Cream Freezer

CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S.	Per box
I.C., usual sizes	\$6 25 \$6 50
I.X., "	7 50 7 75
I.X.X., "	8 75 9 00
Raven & P.D. Grades—	
I.C., usual sizes	5 25 5 50
I.X., "	6 25 6 50
I.X.X., "	7 25 7 50
I.X.X.X., "	8 25 8 50
D.C., 12½ x 17	4 75
D.X., "	5 75
D.X.X., "	6 75
<i>Note.—Other brands might be shaded by 25c. per box.</i>	
Coke Plates—Bright.	
Bessemer Steel—	
I.C., usual sizes	4 75 5 00
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00
<i>Note.—Round lots of 14x20 might be purchased of 10c. per box less.</i>	
Charcoal Plates—Terne.	
Dean & J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 75 9 00
I.X. Terne Tin	10 75 11 00
Charcoal Tin Boiler Plates.	
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	Per lb.
" 14x60, "	6½ c, 7c
" 14x65, "	
Tinned Plates.	
72x30 up to 24 gauge	6½ 7
26 "	7½ 7½
28 "	7½ 8
Iron and Steel.	
Base Price.	
Common Iron, per 100 lb	\$2 05 2 10
Refined "	2 45 2 55
Horse Shoe "	2 50 2 55
Band "	2 50 2 65
Hoop "	2 65 2 80
Swedish "	4 00 4 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 00 3 25
Best Cast Steel, per lb.	0 13½ 0 14
Russian Sheet	0 10½ 0 12
Tank Plates	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.	
2-inch	10½ c
1-inch	15
Boiler Plate.	
½ inch	\$2 45
5-16 "	2 35
¾ " and thicker	2 25
Sheet Iron.	
1 to 20 gauge	2½ 3
22 to 24 "	2½ 3
26 "	3 3½
28 "	3½ 3½
Canada Plates.	
Blaina—	½ bright 3 15 3 20
Abercarne	3 20 3 25
Iron Pipe.	
Wrought 60 to 62½ p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Galvanized Iron.	
Queen's Head—	
16 to 24 gauge, per lb	5½ 5½
26 gauge, "	5½ 6
28 "	5½ 6½
Gordon Crown—	
16 to 24 gauge, per lb	5½ 6
26 gauge, "	5½ 6½
28 "	5½ 6½
<i>Note.—Cheaper grades about ½ cent per lb less.</i>	
Chain.	
Proof Coil, 3-16 inch, per lb	7 7½
" ½ "	5½ 6½
" 5-16 "	5 6
" ¾ "	4½ 5½
" 7-16 "	4½ 5½
" ¾ "	4½ 4½
" ¾ "	3 60
" ¾ "	3 50
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 03½ 0 15
Jack chain, brass, single, per doz yards	0 20 1 10
Copper—Ingot.	
English B.S.	0 14½ 0 15
Bolt or Bar.	
Cut lengths, round, ½ to ¾ in.	\$0 25 \$0 28
round & square	
1 to 2 in	0 23 0 26
<i>Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.</i>	

Sheet.	
Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 18 0 19
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 19 0 20
<i>Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.</i>	
Planished and tinned, 14x	
48 and 14x60	0 29 0 30
Brassiers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb.	0 22 0 26
" 35 to 45 "	0 21 0 22
" 50 lb and above per lb	0 20 0 21
Boiler & T. K. Pitts.	
Plain Tinned, per lb.	0 25
Spun	0 29
Wire.	
Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30
Brass.	
Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up "	0 26 0 32
Sheets, hand-rolled 2x4 ft.	0 25
Zinc Spelter.	
Foreign, per lb.	0 05½ 0 06
Domestic "	0 05½ 0 05½
Zinc Sheet.	
5 cwt casks.	0 06½ 0 06½
Part casks	0 06½ 0 07
Lead.	
Imported Pig, per lb.	0 04 0 04½
Domestic "	0 03½ 0 04
Bar, 1 pound	0 05 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00
<i>Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.</i>	
<i>Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½ c.</i>	
Solder.	
Half-and-half (guar.) per lb	0 17 0 19
<i>Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.</i>	
Antimony.	
Cookson's, per lb.	\$0 15½ 0 16
Other makes	0 14½ 0 15

White Lead.	
Pure, Assoc. guarantee, ground	
in oil, 25 lb. irons, per lb.	5½ ..
No. 1 Do.	0 5
No. 2 Do.	" 0 4½
No. 3 Do.	" 0 4
Prepared Paints.	
(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities	0 85 0 90
Colors in Oil.	
(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow "	0 11
Golden Ochre "	0 06
French "	0 05
Marine Black "	0 09
Green "	0 09
Chrome "	0 08
French Imperial Green	0 14
Colors, Dry	
Yellow Ochre (J.C. in bbls, per cwt 1 40	
(J.F.L.S.) "	2 75
Venetian Red (R.C.) "	1 50
Ven. Red, Cookson's "	1 80 1 90
English Oxides	8 25
American "	2 25
Paris Green, per lb	0 16 0 17
Burnt Sienna "	0 08½
Burnt Umber "	0 05
do pure	0 08
Drop Black "	0 09
Chrome Yellows "	0 12
Greens "	0 12
Golden Ochre "	0 03½
Varnishes (in bbls).	
No. 1 Furniture, per gal	0 70
Extra "	1 00
Brown Japan "	0 70
do Turpentine "	0 90
No. 1 Carriage "	1 50
Gold Size Japan "	1 40
Pure Orange Shellac "	2 00
Hard Oil Finish "	1 50
Linseed Oil (in bbls).	
Raw, per gal	0 64
Boiled "	0 67
Turpentine (in bbls)	
Selected Packages, per gal	0 58 0 59
Castor Oil.	
Best, per lb.	0 09½ 0 09½
Cod Oil.	
Cod Oil, per gal.	0 48
Glue (in bbls)	
Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Kim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10.
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting,
 Amer. net list. B.B. Caps, discount
 45 p.c. Amer.
 Loaded Shot Shells, "Trap" and
 "Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
 Anvil and Vice combined
 each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz. 13 00 20 00
 Adjustable " each 5 50 6 50
 Post Hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per cent.

Awls.

Sewing per gross 5 65 1 59
 Pegging, " 0 65 1 25
 Brad, " 0 85 1 60
 " handled " 3 60 7 30
 Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
 " Sewing, " }

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
 Copper, discount, 30 p.c. dis. off Re-
 vised list.

Bells—Hand.

Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
 " Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
 10 per cent.
 Canadian, dis 45 and 50 p.c.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
 Moulders' " 7 50 10 00
 Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
 per cent.
 Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
 Excelsior, discount 60 per cent.
 Jennings' Imitation, list 45, 47½ per
 cent.
 Jennings' Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
 Diamond, Shell " 1 00 1 50
 Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex, per doz. 1 25 1 75
 Mascot " 1 35 1 85
 Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis, 65 and 10 to 70 and 5 per
 cent. dis.
 Tire, dis. 50 and 10 per cent to 60 p.c.
 Stove, dis., 45 to 50 p.c.
 Elevator, dis., 35 to 40 p. c.
 Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
 Barber's Ratchet 10 00 11 00
 Farmers' 2 00 2 75
 Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
 doz. pairs 0 50 3 40
 Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
 Reversible, dis., 65 to 67½ per cent.
 Vegetable, per doz. 1 12 2 35
 Henis, No. 8 " 6 00
 " No. 9 " 7 00
 Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 to 70 per
 cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.
 Wrought Steel.
 Fast Joint, dis. 60 & 5 to 65 pc., dis.
 Loose Pins, " 60 & 5 to 65 pc., dis.
 Berlin Bronzed, dis. 70, 70 and 5 per
 cent.
 Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
 Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
 Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
 World " 21 75
 Daisy, " 24 00
 Star, " 18 00
 Crown Jewel, per doz 29 00
 Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
 Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
 Thorold " 1 10
 Queenston " 1 10
 Napanee " 1 10

Chalk.

Carpenters' Colored, per
 gross 0 90 1 10
 White, lump, per lb. 0 01½ 0 01½
 Red " 0 05 0 06
 Crayon, per gross. 0 14 0 18
 Chisels—Socket, Framing and Firmer.
 American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c
 from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c.
 Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
 Side 3 60 4 00
 Enterprize, No. 0 1 35
 No. 2 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
 Coil, per doz. 0 88 1 60
 English, " 2 00 4 00

Draw Knives.

American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz. 16 00 51 50
 P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

Dis 20 to 33½ p. c.

Fawcets.

Cork Lined, per doz. 0 30 0 60
 Wine, per doz. 1 30 2 25
 Star, " 2 80 3 90
 Fenns Corkstops, No 2 p. doz 1 70
 Petroleum, per doz 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
 50 & 5 to 50 & 10
 Barton Smith, dis. 50 & 10 per cent.
 Nicholson's dis., Amer. list, 50, 50 and 5
 per cent.
 Canadian, dis., Amer. list 60 per cent.
 Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
 Horse Rasps, Kearney & Foote's dis
 Am list, 50 pc. 50 p.c. to 50 and 5 p.c
 Horse Rasps, dis. 45 p.c. Amer. } Hellers
 50 p.c. Can. }
 Horse Rasps, Spencer's, dis. Can. list
 33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
 Shepard's Lightning, dis. 50 to 50
 and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
 Enterprise, discount 10 p.c.
 Shepare's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size Inches.	Star.		Double Diamond	
	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
16 to 25	1.45	2.80	2.15	
26 to 40	1.55	3.00	2.45	
41 to 50		3.40		5.30
51 to 60		3.70		5.80
61 to 70		3.95		6.30
71 to 80		4.40		7.40
81 to 85		5.30		8.40
86 to 90		6.00		10.00
91 to 95				11.50
96 to 100				13.65

Pilkington.

Ordinary		
1st break		\$3 65
2nd "		3 90
3rd "		4 60
4th "		4 95
5th "		5 40
6th "		5 90
7th "		6 50

Picture Glass.

Pilkington's ordinary.		
1st break		4 30
2nd "		4 70
3rd "		5 40
4th "		5 90
5th "		6 50
6th "		6 90
7th "		7 70

Glue Pots.

Tinned, each	0 30	0 90
Enamelled "	0 55	1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
 Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz	1 00	3 50
Store door "	1 00	1 80
Chest, per doz pairs	0 40	2 50

Chisel.

Firmer per gross	3 00	4 50
Socket Firmer "	3 25	8 00
Socket Framing per gross	3 75	5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p. c.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
 " Shepard's Noiseless, dis. 60 p.c
 " Buffalo, dis 60 to 70 p.c.
 Light T and strap, dis 62½ to 65 per
 Heavy, per lb. 0 4½ 0 05
 Screw and Strap, per lb. 0 03½ 0 04½
 Per doz. sets.
 Screw, Eureka 1 13 1 80
 Gate, Clark's 1 50 2 20
 " Shepard's, dis 50 to 60 p.c.
 Spring 1 50 3 50
 " Shepard's Niagara 1 75 1 90

Hoos.

Garden, Mortar, etc., discount 40 per
 cent.
 Planter's per doz 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz	0 50	1 10
Clothes Line, "	0 27	0 63
Harness, "	0 72	0 88
Hat and Coat, per gross.	1 00	3 00
Chandelier, per doz	0 50	1 13

Wrought Iron.

Wrought Hooks and Staples, Can
 dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
 LONDON, ONT.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg 3 60 3 75

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, per lb $\frac{1}{2}$ per cent. dis. off

new list.

Copper, " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-

lock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list

dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " " 6 00 9 00

Lava " " 8 75 10 00

Shutter, porcelain, F. &

L screw, per gross..... \$1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " " 1 87 3 85

King, wood, " " 2 75 2 90

" glass " " 4 00 4 50

All glass, " " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent.

Padlock.

English and Am. per doz 50 6 00

Scandinavian, " " 1 00 2 40

Eagle, dis. per cent, 15 to 17 $\frac{1}{2}$ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " " 1 25 3 75

Lignum Vitæ, " " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Gutter

Enterprise, dis. per cent 20 25

Canadian, 37 $\frac{1}{2}$ to 40 per cent.

Home, each 2 25

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to

70 per cent

Nails.

Cut, 3 in. and upwards, 2 30

per keg base, price

Brads & Moulding Nails, 70 to 70 and

10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American..... 1 85 3 50

Nail Sets.

Square, round and octa-

gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15 $\frac{1}{2}$ 16

Carbon Safety " " 0 18 0 18

Canada W.W. " " 0 20 0 20

American W.W. " " 0 25 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron

Oil Can, with Pump,

per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz..... 1 25 3 50

Brass, " " 1 50 3 50

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25

" Carpenter..... 2 25 3 60

Picks

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per

cent. American dis. 45 to 50 per

cent.

Wood, fancy Canadian, or American

dis. 35.

Bailey's (Stan R. & L. Co.) 35 to 37 $\frac{1}{2}$

per cent.

Miscellaneous, dis. 12 $\frac{1}{2}$ to 15 per cent.

Bailey's Victor, dis. 12 $\frac{1}{2}$ to 15 per cent.

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis

37 $\frac{1}{2}$, 40 p.c.

Button's Imitation, per

doz..... 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz..... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00

Axle, " " 22 33

Screw 27 1 00

Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern &

Pitcher Spout, 60 to 65 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85

Conductors' " " 9 00 15 00

Tinner's solid, per set..... 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3 $\frac{1}{2}$

Sliding Door, " " 3 $\frac{1}{2}$ 3 $\frac{1}{2}$

Rakes.

Cast Steel and Malleable, Canadian

list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " " 3 60 10 00

Razor Straps.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent: dis

Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33 $\frac{1}{2}$ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Sisal, per lb 9 $\frac{1}{2}$ 10 $\frac{1}{2}$ smaller than

Manilla, " " 12 $\frac{1}{2}$ 13 $\frac{1}{2}$ 7-16, $\frac{1}{2}$ c. extra.

Cotton, " " 22 25

Russia Deep Sea, per lb.. 13 $\frac{1}{2}$ 16

Jute " " " 08 08 $\frac{1}{2}$

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis 37 $\frac{1}{2}$ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

N P. " " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A. sand, 30 p.c.

Emery, per quire..... 55 90

Sash Cord.

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37 $\frac{1}{2}$, 40 per

cent.

Kempshell's dis. 40, 62 $\frac{1}{2}$ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb..... 2 $\frac{1}{2}$ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each..... 1 75 2 75

" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrappers.

Box, per doz 2 10 4 50

Foot, " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77 $\frac{1}{2}$ per cent. dis.

" R. H. " 72 $\frac{1}{2}$ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Diamond Point wood screw nails,

bright, dis. 77 $\frac{1}{2}$ and 20 per cent.

Bench, wood, per doz.... 3 25 4 00

Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 30 to 35 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Etna, dis. 75 @ to 75 and 10 per cent

Heinish 60 per cent

Sheaves

Sliding Door, per set ... 77 1 40

Shot.

Canadian, dis. 7 $\frac{1}{2}$ per cent.

Shovels and Spades

Canadian, dis. 37 $\frac{1}{2}$ per cent

Sieves

Wood Rim, black, p. doz 1 15 1 35

" tinned, " " 1 35 1 60

Tin Rim, " " 2 30 2 45

" black, " " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " " 3 00 5 00

Lock, Andrew's " " 4 50 11 50

Soap

Sapolia $\frac{1}{2}$ gross boxes..... 3 25

$\frac{1}{4}$ and $\frac{1}{2}$ gross boxes per

gross net cash 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes.

Discount, 15 to 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons..... per gross 7 50 12 00

Dessert " " " 21 00

Table " " " 30 00 30 00

Dessert Forks.... " " 24 00

Medium " " " 27 00

Table " " " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52 $\frac{1}{2}$ per cent

Staples.

Fence, galvanized, per lb 4 $\frac{1}{2}$ 4 $\frac{1}{2}$

Wrought Iron, dis. 75, 75 and 10 per

HARDWARE

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,
6 Wellington St. W., Toronto.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

ASK FOR and see that you get
"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

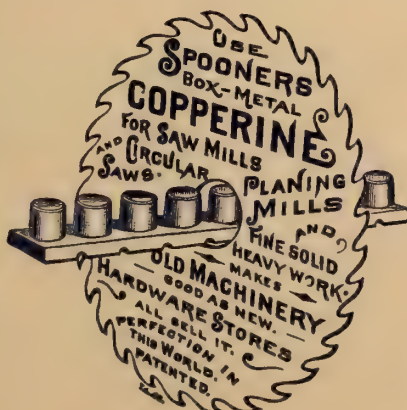
The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.



When writing to our advertiser please inclose the above.



No Duty on Church Bells. Please mention this paper



ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

DEALERS SHOULD STOCK UP WITH

DOMINION Ammunition —AND— "TRAP" Shot Shells.

THEY ARE NOW IN GREAT DEMAND BECAUSE OF
THEIR SUPERIORITY.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

Copper Wire ! Brass Wire !

Copper guaranteed to be pure Lake Copper of the highest conductivity. Carefully drawn to decimal gauges, equal in quality and finish to anything imported. Also

TINNED COPPER WIRE, MERCHANTS' COPPER WIRE,
ALL GAUGES BRASS WIRE.

Made from High or Low Brass for Springs and other purposes, tinned if required.

Prices guaranteed lower than can be imported. Capacity 10 tons per day.

DOMINION WIRE MANUFACTURING CO'Y. TORONTO AND MONTREAL.

JULY 18, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDERS

PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

Machinists' Tools

Twist Drills,

Emery Wheels,

Taps and Dies,

CHUCKS, REAMERS, &c., &c.

RICE LEWIS & SON

LIMITED.

General **HARDWARE** Merchants.
TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada



-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vol. 3.

TORONTO, JULY 18, 1891

No. 29

J. B. McLEAN,
President.

HUGH O. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

FRAUDULENT MARKING OF WHITE LEAD.

Mr. Costigan's bill in restraint of fraudulent marking provides that no person shall mark, brand or label any dry white lead or white lead in oil as pure, unless in the case of the white lead the material is basic carbonate of lead, prepared only by corrosion of metallic lead, or in the case of white lead in oil it is dry white lead ground in pure linseed oil, in the proportion of 90 to 92 per cent. of the former to 8 to 10 per cent. of the latter. This measure, proceeding from the Minister of Inland Revenue himself, is about certain to become law. The protection of the consumer, the interest of the trader, and justice to the manufacturers of pure white lead, have long enough demanded the passing of such an act. The Association did what it could to establish an equivalent authority for that of the law to secure purity of contents where the epithet "pure" was used on labels. But outside grinders were in many cases competing against the members of the Association with adulterated goods marked "pure," on which they could quote prices lower than those possible to manufacturers whose goods were what they pretended to be. It embarrassed and demoralized trade, and it was time that makers should be required to prove their goods up to the standard professed on their labels.

THE BREAK IN THE STOVE COMBINE.

The Iron Founders' Association is still in existence, but its terms and prices are suspended. The likelihood is that no attempt to regulate them will be successful during the present year. It does not follow that the Association will go to pieces. The main bond of union has given way, but it may be restored. In 1873 the same thing happened. The Association crumbled into its original atoms, prices were slaughtered, and trade was demoralized. This state of things pleaded the cause of the Association better than its own existence had done, and in 1874 it was reorganized. This fall there will no doubt be a chaotic market. Already manufacturers declare it to be their intention to protect their own customers, and not allow them to be at any disadvantage with competitors selling for other houses. There is no Association quoting nor is there any individual quoting. Everybody is preparing to meet prices. Stoves may be looked for to be cheap. The manufacturers do not bargain for a season of big profits, though they do look forward to a good fall's trade. The reports of crops have made a sanguine feeling very general, and the coming season's sales were expected to be the best for years. Preparations had begun, to put a large stock on the market. It may turn out to be one of the best years so far as the demand is concerned, but it will probably be one of the worst for profits.

The concessions asked for by the Chown Cunningham Company and which the Association had assented to in part, were probably not the only cause of the rupture. That company wanted to waive the freight rate allowed by the Association, and to have the privilege, instead, of granting a special discount. This was not conceded by the Association, but certain minor privileges for

the sale of stoves in the company's own district were allowed. There was little surrendered in this matter.

The Association was somewhat hampered by external competition, which had come to be of considerable volume. It was maintained by many, rather than by large manufacturers, whose prices usually ran from 5 to 10 per cent. below Association quotations. Their operations may have led to some cutting on the part of members, by way of self-defence against outsiders. At all events the Association no longer rules prices, and the present suspension of that part of its functions may be permanent, or may be followed next year by its firmer establishment.

THE GRAND TRUNK CONTRACTS.

A fortnight or so ago HARDWARE made some reference to these contracts, which are among the most important transactions in the iron trade for the year. It will be remembered that some of the trade took umbrage because new tenders were called for to suit a tardy bidder. Since then the matter has been kept pretty quiet, but the facts have gradually leaked out. The original quantity was somewhere in the vicinity of 4,000 tons of iron, and although the exact figures cannot be learned some approximate idea of it has been gathered. The quantity of ordinary pig taken was in the vicinity of 1,700 tons, the successful tenderer being the Londonderry Iron Company, the figure being close to \$20.50 per ton. This is a very satisfactory price to the tenderer as well as the tendered. The charcoal iron is supplied by American people in Michigan, and the basis is not known, but the quantity is supposed to be something like 2,500 tons. It is surmised that easy access to the supplies and their position gave the tenderers in this case a distinct advantage by which the competitive firms were

handicapped. The quantity of bar iron is said to be 1,000 tons, the figure being under \$1.90 per ton, several cents in fact. The award in this case has given a Western rolling mill great dissatisfaction, for they claim a sort of preferential privilege for supplying the company owing to certain circumstances. The railroad authorities evidently do not agree with them, for the successful tenderer is the Montreal Rolling Mills Company who have given all inside prices, if the above is the correct one.

AMERICAN LEAD.

Here is another article from the south of the line that is coming into greater use in Canada. There was a time when nobody handled anything but English. Now however matters are radically altered, and American is being imported largely and is underselling the metal that comes across the water. In fact it not only is cheaper than English, but prices in Canada at present for pig lead are below the ruling quotations in New York by 50c. at least, for whereas the quotation in New York runs from \$4.40 to \$4.45, there is no difficulty in buying in Montreal at \$3.60 to \$3.75 per cwt. This difference in price can only be explained by the statement that the Yankees are disposing of their surplus in Canada at what they can make for it. If there is any other cause it is hard to find, and some of the brokers in New York don't know anything about it. In fact when a Montreal confrere paid them a visit a week ago lead was incidentally brought up, and the Montreal man said he was open for a small order. When the price was mentioned as above, however, the Montrealer replied, "I will sell you American lead in Montreal at \$3.75 as an outside figure," and he added, "You could have knocked them down with a feather." However, although it is somewhat surprising that American lead is sold at a reduction in Canada, it is easy to understand how it undersells British lead. The properties of American lead and the circumstances attending its production differ somewhat from the British metal. In America the Galena is not worked for lead alone, but for silver as well; in fact the latter metal largely abounds and its production is the primary object, lead being a secondary consideration. Naturally, therefore, it can be sold for less money as compared with the British metal which is reduced from the ore for its own sake alone. As to the respective qualities of the two it is conceded that British lead has the preference, but much satisfaction is also expressed regarding the properties of the American article as well.

THE PATRONS AND NEWSPAPERS.

The Patrons of Industry are in this country favored with a good deal of gratuitous advertising. Their attempt to gain a foothold has been aided by the advantage which seeming success gives to a struggling cause. That they have not succeeded is a fact; that they have seemed to succeed partially is due to the reports of their meetings, circulation of their professed principles, laudation of their aims and personal notice of their leaders and organizers. All these oblique indications of progress have come from the news paper press, whose references in those and other connections to the Patrons, have roused that curiosity which advertisements awaken in anything new that is sought to be launched upon public attention. People who never heard of the Patrons are made inquisitive concerning them by such news items, they are led to take an exaggerated estimate of the Patrons' numbers and influence, and soon are on the high road to becoming Patrons themselves.

It is possible in this way to make that a success which intrinsically has not the elements of success in it. If reports of lodge meetings contain complimentary references, if an enthusiastic tone pervades accounts of movements to organize, the aid thus given will have a strong effect in forwarding the union of consumers that the Patrons aim at. Lately the Patrons have been hailed by several newspapers in terms that would leave the impression on readers that a general emancipation from the bondage of trade was a crying necessity, and that the Patrons were to be the instrument of the people's deliverance. It is noticeable that identically the same matter has more than once appeared in different papers at about the same time, which is apt to cause a suspicion that its form was due to a member of the society and not to any of the papers' own staff. It also suggests the possibility that the newsy paragraphs with headings calculated to stimulate strong interest may be paid for as advertising matter.

One thing is clear: it is not to the interest of newspapers that the Patrons should succeed in fastening their shackles upon the trade of this country. If retailers have to forego the greater portion of their profits because the Patrons get a controlling hand upon the trade of the country, the retailers will have to cut down the expenses of doing business, and one expense that will be unnecessary in such a supposed subjection of the trade will be that for advertising. When the country has got organized into lodges of Patrons of Industry, each with its own store-keeper bound to it, where will there be need for advertising, every group of consumers being bound to deal with none but a particular dealer, and that dealer aware that all consumers outside of his group are arranged in similar systems round their dealers? No

trader will be able to dislocate from another trader's custom a single consumer, and he will be sure of what he has. Then why advertise? There will be no need to advertise, and the occupation of the newspapers now booming the Patrons will be gone. The local traders have heretofore given these papers strong support. It is difficult to see, looking ahead or looking backward, any reason for the remarkable readiness such papers have shown to make themselves the auxiliaries virtually to co-erce traders to surrender the greater portion of their profits.

We have an outspoken newspaper here and there, and the Huntingdon Gleaner is one of them. That journal has not feared to risk the alienation of a few agricultural subscribers by speaking the truth. It opposes the attempt to put the trade of the country upon an arbitrary and irrational basis, and for this has drawn upon itself the displeasure of the Patrons. It does a public service by taking the attitude it takes. The newspaper press generally would not only be working in its own interest but would be benefiting its readers if it would leave the Patrons to stand or fall on their own merits. To give them a factitious importance is not called for by the duty of that press to the public.

Newspapers have little to gain by the advancement of the combine principle among either consumers or distributors and manufacturers. The more that principle informs departments of trade or bodies of consumers, the deeper is buried the hatchet of competition, and the less reason have producers and others in the same line to vie with one another in the advertising ring. The competition which is least fettered is best for the newspapers, and it is hard to reconcile with an apprehension of that truth the more than lukewarm support the Patrons get from certain papers in this country.

Despite the help of the press in question the cause of the Patrons languishes. Lodges do not spring into existence under the wand of the professional organizer, and the farmers show a commendable hard-headedness in yielding to the persuasions of the emissaries of the society. The farmers indeed have their own reasons, because they have their own experience, to counsel them. Theirs is the only trade in the country which has given a trial to the plan of co-operative buying, and the Grange they have to a very large extent given up as a failure. The Patrons regard all producers as eligible for membership to their society, and would put all mechanics', etc., on the same footing as farmers. This is not in accord with the movements towards union among farmers, who have regarded mechanics, etc., as very much in the same category with tradesmen. For that among other reasons the society is not apt to come to much strength. Reports from the United States show it to be a waning movement there.

HINTS ON BOOKKEEPING.

The success of every merchant depends largely on the manner in which his books are kept.

A man may be a good buyer, a first-class salesman, and have a genial manner that will attract customers to his shop, yet his business may not prosper, because his books are not kept in a methodical manner and regularly posted up.

Country storekeepers neglect their books more than any other class of merchants. In the larger towns and cities where extensive businesses are done, competent bookkeepers are usually employed who devote the whole of their time to the work, and in such establishments the bookkeeping is generally well attended to, but the average country merchant who has to do his own bookkeeping or trust it to incompetent clerks, gets his books so muddled that they are a heavy load on his mind by day and a nightmare at night.

In order to make his business a success the proprietor should know at least once every month, how much he has purchased, how much he has sold for cash, how much on credit and how much he has collected from his accounts, and these facts can only be ascertained by a proper system of bookkeeping.

It is not at all necessary that the system should be an elaborate one in which a great many books are used, but it is necessary that whoever keeps the books should understand thoroughly the system on which he is working.

It is always better in business to be practical rather than theoretical, therefore any one who has not had experience in a good office should adopt some simple system that he is likely to be able to master, in place of trying some intricate system which may be very nice in theory, but not so easily carried out in practice.

Some very pretty theoretical bookkeeping is taught in our high schools and commercial colleges, but it is to be feared that a large number of pupils trained at these institutions get into a rut which they cannot get out of, and can see nothing good in any variation from the system they have been taught.

The high school or commercial college may possibly lay the foundation, but common sense must raise the structure on that foundation, and any one who in business sticks rigidly to the formula acquired at these institutions has wasted his time in studying bookkeeping. Different businesses require different variations in the details, the main thing to be attained, whether the books are kept by double or single entry, being the keeping of an accurate record of all the transactions connected with the business, so that a statement can be made up from the books at any time which will show the loss in the event of a fire occurring. If books are kept in such a shape that a statement of this

kind can be made up without much difficulty, there is nothing radically wrong in the bookkeeping. But how many country merchants are there who keep their books in such order? Very few indeed, and to this cause may be attributed many of the failures in business, because, where the books are badly kept and irregularly posted up it is impossible for any man to know correctly how he stands.

Accountants who have had opportunities of examining the books of some of the country storekeepers assert that there are cash books which have come under their notice that contain nothing more than a record in pencil of the daily cash receipts, no entries being made of disbursements in the same book, but occasionally a memorandum in pencil in the margin of a bill book showing that a note has been paid or part paid and part renewed. How any man could ever hope to balance his cash under such a system is more than the accountant can tell, and such cases are not isolated but numerous.

Some even do not keep a record of their receipts or anything that has the appearance of a cash book, and for cash book and ledger can show a long wire with a hook on the end and a knot on the other hanging by the hook on a nail on the wall, on which is filed invoices, bills of lading, etc., dog-eared and well covered with dust and fly spots. How this kind of bookkeepers ever got into business and obtained a line of credit is a mystery!

If a merchant has to keep his own books or employ a clerk to do so who is not an expert, the system of bookkeeping should be as simple as is consistent with efficiency. Whether the books are kept on the double or single entry principle all the books that are really necessary for an ordinary retail business are a cash book, day book, ledger, and bill book, except where the business is large enough to warrant the employment of several clerks and the use of counter check books, when another book should be kept in which should be entered every night in columns headed with the numbers of the different salesmen the amount of each sale for cash or credit, then the cash columns when added up should balance with the cash receipts for the day.

A cash book badly kept and irregularly posted is a source of endless trouble to any business man. An accurate result should be kept in the cash book of every dollar received and paid out. The daily cash sales should be entered every night at the close of the day's business in a separate column from the cash received from other sources, so that the merchant may know, by adding up the cash sales column every week or every month, how his business compares with previous weeks or months, and the other column will show how his accounts are being paid, then the two columns added together can be posted in one sum into the cash account in the ledger. The plan of mixing the cash sales,

with the cash received on account and from other sources, is more common than otherwise among retail merchants, and such plan not only gives a man an erroneous idea of the progress of his business, but in the event of a fire (which is liable to occur to any one) it necessitates the separating of all the items in the cash book, and classifying them under their proper headings—in fact the making of a new cash book—before he can prove to the satisfaction of the insurance adjusters, the amount of the loss sustained.

When a bank account is kept it is a common custom among merchants to charge the bank with each deposit and credit each cheque given for money withdrawn. This is unnecessary work and makes the amount of cash handled appear very much larger than it really is. The cash in the bank should be treated as cash on hand, for it is simply in the bank for safe keeping and the bank pass book, which may be verified by memoranda kept in the margin of the cheque book, will show the balance in the bank at any time, whereas when the amounts deposited in the bank are charged to the bank they appear as so much money paid out of the business and in balancing the cash book the amount in the bank is not shown as so much available cash on hand. All monies paid out should be charged at once in the cash book to the accounts on which they are paid. A great many merchants have the habit of making a memo on a slip of paper and putting it in the till to save time. This habit is liable to lead to errors for these slips are sometimes mislaid or lost altogether, and no time is saved; if the cash book is kept handy the entries can be made as quickly in it as on slips of paper, and it has at some time to be made in the cash book, so time is actually wasted.

All the entries in the cash book should be posted regularly into the ledger every week, or at the latest every month. The old-fashioned custom of journalizing everything before posting into the ledger is more ornamental than useful.

[TO BE CONTINUED.]

A CHAPTER ON FISH-KNIVES.

The mention of fish-knives by "G. B. K." in the last Hardware has suggested a history. The old steel fish-knife was a six-inch butcher knife with teeth cut on the inside of the blade. As usually happens a peddler in going his rounds and talking with various persons caught the idea of placing these teeth on the back. He did not rest until he had told the Chatillons of the idea, and they, with their habit of combining their own ideas with all they can gather from everyone else whom they can reach handily, at once put it into practice. The consequence is that the knife has now been made for the past five years by Foster Brothers, and a good-sized trade has been fostered. Of course they put out a very good knife, every detail in it being backed up by the reputation of the two firms concerned in handling it.—N. Y. Hardware.

THE ADVERTISEMENT RANKS AS NEWS.

The reputable trade press has done more than any other agency to lift the advertisement out of its former subordinate position, and place it on a level with the news paragraph, or the editorial comment. It has always been, but now is very generally recognized to be, co-ordinate in importance with any other description of a paper's contents. Before the days of high-class trade journals the portions of a newspaper given up to advertisements were more or less popularly regarded as space that had not been reclaimed by the pens of those who provided the reading matter. It was deemed of subsidiary usefulness or interest. But the trade paper put it on a different footing. It made advertising a department, the natural accompaniment of that reading matter which is of the very essence of a trade paper—the market review. The market review deals with prices and gives the ups and downs of the supply and demand, the sort of information that is primarily the object of trade paper's existence. The advertising department is a directory to show what constitutes the market, and it is as important to know that as to know the functional movements of the market. The trader looks as often to see who are the distributors or collectors of the merchandise he wishes to buy or sell as he does to find out what the ruling price is. In fact the latter class of knowledge is of no service to him without the former, and he naturally seeks the one where he finds the other.

Thus the trade paper has redeemed the advertising columns of modern newspapers from the class in which they long lay. They presented to the trader in the proper light the nature of advertisements as a department of matter secondary in importance to none, and they established the habit of looking for interesting matter in the advertising columns. The advertisements of the trade paper are read not incidentally, but usually with a curiosity that is as strong and as peculiar as is the curiosity aroused by the reading matter. And as it is necessary that the reading matter should be fresh and pertinent, it is equally necessary that the advertising matter should be bright and pointed. The space given to each advertiser is like a plot in a garden. As it pleases the eye to see all the plots looking trim, fresh and neat, so it is an agreeable effect to the reader of the trade paper to see the advertisement brightly varied and often changed. The plots in which the plants of every brief period of transitory vegetable life are placed change their appearance every week or so, they are watered, weeded and raked. The process of cultivation is ceaseless. It ought to be so with a paper's advertising department. Each advertiser is the editor of his own space, and it ought to be his study to change and refresh it as often as possible.

The effect of such care on the part of all advertisers would be to increase still more the interest that is taken in this branch of the journal, as with so many interested and capable persons at work upon it, it should be the best edited department in the paper.

INVITED TO TORONTO.

The executive committee of the United States Association of Charcoal Iron Workers has received a communication from the mayor and council of the city of Toronto, Ontario, formally inviting the Association to hold its next meeting in that city. It is suggested that a date between the 8th and 19th of September would be most pleasing, as at that time the Industrial Exhibition will be held.

In addition, the secretary is advised that an excursion will probably be made to the iron ore deposits northeast of Toronto, and that an invitation will be extended from the city of Kingston. If a sufficient delegation should participate, a visit can also be made to some of the Lake Champlain iron mines en route home. As a general outline of the proposed trip, the following is suggested: To assemble at Niagara Falls; thence to Toronto, to the iron ore district, to Kingston and the Thousand Islands, returning either via Lake Ontario or via Lake Champlain, such a trip requiring six or seven days.

Secretary Birkinbine requests that all members advise him promptly whether they approve of holding the said meeting at such time and place, and if so whether they can probably attend same, and also as to the number of ladies accompanying. It is desired that this information, with any other suggestions concerning time and place of meeting members may wish to make, be forwarded to the secretary at once.—American manufacturer.

MAKING THE STORE ATTRACTIVE.

Some retail Hardware stores are making a fine display of flat and hollow silver-ware, by placing these articles in sidewalk cabinet show-cases. On the inside are shelves made of plate glass, and with a handsome case and nice ware for display, a striking contrast is presented to the usual lawnmowers, hose-reels and horticultural tools, which have generally monopolized these sidewalk fronts. Once studied, it seems not difficult to make a Hardware store as attractive as a drug-store, or rival the elegant appearances of our innumerable dry goods stores.

Window-dressing is an art which the plumber caught some time ago. The marble sink, with its silver-plated faucets and some spelter, arranged in the shape of a star seems to be a simple affair, but it is attractive to the eye. There is a much better chance for improvement in the window-dressing of a hardware store, and yet very few dealers seem to know how.—N. Y. Hardware.

THE WANT OF AN INSOLVENT ACT.

A strong feeling exists throughout the entire mercantile community that an insolvent act would have a beneficial effect on the trade of the country. Some of the recent decisions given on the Ontario Act respecting assignments have caused considerable alarm among the wholesale merchants, some of the sections of the act having been held to be "ultra vires." The decision given recently by Judge Galt on section 9, places the creditors in a very awkward position, for in consequence of this decision, should a creditor get an execution into the sheriff's hands before an assignment is made, the other creditors are powerless to take the estate out of the hands of the sheriff and place it in the hands of a man of their own choosing, who in all probability is better fitted to wind it up. The sheriff goes on winding up the estate under the Creditors' Relief Act, and the creditors have no control over him whatever as to the manner in which the assets shall be realized, and they receive no notification other than the ordinary sheriff's notice, which a number of them may never see or hear of. Therefore the estate may be distributed among only a few of them, whereas an assignee is bound to notify by registered letter each creditor whose name he finds in the insolvent's books or becomes aware of in any other way.

An assignment made under the Ontario Act or an act of any of the Provinces, makes no provision for the discharge of the insolvent, because the provincial parliament have no power to pass an insolvent act, which can only be passed by the Dominion parliament. Consequently many deserving men who have been unfortunate, cannot get their discharge because some greedy creditors refuse to sign it.

A very large number of the wholesale merchants, retail merchants and others who clamored for the repeal of the Insolvent Act in 1879, would be very glad to have the same act in force to-day. Such strong pressure was brought to bear on members of parliament, that Sir John Macdonald and his government were powerless to stop the repeal of the act, so the act was repealed by a large majority. Sir John voted against the repeal and expressed his opinion that those who were so anxious to be without an Insolvent Act would find that they had made a mistake. The Insolvent Act on the whole was a good one, and the principal argument used against it was that any one could get a discharge. Certainly any one could get a discharge when the creditors took no trouble to stop it. They had the power to do so if they chose to exercise it.

The Hon. J. J. C. Abbott, the present leader of the government, framed the Insolvent Act and thoroughly understands the question, and it is not at all improbable, if our boards of trade and the business community take the matter up now and bring it before the government, that an insolvent act can be got next year.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.

OUR LONDON LETTER.

LONDON, July 4th, 1891.

BRITISH HARDWARE AND MACHINERY ON EXHIBITION.

The great gathering of the year among English hardware and machinery firms takes place on the occasion of the annual exhibition of the Royal Agricultural Show. All the makers of agricultural implements, tools, etc., generally attend, while several of the most important patents in the way of machinery and tools have been exhibited at this show. This year, however, I noticed that for one reason or another some of the best known makers were absent, I suppose because they had no improvements to exhibit or anything that was necessary to place before buyers. In fact, it becomes every year more difficult to add any real improvement to our agricultural machinery. The leading houses are beginning to recognize this fact, and therefore are naturally not so keen to exhibit as formerly. What novelties there were were among tools, and these were unimportant. Oil engines are becoming more and more useful, and several good engines are now on the market. They are extremely useful for short time jobs, where it would not pay to spend several hours in getting up steam.

METAL DOLL'S HEADS.

Going the rounds of the exhibits of the German Exhibition now being held in London, I was struck by a show of sheet metal doll's heads, made by Buschow & Beck, of Reichenbach, Silesia. Specimens of these manufactures are displayed right from the strips of metal to the finished head. It will readily be understood that porcelain heads are easily damaged, while the children's fingers are often cut by the sharp edges of a broken head. Wax heads are of course greatly used, but the heat of a fire or very hot climate will damage them beyond recognition. These metal heads are made of sheet brass in two

pieces, stamped out by very finely cut steel dies; these pieces are then fixed together and fitted with wigs. In some cases, the real hair is replaced by embossing the formation of the hair, a very good representation being made. I may add that this is an increasing trade, the demand for metal heads being greater every year. Perhaps some of your readers may feel inclined to make an experiment in this direction.

GERMAN-MADE SCISSORS.

A good deal is said about German-made cutlery in the trade press of this country, and I kept a sharp look-out for any lines from Germany. I noticed that one exhibitor is showing scissors, the blades of which are of a peculiar design, so made that they will cut along their whole length. The advantage is that one pair of these scissors equals an ordinary pair an inch larger as to the length of cut. The blades are long and the edges curved; the holes for the thumb and finger are so formed that they prevent the infliction of any discomfort, even when thick material is being cut.

BRITISH EXPORTS OF TIN PLATES.

I notice an article entitled "About Tin Plates," in *HARDWARE* of June 20, page 1. The statements made therein as to the stoppage of the export trade to the United States after June 30, and the probable effect on the English trade, are quite correct. The proposal to close all tin plate works in South Wales for a month was met by a general outcry from the workers; while the employees were by no means unanimous that this was the wisest course to pursue. Makers here are hoping that United States buyers will not succeed in their efforts to produce plates at anything like the prices they can supply them at. Your readers are of course aware that the new duty will not last unless United States makers are successful in this direction. The only chance, then, for Welsh manufacturers, supposing this to be the case, would be for them to cut

down the cost of production to a minimum by means of labor saving and other machinery. The great point for Canadian readers is of course the chance of obtaining tin plates cheaper in consequence of there being a surplus stock on the English market. One cannot speak with any degree of certainty, but the probabilities point that way. Merely curtailing the output by a month's cessation of work is only a temporary expedient and but a poor makeshift to meet a difficulty! The effect will not be felt at once in Canada, but our makers are, I know from personal knowledge, anxious to extend their present dealings with the Dominion, even at lower rates. I have been at some trouble to obtain accurate information on this matter, it being an important subject, and append herewith trustworthy figures showing the British export of tin plates to the United States, Canada, and the total value to all countries.

		Tons.	\$
Exports to U. S. A.			
(Atlantic)	1889.	311,690	21,613,500
(Pacific)	1889.	24,999	1,728,500
(Atlantic)	1890.	307,453	22,875,000
(Pacific)	1890.	13,656	1,055,000
Brit. North America	1889.	15,384	1,070,500
" "	1890.	16,133	1,229,000

Total exports from United Kingdom to all countries.

	Tons.	\$
1889.	430,650	30,150,000
1890.	421,797	31,805,000

It will be observed from the figures given in the first table that exports to Canada are considerably on the increase, both in value and quantity.

Credit is often too cheap and overbubing far too common. Don't be guilty of the one, and don't abuse the other.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.



NEW GOODS.

THE AMERICAN KNIFE SHARPENER.

The sharpener, illustrated below, consists of two hardened steel disks slightly overlapping and fastened to a japanned base by screws passing through brass washers and the disks, and holding both in position. The advantages claimed are ease of adjustment, almost unlimited number of adjustments

A WORD TO GASOLENE STOVE DEALERS.

The season is here when the gasolene cooking stove comes into habitual use. Thousands of housekeepers throughout the length and breadth of the land during the coming hot summer days will lift up their voices and call it blessed; but the callow newspaper reporter will not fail to traduce it, as of old. This is the time of the year

judged against them, but dealers can overcome the scruples of the doubtful housekeeper, who while longing for relief from kitchen martyrdom, yet hesitates to purchase a gasolene stove on account of the imagined difficulty and risk connected with its operation. A little judicious reason and explanation will overcome these scruples. Dealers should give careful instructions in regard to the management of the apparatus, particularly in the case of new purchasers or those unfamiliar with the operation of such stoves. It is to the dealers' interest that the risk of danger be reduced to the minimum and this can only be brought about by a careful explanation in regard to the few points necessary to be borne in mind in operating a gasolene stove. Ignorance, it must be remembered, will blunder into danger, however far it has to travel to get there; the way to circumvent it is by removing it.

As an aid to this end we print below a few useful directions in regard to the handling of gasolene for use in these stoves, which has emanated from the Standard Oil Co. While the hints are mainly intended for the dealer in gasolene, handlers of gasolene stoves will find them worth noting:

Use separate lines, pumps and fillers, never the same for oil and gasolene.

Never use oil barrels for gasolene. Use new barrels or best second-hand gasolene barrels, and they should be carefully cleaned out before being used.

Never use the same measure or funnel for oil and gasolene.

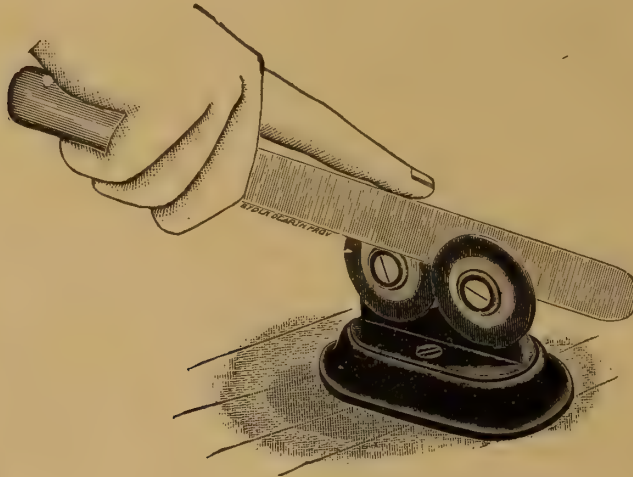
Gasolene should never be stored in a cellar. It should be kept in a cool place where there is plenty of ventilation.

Gasolene stoves should be thoroughly cleaned out every spring, before using them, and as often as occasion requires thereafter.

The drip cup into which the gasolene is run in starting the fire should be kept clean, as any little particles of grease or dirt that may drop into it in cooking would cause the gasolene to smoke unnecessarily in starting the fire.

Where gasolene is sold from tank wagons separate tank should be used for oil and gasolene. A tank that is simply divided into compartments by partitions should never be used for oil and gasolene, as the oil is sure to work through into the gasolene in time and cause trouble. The jolting and twisting of the tank in driving over rough roads would be very apt indeed to start a leak in the partitions. Where a tank wagon is arranged with tanks for oil and gasolene the oil and gasolene faucets should not run into the same box, and the oil and gasolene measures and funnels should be kept entirely separate, for if set in this box, in the swaying of the wagon from side to side the gasolene measures would strike against the oil faucets and become contaminated with oil; also oil would collect on the bottoms of the measures from the drippings and in turning out the gasolene would run down to the mouth of the measure and off into the gasolene.

In conclusion: It is an axiom in the gasolene business that gasolene must under no possible circumstances be contaminated with oil in any way, as a very small quantity of oil would cause an endless amount of trouble.



giving it long life, and cheapness, from its simplicity. When the cutter becomes dull by loosening the screws and turning the cutters very slightly a new point of contact with the knife is obtained. Also, when one side has become dull they can be turned around and the other side used.

A. Robb & Sons Moncton, N. B., have secured the contract for one of their new engines and the Economic boilers for the new electric light station at Sackville, also the engine and boiler for the electric light company at Sydney, C. B. They have under construction a large portable mill in which is combined the Monarch boiler, Hercules engine and the Perfection rotary mill, which is proving itself to be the only first-class mill combining strength with the production of perfect lumber.

when he gets in his business. It is the period when, to paraphrase the style of Josh Billings' "almanax" announcements, the newspaper reader should "look out for gasolene stove explosions;" not that his or her expectations will be gratified, however, for gasolene explosions only explode in the far and deep recesses of the young "journalist's" imagination when the wad in his breeches' pocket is becoming of a wofully attenuated character and his linen needs renewal. But, seriously, the hot weather is here and gasolene stove dealers should make the most of it. These stoves are bound to sell at this season if the dealer will only use a little enterprise. Not only can they be sold to regular customers who are not pre-

Fire Brick Fire Clay Sewer Pipe

All grades of Fire Brick kept in stock for lime kilns, furnace linings, smelting furnaces, cupolas, and general foundry purposes. Write for prices and mention **HARDWARE**.

The Colman Hamilton Co., Ltd.
Livingston's Building,
Telephone 1998. 34 Yonge Street.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still. **TORONTO, ONT.**

Do You Sell Paint ?

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage **HARDWARE** and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

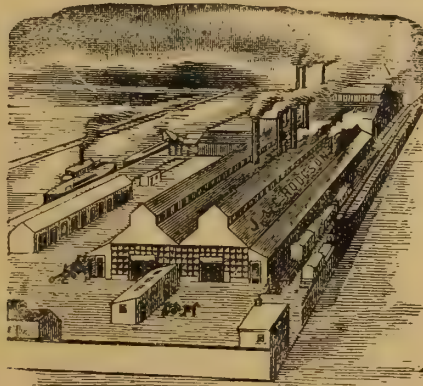
BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

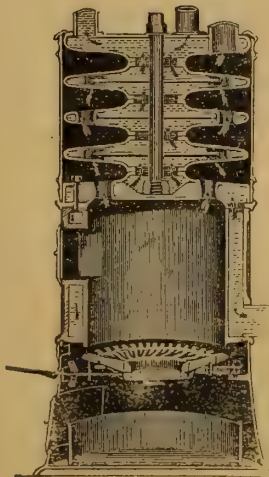
All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST.
H. D. SIMMONS,
AGENT.



STEEL WIRE CHAIN.

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making six sizes, viz., 0000, 000, 00, 0, 1 and 2. Send for samples and prices

B. GREENING WIRE CO. Ltd., Hamilton, Ont.



The Winnipeg Early Closing Association had its pic-nic on the 9th inst.

The stores of Burlington closed at 6 p.m. on the 9th, and will do so every Wednesday during the summer.

Brass founders are very scarce in Quebec, and several of the foundries are rushing business right and day.

J. E. Fitzgerald of St. John, N. B., has been awarded the contract to supply the heating apparatus for St. Bernard's church, Moncton.

Messrs. Smith Bros. London, have received the contract to put in the steam-heating apparatus in T. F. Kingsmill's mammoth dry-goods establishment.

An agitation has been begun in favor of closing stores in New Westminster, B. C., on Saturday afternoon. The ladies are being appealed to assist the movement.

The Hamilton Brass Manufacturing Company has purchased the Canadian right for Hoyt's patent lawn sprinkler and will commence the manufacture of them at once.

The Royal Bridge and Iron Company (Limited), Montreal, has been incorporated with a capital stock of \$30,000 to manufacture steel, iron and other bridges, and all structures of iron and steel.

Messrs. E. Broad & Sons, the manufacturers of edge tools, etc., at St. Stephen, N. B., have merged their business into that of a limited liability company, without change of name, with a capital stock of \$40,000.

A firm of stone-cutters in Berlin has introduced a pneumatic chisel. The workman holds the spring-like apparatus with both hands, and, as he slides it over the surface of the stone or metal, the chisel, making 10,000 or 12,000 revolutions a minute, chips off particles.

The Montreal Metal Works (Limited), Montreal, will be incorporated with a capital stock of \$50,000 to manufacture and deal in wires rods, cables and every description of apparatus and metals used in connection with the business of telephone, telegraph, electric light, electric railway, or cable companies.

It is understood that the Canadian Pacific railway has given a contract for several thousand tons of steel rails, but the terms are private. A quantity of these rails came out on the steamship Texas on her last trip from England to Montreal. The rails will be forwarded to Port Arthur by the Kingston & Montreal Forwarding company, the rate being \$3 per ton.

The Goldie and McCulloch Company (Limited), Galt has been incorporated with a capital stock of \$700,000, to acquire and take

over the business carried on by the firm of Goldie and McCulloch, and to carry on any of the business of founders, mechanical engineers, machinists and electro-platers, and whatever may be incidental or collateral to the same.

Mr. Geo. S. Johnston, 73 Clarence street, Ottawa, is enlarging his premises, with a view of greater accommodation for immense new stock of general merchandise in dry goods, groceries, hardware, etc.

It is reported that the entire barb wire interests of the United States have been merged into a trust to be known as the Columbia Patent Company. John W. Gates, of St. Louis, it is said is to be chairman of the Executive Committee, and will have charge of the output of all the wire mills. He has left for Chicago, where he will conduct the affairs of the trust.

WHAT IS THE REASON ?

Let any one walk through the streets of his city and see the men that have been in business for years. He will find some that started with only a limited capital and have advanced from year to year until they have gained a good competency. He will find others are just about where they were when they started years ago. They have managed to scrape out a living, and that has been all.

Now, in cases like the two above mentioned ones, there must be some cause or reason why the one has advanced and the other has failed or remains just where he was when he started in business. We do not believe we have the solution, because many causes enter into the business life of a man. We do not believe we can tell the reason why many do not succeed.

Do you know the character of the goods you sell? It's not a nonsensical question by any means. Visit the merchants stores and convince yourself. Here is a man that has goods upon his shelves that have become shop-worn. He can't sell them, let alone give them away. Here is a man that hasn't any. Now, there is a difference between these two buyers, and what is it?

A man goes to his tailor and finds that the clothes he has been buying don't wear well. He changes tailors, and finds that his clothes wear much longer and better. Why is it? Was the first man a good judge in buying cloth, or was the second one a good judge?

Then, again, do you know what it costs you to do business? In other words, what per cent of your profits must be deducted for expenses? How many of you ever sat down and figured up all your expenses, taking into account breakage, loss by waste, as well as loss by over-weight and over-measure? Do it once and see what margin you have left.

The successful business man is the one that has a sharp lookout to purchase the best goods in the cheapest markets. He knows to almost a dollar what it costs him to sell his goods. He has few, if any, to see through bad debts, because he knows who to give credit to and who to refuse. Nothing is too small to escape his attention. If he finds a clerk has a customer that is hard to please, and is taking no interest in selling the customer goods, he takes that customer in hand and lands him. So we could go on and enumerate. Give this subject a little attention, and some day you may thank us for this article.—*Merchants' Mail.*

HOW THEY SALTED A FRESH DRUMMER.

Some of these old traveling men who have been on the road so long that they look lonesome when they are not carrying a gripsack, have a good deal of fun with fresh drummers who are out on their first trip. Lately there were several of these missionaries at Delavan trying to convert merchants to the true faith and among them was one from Chicago who needed salting. It was his maiden trip, and he was like a new book agent who has learned a piece to speak and was practising it on the people. He was so new that if you touched him you would be liable to get fresh paint on your hands. He was in a store discoursing on the greatness of Chicago, her enterprise etc., and finally spoke of all the charities that all Chicago people were noted for. He said that a true Chicagoan would divide his money and clothes with those in distress. Charley Mott, a Milwaukee Elk, who has traveled some, heard the cheering words, and to him to think is to act. The Chicago young man, in the effort, had removed his overcoat on account of the heat, and the merchant and several citizens, including a man who was canvassing for clothing for the Dakota sufferers, were gazing at the young man in admiration. Charley took the Chicago man's overcoat, with its fur collars and cuffs, and folded it up and wrapped it in a paper, tied a string around it unbeknown to its owner, took a pen and wrote on the package, "For the Dakota sufferers," handed it to the man who was collecting for Dakota and went out to another store. The Chicago man spoke his piece and then looked for his overcoat, which was gone. He turned pale and then howled. Finally the coat was found in the possession of the Dakota collector and he was asked to give it up, but he would not. He said that a chunky-built man that looked like one of these fat little angels, only he had a moustache, had handed him the package and he couldn't give it up. There was a stirring time until Charley Mott could be found. He was discovered and charged with giving away the coat. He admitted that he did, but said he supposed, from the remarks of the Chicago man, that it was his intention to give the coat when he took it off, and he thought it would save time to wrap it up at once. He said talk would never keep anybody warm in Dakota. What they wanted was clothes.

"How do you know," said Charley, "but some fellow in Dakota, about your size, is starving for an overcoat."

The Chicago man said he couldn't spare his coat, but he was willing to do something for the sufferers, and if they would give him back his fur coat he would give five dollars toward the sufferers, and they compromised for that amount, though Charley said that the coat ought to go to Dakota, as it would look well on some farmer out in a blizzard driving oxen to water. The insulted Chicago young man has a string tied to his coat now when he takes it off.—*Peck's Sun.*

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£91 10s. od.	£91 17s. 6d.
Future—	91 12s. 6d.	92 00s. od.
Copper, B.E.S.—	60 10s. od.	60 10s. od.
Lead, S.E.	12 15s. od.	12 15s. od.
Spelter,	23 15s. od.	23 15s. od.
Antimony,	50 00s. od.	50 00s. od.
Tin Plates—Cokes	13s. 6d.	13s. 6d.
Pig Iron—Scotch	47s. od.	47s. 1d.
Warrants.	47s. od.	47s. 1d.
No. 3 Middlesboro,	41s. 4½d.	41s. 7½d.

MONTREAL MARKETS.

MONTREAL, July 17, 1891.

The market for heavy material has been quiet for the week and we have no change to note except a somewhat easier tendency as to values and some sharp declines have already taken place. These, however, are restricted to tin plate, the bare condition of the market having created an artificial range of values, which are now with supplies arriving assuming a more normal range. Beyond this there is nothing particular to note. Reports re payments are generally of a satisfactory kind.

PIG IRON.

There is no change in pig iron and the business since our last report has been so limited that previous remarks are quite applicable. Sterling prices are 6d. lower on Saturday's quotations on most all brands but there is no change to note locally and there has not been a single sale of importance during the week. Present values for Summerlee and equal brands may be placed at \$21 to \$21.50, and lower grades, Carnbroe, etc., \$19 to \$19.50.

BARIRON.

There is no change in bar, with nothing doing to speak of. The nominal basis is \$2, but it would certainly be shaded if a round quantity of material was under consideration. Hoops and bands are unchanged at \$2.40.

SCRAP IRON.

The demand for old material is somewhat quieter in sympathy with the quiet feeling that is generally noticeable. A lot of 500 tons was offered this week, but the bids for

it were altogether too low for sellers orders. This may be taken as a fair indication of the feeling. We quote prices somewhat lower, therefore, at \$17 for wrought scrap.

TIN PLATES.

The tin plate market has been subjected to some considerable alteration as regards ideas of value but otherwise it is about as before. The artificially high values that have been ruling of late, have been solely due to the bare condition of the market, and now supplies are commencing to arrive with greater freedom, so that views have to be modified. No one looks for a much lower range than the prices we quote this week. Charcoals are now offering very shortly to arrive at \$4.50 for I. C., but buyers are indifferent while cokes, are held at \$3.75 to arrive. A small quality of perfects has arrived since our last, and spot prices for it are on the basis of \$4. The demand for wasters has fallen off with the lower range on perfects.

TERNE PLATES

This article remains as before, that there is no stock actually on spot. Ordering ahead has been done however and they are offering to arrive at \$7.50 to \$7.75, but an order for a round lot would probably be looked at a figure inside of these.

CANADA PLATES

There is no change in Canada plates which are jobbing out at \$3.00, but this would likely be shaded on for a round lot.

COPPER, LEAD AND TIN.

There is no change in copper which sells at 13¼ to 15c. while lead is steady at \$3.60 to \$3.75 per cwt. and pig tin unchanged 22½ to 23c.

IRON PIPE.

Discounts on iron pipe are more or less nominal as usual so that our basis has to be taken with an allowance so to speak. However a good sized order was placed this week at 62½ per cent.

NAILS.

The nail market continues about the same the basis being ostensibly \$2.15 to \$2.20 for business in a regular way. It is claimed however that makers would shade on this for a good round order.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy	3.35
8 dy to 60 dy	3.60
7 dy to 60 dy	3.90
6 dy to 60 dy	4.20
5 dy to 60 dy	4.20
4 dy to 60 dy	4.50
3 dy to 60 dy	5.40
3 dy fine,	6.50

GENERAL HARDWARE.

The bourse report a fair movement in general hardware, with nothing very special to mention. Heavy goods such as locks, bolts, etc., etc., are quiet, but there is a good movement in a sorting up way in seasonable goods of the usual sort, viz. screens, freezers, etc. Fishing tackle and sporting goods are naturally commanding more attention, with the exception of guns. Plumbing goods are ruling with the usual demand as building operations are good and in other lines we note nothing particular.

BARB WIRE.

Barb wire is steady, and there have been some good round lots moved during the week. The price is unchanged at 4¼c. for ordinary jobbing trade.

CHEMICALS.

Business in chemicals is of a quiet sort, and there is no particular change to note. Heavy lines show no alteration. Bleaching powder steady at \$2 to \$2.25, and caustic \$2.50 to \$2.80. Bicarb rules at \$2.35 to \$2.50, and cutch is unchanged.

OILS.

There has been a quiet steady sort of business in oils during the week at unchanged values. Linseed runs from 62c. to 64c. for raw and 64 to 66c. for boiled. Cod oil is in small stock at 40c. and seal oil is steady at 47½ for a strictly wholesale basis.

LEADS.

The lead market remains about the same and we quote prices as follows: Choice 6 to 6½c. No. 1 \$5.50. No. 2 \$5. No. 3 \$4.50 dry white 6c. red do 4¼c.

GLASS.

This article has a steady sale in a jobbing way on the old basis \$1.40 to \$1.50 for first and second brakes.

NAVAL STORES.

Business is somewhat quieter than it was, and the demand for turpentine has fallen off, but prices generally are steady. We quote as follows:—Turpentine, 58 to 59c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep-sea line. Pure manilla, 13¼c. for 7-16 and upwards, and 14½c. for smaller sizes.

BINDER TWINE.

There is a good fair demand for this article on Western account, while local business is steady also. We quote 9 to 14c. according to brand.

CEMENT AND FIRE BRICK.

The wet weather has curtailed contracting operations, and this has had some effect on the demand for cement. The only sale of

MONTREAL MARKETS—Continued.

importance was a round lot of 1,200 casks at \$2.41½ on Western account. While there is no absolute weakening in orders there is a tendency to accept inside quotations for round lots. We quote English \$2.40 to \$2.50, Belgian \$2.30 to \$2.40, and German \$2.80 to \$2.95. Firebricks are in poor demand, and \$18 to \$24 per 1,000 as a nominal basis.

PETROLEUM.

The demand is slow, and prices on Canadian are somewhat easier. We quote:—Canadian 12¼ to 12½c. at Petrolea, 14 to 14½c. in car lots at Montreal, and 15c. for single casks. American, 20¼c. in car lots and 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots and 22c. for single brl. 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½ to 15c.

TORONTO MARKETS.

TORONTO, July 17, 1891.

The predominant feature in the metals and hardware market is steadiness. Last week's position has been carried almost without change into this week. There is a healthy ring to the tone of trade. Prices are fairly steady for spot stock, and for future delivery they decidedly favor buyers. This is notably the case in tin plate. In metals trade is not appreciably more active than it was a week ago, and in hardware the trade in lines peculiar to the season has been stimulated by the expectation of good crops. Hence, harvest tools, binding twine, etc., are selling well.

METALS.

IRON AND STEEL—A considerable quantity of Scotch pig has been placed, this being the season when it is supposed to touch the lowest point. A Montreal concern has closed contract for 1,500 to 2,000 tons within a week on this market for Toronto and western points, on a basis of \$22.75 for Summerlee. Scotch furnaces are making a concession of 75c. on Canadian account to compete with American prices. American pig has been quiet with no change upon last week's prices, soft Southern quoting at \$20.50 to \$21.50. There has been little doing locally in Canadian pig. There is no Siemens on the market at present.

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$20.75
No. 3 Calder \$22.	No. 3 Middlesboro \$19.75
No. 1 Sum'rlee \$22.75	Carnbroe \$20.50.

AMERICAN—
Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23.
Woodward \$22-\$23.

CANADIAN—
No. 1 Siemens \$22.
" 2 " \$21.50.
" 3 " \$21.

Tenders are out for a thousand tons of Scotch pig to be supplied a large manufacturing concern here. The matter will be closed up by Monday.

Bar iron is only moderately active. The agricultural implement manufacturers are expected to come on the market with a good demand, as crops are likely to be good and that industry is now on a good footing.

Manufactured iron and steel are steady and moving quietly. Prices have not yet made any movement in the downward direction which was looked for.

COPPER—Is in undiminished firmness at last week's quotations, namely, 14½ to 15c. for ingots, and 18 to 20c. for sheets.

TIN—Is steady at 23 to 23½c. for ingot. A quiet trade is doing. Round lots are shaded.

LEAD—Is dull at 3¾ to 4c., only small lots taken.

ZINC AND SPELTER—Are featureless.

ANTIMONY—Is in a quiet and rather weak state, quoting still at 15½ to 16c. for Cookson's and 14½ to 15c. for other brands.

TIN PLATES—Some makers are filled up and purchases on the English market are confined to one or two brands. There are very few plates on the market. Fresh arrivals are not expected till the end of the month.

TERNE PLATES—Are virtually out of stock, though \$8.75 to \$9 is still nominally quoted.

CANADA PLATES—Are going out at \$3.10 to \$3.15 for futures and \$3.15 to \$3.25 for spot.

GALVANIZED SHEET IRON—The demand has been very active for building purposes, but prices are cut very fine.

HORSE NAILS—Are unchanged and steady at 60 and 5 off.

TWINE—The orders taken and filled in the regular season continue to be supplemented by the present demand. Prices are steady.

BUILDING HARDWARE—Is getting a fair amount of attention, with no notable feature in any line.

HARVESTING TOOLS—Are active and unchanged in price.

CUT NAILS—Are still quoted by jobbers at \$2.20. Business is rather slow.

CORDAGE—Is easier at the following prices: For 7-16 inch and larger manilla is 12½c, sisal 9¼c. For ¼, 5-16, ¾ inch 13c. for manilla and 9¼c. for sisal. For 3-16 inch 13½c. for manilla and 10¼c. for sisal.

PAINTS, OILS, ETC.

Things are rather quiet in this department of trade, the hot weather and the flies being both unfavorable to housepainting. Some little business is doing with manufacturers. Travelers are off the road and will not take to their routes again before the first of August. White lead is unchanged at 5½c. A general feeling of satisfaction with Mr. Costigan's bill for the punishing of manufacturers who abuse the word "pure" on labels pervades the trade. Linseed oil is steady at 64c. for raw and 67c. for boiled. Turpentine is locally unchanged, and has shifted the primary market only ¼c. in two weeks. It is quite usual for it to fluctuate in July. Prepared paints, dry and oil colors are unchanged.

THE BRITISH LINSEED OIL MARKET.

(From Tulloch & Co.)

Since our last the market continues steadier, but small change in values having occurred. Whilst crushers are firm and inclined to advance their prices for autumn delivery, buyers continue indifferent, and the very small amount of business placed on the market tends to make the position nominally weaker.

Unfortunately, in this trade, as in all others, there are always outside suppliers who are ready to accept business at cut rates in competition against others, and this fact, combined with the very indifferent feeling amongst the home trade, makes it impossible to gauge even the immediate prospects of the market.

One fact which we think accounts for the present dullness is the very small demand from the home-trade. As owing to the continued strike in the building trade, very little oil is being used, and this combined with less enquiry from foreign markets, makes the crushers hesitate to refuse business at present prices. Hometrade buyers estimate that stocks amongst the retail trade are now reduced to the minimum, and that even on spot business must revive, and the position steady itself.

The shipments of seed afloat from India to the U. K. are as follows: 1891, Qrs. 8525, 1890, Qrs. 11,199. To-day's prices are as follows: First Brands, July 22s. 6d.; July and August 22s, 7½d.; Sept. and Oct. 22s

Agate Ware, Iron Clad Ware and Cast Enamelled Ware.

At Discounts never before offered to the Trade.

GET OUR PRICES--Agate is cheap but Ironclad is cheaper. The large fruit crop and cheap sugar will make a large demand for Preserving Kettles. The ladies always want them in a hurry. Order now.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.



MARKETS—Continued.

9d. Ordinary Brands, July 22s. 1½d.; July and Aug. 22s. 3d.; Sept. and Oct. 22s. 3d. to 22s. 4½d.

GLASS.

Glass is in very fair demand at prices quoted a week ago. The sorting up orders in glass are usually pretty good at all times. They form the basis of nearly all that is done now.

OLD MATERIAL.

There is no improvement. The foundries are overstocked. Prices are unchanged in all but No. 1 heavy scrap which is down to 65c. and 67½c. Prices are No. 1 heavy scrap, 65 to 67½c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

HEAVY CHEMICALS.

Advices from England say that the United Alkali Company expect to make a still further advance on prices.

PETROLEUM.

Prices are steady, and the demand is easy. No change has taken place in any of the features of this market.

HIDES, ETC.

HIDES—Continue dull at 5c. for No. 1 green and 6¼c. for buffs.

SKINS—Are unchanged at 25c. for pelts, 35c. for lamb skins and 5 to 7c. for calf skins.

WOOL—Is flatter than ever at 18 to 19c. for fleeces.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.25	\$4.70	\$4.40
" Net.....	3.81	4.21	3.90
Egg Gross.....	4.35	4.80	4.50
" Net.....	3.90	4.30	4.03
Stove Gross.....	4.35	4.80	4.54
" Net.....	3.90	4.30	4.03
Chestnut Gross...	4.35	4.80	4.50
" Net.....	3.90	4.30	4.03

AMERICAN METAL MARKETS.

NEW YORK, July 16, 1891

In the local market for iron and steel dullness is still the most conspicuous feature. Orders for finished material for railroad and structural uses are coming forward slowly. The demand for the lighter productions of the mills continues rather moderate, and in the various specialties turned out by foundrymen and hardware manufacturers the movement is slow. As natural under such conditions, orders for crude material are rather small, and, with here and there an exception, do not come up to the July average. In some lines there are evidence of a little weakening, but, upon the whole, values are held remarkably steady.

A telegram from Birmingham, Ala., announces that the De Bardeleben Coal and Iron Company have contracted with a number of Northern and Western consumers for 40,000 tons of the company's pig iron for delivery during the balance of the year. No particulars as to the grades of iron involved are given, but \$10 per ton, at furnace, is named as the average price. This is equivalent to about \$14.25 Eastern delivery, and is 25c. per ton below the price at which some speculative parcels of No. 2 foundry were sold at in this market a short time ago. Apart from the above none but strictly routine transactions came to notice. Prices are somewhat irregular, being steady on first-class brands, but variable on others. Standard Northern brands of foundry pig iron bring \$17.50 to \$18 for No. 1 and \$16 to \$16.50 for No. 2, and best Southern brands are dealt out in moderate quantities at about the same figures, but large lots of the latter are difficult to move at 50 to 75c. under those prices, and inferior brands are to be had as low as \$16 for No. 1. Bessemer pig of good quality is steady at \$16 to \$16.50 at furnace, and selling fairly. Spiegeleisen, 20 per cent. is slow at \$27.50 to \$28.50 ex ship, according to brand. Ferro manganese sells in small quantities at \$64 to \$65. In old material there is little doing. Iron tee rails are quoted at \$20.50 to \$21, steel at \$17 and No. 1 wrought scrap at \$20 to 20.50, f. o. b. cars at shipping port. Of old rails several hundred tons were sold at the price above quoted and it is stated that a well-known Pennsylvania steel manufacturing concern have purchased 5,000 tons or more during the past sixty days.

In the steel rail branch business is almost at a standstill. No orders of any magnitude have been closed recently, and the only ones on the market are for rather small quantities. Billets, slabs and rods are selling at former prices, but in moderate quantities only.

TIN—Pig tin speculation has been on a moderate scale, and, while supported to some extent to facilitate sales to the out-of-town trade, prices have yielded somewhat under the weight of lower cables from London. At the latter point spot tin is down to £91 17s. 6d. and futures have eased off to £92 2s. 6d. In the local market 20 to 40c. seems to be full value for 10-ton lots, and 20½ to 20¾c. is about all that ordinary jobbing parcels will bring.

COPPER—Is in very limited demand at the moment, and prices are nominal in a great measure. Lake ingot may be purchased at 12¾c. without difficulty, but offers of 12¾c. were refused. There is little if any Arizona on sale. The report has circulation that work will be resumed at the Anaconda mines ere long, but furnace material is still so scarce that 12 to 12¼c. is asked for ordinary casting copper. The London market was cabled firm at £54 17s. 6d. for merchant bars on spot, and £55 10s. future.

PIG LEAD—Has been sold on the spot to the extent of several hundred tons at \$4.40. Additional lots were offered at the same price yesterday, but consumers manifested indifference despite the fact that smelters are not only asking the equivalent of 4½c. for futures, but presenting a very bold front.

SPELTER—Moves off slowly. A car load of prime Western consigned to this market was closed out \$5.05 on dock, and that price is apparently all that can be realized now, although sellers generally ask \$5.10 upward.

TIN PLATES—Is still in very uncertain shape. Some varieties of bright charcoal and ternes are rather scarce and held stiffly, but there appears to be an abundance of coke finish plates, and some few parcels have been picked up at prices alleged to be 5 to 10c. under the market. Nominal prices are as follows: Charcoal, ½ cross assortment, Melyn grade, \$6.50 to \$0.00 for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.9c to \$6.00; for each additional X-add \$1. Charcoal terne—M. F., 14x20, \$7.50 to \$0.00; M. F., 20x28, \$15.50; Worcester, 14x20, \$5.75 to Worcester, 20x28, \$11.40; Dean grade, 14x20, \$0 to \$5.25; Dean grade, 20x28, \$10.50 to \$0.00; D. R. D. grade, 14x20, \$4.85 to ...; D. R. D. grade, 20x28, \$10.00 to \$0.00; I. C. Coke—Penlan grade (iron), \$5.25 to \$0.00; J. B. grade, 14x20, \$5.35 to \$5.40; I. C. Bessemer steel, 14x20, coke finish, \$5.25 to \$5.30; I. C. Siemens steel, coke finish, \$5.45; I. C. Bessemer steel, squares, \$5.75 to \$0.00 basis; I. C. Siemens steel, squares, \$5.85 to \$6.00.



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

SPECIAL TO OUR SUBSCRIBERS.

We would ask our subscribers to take notice that W. J. Weatherley is no longer in our employ. He, therefore, has no authority to collect or transact any business whatever for this journal.

STOCKTAKING AND STOREKEEPING

At this season, the usual mid year stock-taking is an event among manufacturers, jobbers and to some extent with storekeepers also. But while it is regarded as imperative among those of larger business undertakings, country storekeepers, as a rule, are not inclined to deem it an absolute necessity, and many forego the opportunity presented in midsummer stocktaking to ascertain the precise condition of their affairs.

It is an anomaly in business affairs that the larger the need of this, the less regard is had to what may be called the little things of commercial life. Thus, the wholesaler is very particular to figure up the half cent or even lesser fractions in his purchases and sales, whereas the country storekeeper, in his good fellowship, which is not always business, often foregoes a small charge as too trivial to bother about, or throws off the odd nickel that may represent a good portion of his profits, in order to make even money, as the saying goes.

It is taking care of the nickels or dimes and letting the dollars take care of themselves that has made the wholesaler what he is. In his extensive dealings, a single cent or fraction thereof may comprehend his profit per pound, per hundred or otherwise. It is necessary also for him to keep well within his own knowledge the details of his business; what goods or brands of goods sell best and what are slow of sale, and to enable him to ascertain this as well as other information essential to the proper conduct of business, stock taking is imperative and is resorted to at least twice a year, in July and January, usually utilizing the first week in each of these months. Like domestic house-cleaning which is also undertaken periodically, stocktaking is apt to reveal much or little according to the thoroughness of the undertaking. It would not do to say that the retailer needs to take account of stock more than does the wholesaler for both need it alike, and the city retailer realizes the necessity as much as the manufacturer or jobber. The storekeeper without a periodical account of stock, is like the mariner at sea without a compass, his bearings are unknown to him, and when the rocky shore on which are strewn many financial wrecks is near, he cannot tell in the absence of the reckonings he should have at hand. His over confidence in himself may induce him to believe that he is sailing a smooth sea, but he cannot know it in absence of a full account of stock which takes the place of chart and reckonings. Aside from this the convenience of having exact knowledge of stock on hand will be found very great when the storekeeper comes to order fall goods a few weeks hence.

In the taking of stock an opportunity is also afforded the storekeeper to look over his individual accounts, for by this time his customers have accumulated large debts to him, and the present is a good time to collect. The farmer is just now taking care of an abundant harvest and should be in funds soon to meet his obligations to the storekeeper who has obligingly furnished him supplies on credit throughout the season. If

business is comparatively slack, time may be utilized in making out statements of accounts to the end that collections may be facilitated a little later on. But this is another matter which equally with stock-taking calls for the present attention of country storekeeper.—Ex.

OWNED BY JOBBERS.

About a year ago we called the attention of the retail trade to the fact that a good many of them were laboring under a serious disadvantage with their competitors owing to their dependence upon the jobbing trade for support, they being, indeed, almost literally slaves of the jobbers. This state of affairs, which still exists, is not the fault of the wholesalers, who would rather have their customers stand alone and meet their obligations promptly, but is due to the circumstance that many retailers begin business with insufficient capital. Lack of cash is not an insuperable obstacle to the building up of a successful retail business, provided sufficient energy is put into the experiment, but a respectable percentage of small dealers in this country do not seem able to overcome it, and remain for years upon the very verge of failure. It is from this class of dealers that come the complaint of the unprofitableness of business—a complaint that is discovered to be founded upon a very unsubstantial basis when one has an opportunity to converse with a retailer possessing experience and ample financial resources, such a one, for instance, as a trader from a thriving interior town of this State whom we met the other day, and who said in answer to a question: "Business is fair—no 'boom,' of course; but the traders in our town are making money, as every trader should who starts right and uses judgment. Of course a retailer must know how to buy and when to buy, and he must have the necessary capital to enable him to get goods at bottom prices, to take advantage of bargains, &c. If a dealer possessing a knowledge of his business and adequate capital, fails to make money, it must be because he neglects his business. I know of retailers, however," said the trader, "who have hard work to make both ends meet, because they are always in debt; having started in debt they never have been able to catch up with their liabilities, and are practically owned by some jobbing house with whom they are compelled to trade, but who some day will be forced to close them out."

The exercise of self-denial, economy and industry would soon enable nine out of ten of the retailers who are thus hovering on the brink of failure, and who retain the nominal control of their businesses by sufferance of the jobbers, to pay off their debts and assume an independent attitude. They would then be able to accept the discounts on certain goods, to take advantage of a bargain whenever the opportunity occurred, to buy at rock bottom prices in every case, and, indeed, to make money in numerous ways, whereas now they make but a bare living.—Merchants' Review.

AMERICAN TIN PLATES.

It seems to be very difficult to get at the real facts relating to the manufacture of tin plates in the United States. The daily newspapers of New York and certain other cities are publishing fierce controversial articles on the subject, and the American public may well be perplexed as to the condition and prospects of their infant industry. On the one hand it is freely asserted that tin plates are being made by several firms or companies, while, on the other hand, it is as freely denied that tin plates are being manufactured at all in the United States. Politics are freely imported into the controversy, the Democrats seeking to throw discredit upon the tariff passed by the Republicans for the purpose of "domesticating" the industry, and the Republicans, naturally enough, endeavoring to prove the great results they have brought about. Some of the newspapers which are sceptical as to the production of American tin plates are said to have tried "a game of bluff" upon the manufacturers, with the result that orders for specific lots have been offered and not accepted. The makers say this is because the price put forward is knowingly made less than the figure at which the plates can be sold, and less than imported plates of the same quality can be quoted. Whether this is really the case or not cannot very well be ascertained from the many columns of verbiage with which the American newspapers are filled, but so far as an impartial survey of the situation is possible, our inference is that a few tin plates—perhaps some hundreds of boxes weekly—are being made already in the United States. They do not seem to be of the best quality, and it is not certain that the black sheets are of American manufacture. Still, it would not be true to assert that no tin plates are being made there now that the new tariff is on the point of coming into operation. As to whether the industry is, or is not, likely to spread rapidly, there is really no reliable evidence to be obtained at the moment. We gather that sundry firms are going into the business because they hope for still higher duties so soon as they can show the American public that the trade is actually in existence. This hope may prove fallacious if the Democrats should succeed at the next election, but by pushing ahead in this particular line of business the Republicans hope to prove the "marvellous success" of their tariff legislation, and so elect the next President. That, however, is a matter of the future. What has to be noted by the tin plate manufacturers of South Wales and Monmouthshire is the fact that a beginning is being made in their trade in the United States. Everything must have a commencement, and, for the most part, beginnings are attended by troubles and difficulties. From such troublesome incidents the young tin plate industry of America will not be free. It may, indeed, suffer very severely from them, but the prizes to be won by those who are successful are valuable, and it may be taken for granted that American "go" and American skill will not be beaten without having given the business a fair and extended trial. Less than this cannot be conceded even by the keenest opponent of Yankee methods of tariff manipulation, or by the best friends of our own manufacturers. According to our way of thinking, the only line of policy of the South Wales makers is so to improve their processes and products as to offer American consumers the best possible plates at the lowest possible prices.—Iron Age.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

J. W. PATERSON & BRO.

TORONTO AND MONTREAL.

Manufacturers and Importers, Building Paper, Roofing Material Plaster, Cement, etc.



Our Improved Corded O. K. Building Paper has strong linen threads inserted in the paper as shown in cut which prevents any chance of its tearing when being used. No other Building Paper has this improvement.

BINDER TWINE.

The only reliable low-priced **Binder Twine** is the **Common Sense Brand**, cheap and easy to work, follows Manilla on all machines in good order without change of adjustment. Mildew, Insect, Mouse and Gopher proof.

Sole Wholesale Agents :

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28 and 30 Front St. West, Toronto.

THE STOP-MONTH IN THE TIN-PLATE TRADE.

It may now be fairly assumed that the scheme of stoppage formulated by tinplate manufacturers with the object of restoring the equilibrium of the trade will be carried into effect, says the Western Mail of Saturday last. The efforts made to induce the masters to modify the scheme by a joint determination to divide the period of stoppage into two parts have proved unavailing, and it is generally felt that no further effort will be made to introduce any change into the scheme which the masters have deemed it expedient to adopt. In one sense, the agitation has not been unfruitful, for, though unsuccessful in inducing employers to assent at the present time to an alteration of their proposals, in answer to the deputation of Llanelly tradesmen who waited upon the manufacturers of that town, it was stated that, if at the end of the first fortnight of the stoppage it was found that orders were coming in at such prices as would justify masters to re-open their works, operations would be duly resumed. It is clearly to be understood, however, that masters refuse to work for stock, believing, as they do, that such a course of action would only accentuate the already serious crisis. Whilst some may be prepared to predict, after an examination of the figures indicating the amount of tinplates exported for American consumption during the last few months, that there are no hopes of operations being resumed until the expiration of the month during which the continuous four weeks' stoppage will take place, others, on the other hand, are disposed to treat such statements as mere conjectures, which are as likely to be falsified as not. Meanwhile, the period of time preceding the imposition of the higher tariff—doubling that already existing—is getting beautifully less. The last steamer—the *Servia*—carrying tinplates which will arrive at New York before the 1st of July, left Liverpool, yesterday (Friday), and she was heavily loaded with plates, manufacturers having within the last few weeks made strenuous efforts to turn out as large a make as possible for exportation for American consumption at the old rate of tariff. The last steamer (the *Volga*), from Llanelly, which will be in time to catch the *Servia* at Liverpool, left the Llanelly docks on Wednesday, and her departure from the port, possessing, as it did, an unique interest, was watched by a considerable number of people. We have already given publicity to various steps taken by Messrs. Morewood and Company, of the South Wales and Cwmbwrla Works, with the object of lessening the hardship following in the train of the stoppage to as low a minimum as possible, and, in addition to what we have already said, we have now to state that a determination has been arrived at by the firm to engage any of the men who make application to work during

the stop-month as laborers, in connection with repairs and the construction of a new steel mill at the South Wales Works, and a new reservoir at Cwmbwrla.

ATTEMPTS TO RIG THE MARKET.

"One Who Knows" (Morriston) writes to the Western Mail on Tuesday: "I notice in your Monday's issue that, according to the report of one of your representatives, prices of tinplates are now 6d. per box higher for August, September, and October delivery than were the prices quoted a fortnight ago. It may be that quotations are higher, although I am inclined to doubt it, but I am certain that no orders are obtainable at the enhanced values. There are no inquiries being received for immense quantities of plates, but the prevailing opinion is that they are feelers only and put forward in order to enable holders of stocks in America to determine the point at which they will fix prices for their plates immediately the increased duty is a fait accompli. There is also another section of buyers, not holding stock in America, whose object it is, by flooding makers with bogus inquiries, to create an impression that there is a big demand for tinplates, and thus lure as many more makers as possible to join the ranks of the few whose intention at present it is not to recognise the stop month. If this object is attained, prices will decline still further, to the detriment of makers and to the benefit only of this section of the buyers. To nullify this action of the buyers, makers should adhere closely to their present intention of closing their works for one month, and seek, rather than curtail this period, to extend it for as much longer a time as possible."

THE APPRENTICE SYSTEM.

We notice that a writer in one of our exchanges makes the statement that "the business of learning a trade by means of serving an apprenticeship has passed away," and adds that "Young America cannot stand it to be bound to serve his time, or bound to serve any given time, or be bound in any manner to learn of others the art and mystery of the trade he proposes to follow."

This seems to be the fact, no matter how unsatisfactory or damaging it may appear, and we are sorry to be obliged to admit the truth of the statement.

There is no question but what, with natural adaptability, the youth who serves an apprenticeship with a man who has the object of turning out good workmen, rather than having some one to run errands and wait upon the other workmen, will become a good mechanic. We are well aware of the fact, as this correspondent further remarks, that in many cases the "apprentices are not properly instructed, but are made simply the dredges of the older workmen. I have seen this often in shops, where the apprentice for the first year was nothing but a carrier of water, or an errand boy to the beer shop; and

I can point to more than one mechanic whom I believe acquired his love for beer from this very service he was made to perform for the older workmen." This is a deplorable fact, and one that does not reflect to the credit of any employer.

There seems to be an idea prevalent among the young minds of to-day that it is not necessary to serve any apprenticeship, in order to become proficient at any particular trade, and the evil effects of this mode of thought is apparent in the great number of "blacksmiths," of pretentious journeymen of the times.

No man, no matter how lavishly nature has showered the blessings upon him, is able to grasp all the principles of a trade or profession, neither is it probable that he is so well stocked with knowledge that he may not be taught, or gain some information from those older in years and experience than himself. The only way he can ever expect to become proficient is by "working up" and learning from others. That man who, with the bravado born of ignorance, attempts to place himself at the head of the profession he is feigning to understand and expecting to be able to represent by sheer "bull-headedness," will one day be found out, and then he may expect to receive the discharge and disdain he so richly merits.

Modesty is a becoming virtue, and is its own reward. The young man who has mastered his trade by perseverance and self-denial, at the expense of a few years of servitude as an apprentice, will, if he has been "faithful over a few things," be made "ruler over many."

As a general rule, the man who has the least particle of inherent intelligence and foresight will be willing to acknowledge that the longer he lives, the more he finds he doesn't know, and the man who is so self-willed and headstrong as to think that he cannot be taught, or is unwilling to be told anything (and we are sorry to say there are too many such), is surely too good and intelligent to inhabit this mundane sphere, where no one man is capable of possessing, all the knowledge obtainable.

The best workmen and most thoroughly competent mechanics we ever saw are the most modest and unassuming of men, who have learned by experience that they do not know it all, and it is the man who does assume this that is least likely to receive any help or information from others. It is a pleasure to them to see him enjoying his ignorance, and they are in no hurry to forego this pleasure, when well aware that they would not receive even courteous thanks in return.

It pays to begin at the bottom and "work up;" we must creep before we walk, for in the first place we may receive a fall if we aim too high, and if we disregard the latter teaching we are apt to become bow-legged, knock-kneed and generally deformed.

Let no young man think he is demeaning himself by becoming an apprentice, but let him improve his opportunity, and the time will come when he will be glad to say that he was once the errand boy and general butt of the jokes and imputations of his fellow-workmen, and knew how to appreciate the position. It will help him to use more discretion toward others, and be more willing to impart the knowledge he has gained to others who are striving to acquire a knowledge in the same direction.—Manufacturers' Gazette.

THE LADDER OF BUSINESS SUCCESS.

There has been a deal of ink spilled on what is called the philosophy of success. It would seem that this philosophy of going up-stairs is somewhat mysterious, and that in business, as in machinery, the secrets are many and the range of patents wide. Advice, when wise, is helpful, but when inadvertent or foolish is simply wasted gas and useless wind. The secrets of success are, after all, as simple as those of health and happiness. They are innocent of legerdemain and mystery. A man must understand his business. He may be honest and shrewd, but a blind man behind a horse is very apt to make a mistake in the road and land in a ditch instead of a barn. Ignorance, however much it may have of money, is in all cases at a disadvantage, and in most if not an absolute failure, yet a very sickly kind of success. It is sometimes a mystery that men should build up a successful business and yet make a start with but little means, and with less or no education, while others with a pile of shekels and a head full of brains are dumped ignominiously into the backyard of failure and insolvency. The secret of the difference lies in one understanding his business and the other knowing not enough about it. There may be other reasons that are operative in some cases, such as personal habits of extravagance and ignorance, but apart from these it is but a matter of common sense that no man is safe in any business of which he knows nothing.

Attention to details and the best methods of making them subservient to a common end cannot be expected of a man not acquainted with them. Practical attention to little things is to success what atoms are to a mountain and drops of water to the sea. Carelessness in small expenses has been the rat that has eaten the hole in many a ship that has sunk outside the harbor. The profits on a given article may seem, on the face of an invoice, to cover all costs, but an un-stopped leakage of nickels can be as fatal to profits as a swarm of grasshoppers to a field of corn.

A personal supervision of work and workers is one of the secrets of success. No matter how good and reliable the average subordinate may be, it is an unfortunate failing in human nature for a man not to be eager where his employer is indifferent.

Honesty in work is indispensable to permanent success. Reputation is an essential. Take that away and the cocoanut is without milk and the bivalve, however large the shell, is innocent of the oyster. There are, of course, accessories to a business reputation. Advertising is one of these vital adjuncts. In this age it is indispensable. It may sometimes be careless of the truth. It may be wrongly placed and miserably abused, but it is still a fact that a neglect of this important means of success is an invitation to disaster. There are, of course, many

means and methods in modern business life to place its merits and claims before the public, and they are all more or less helpful; but the old rules of success are as unalterable as the multiplication table. The man makes the business. There is a personality as necessary to success as is a soul in a body

to make it more than a carcass and save it from being a corpse. The business decalogue has to be observed; without it the man at the bottom of the stairs will probably keep there, and even if he makes a spurt is likely to come to the ground again with a broken nose.—Age of Steel.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

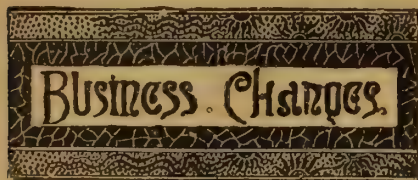
Toronto and Winnipeg.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.
THE J. B. McLEAN CO., (LTD) PUBLISHERS. TORONTO, CAN. CO.



SALES MADE OR PENDING.

W. H. Nesbitt, general merchant, Roland, Man., has sold out to Hood & Hooper.

The stock and book accounts in the estate of A. G. Hepworth, general merchant and trader, St. Laurent, Man., have been sold.

REMOVALS AND DEATHS.

Thomas Watson, general merchant, Blyth, Ont., is dead.

R. J. Marshall & Co., hardware dealers, Hepworth, Ont., have been succeeded by John W. Seaman.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. W. Langman, general merchant, Portage la Prairie, Man. has assigned.

T. R. Graver, hardware dealer, Toronto, has assigned to Henry Barber & Co., Toronto.

J. H. Dean, general merchant, Shedden, Ont., has assigned to Dugald Brown, St. Thomas.

The Eagle Sulky Harrow Co. (Ltd.), manufacturers of harrows, Brantford, have compromised.

L. G. Quick, tinsmith and harness maker, Bowmanville, Ont., has assigned to F. C. Cubbitt, Bowmanville.

TRADE SALE.

J. F. Cassidy & Co. sold on Tuesday the general store stock belonging to the estate of A. J. McKechnie, of Mount Forest, to Hampton & Co. of the same place, at 70 cents on the dollar.

HOW TO SHARPEN A SCREWDRIVER

The screwdriver is found not only in the tool chest of every mechanic, but in most houses, and in not a few offices. It ranks with the hammer, the saw and ax in general utility, and yet very few persons know anything about how it should be sharpened so as to do its work most efficiently; that is, with the least expenditure of power and the least injury to the heads of screws.

In driving a screw into the wood, the force used to press the screwdriver against the head of the screw tends to aid the latter in penetrating the wood; but when we attempt to extract a screw, every pound of pressure that we apply tends to render it more difficult to get the screw out. It, therefore, becomes very important that the screwdriver should be so formed that it may be kept in the nick of the screw by the exertion of the very least degree of force, for if it has any tendency to slip out, we can keep it in place

only by applying pressure, in which case we run great risk of injuring the nick and rendering it impossible to draw the screw,

If we examine a screwdriver in the condition in which it is ordinarily found, we shall find that it presents a section in which the sides of the wedge, in which all screwdrivers terminate, are curves with the convex sides outward. Now, the effect of thus curving the sides of this wedge is to render it greatly more obtuse. Moreover, when we turn the screwdriver, the tendency to slip out of the nick is just in proportion to the obtuseness or bluntness of the wedge, and, therefore, this form is the very worst that can be chosen. In the hands of most good workmen, therefore, we find that the screwdriver ends in a wedge, of which the sides are perfectly straight. This is a very good form, but is not equal to a form in which the sides of the wedge are curves, but with the concave sides turned outward. In this way we lessen the obtuseness of the wedge at the extreme point, and produce a turnscrew which may be kept in the nick by the least possible pressure endwise. To grind a screwdriver into this form, it is necessary to use a very small grindstone, and many of the artificial stones found in market answer admirably. Most mechanics would find it to their advantage to keep one of these small grindstones for the purpose, and it could be run in the lathe with very little trouble.—Technologist.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

Work can always be found in a store without double-million microscope.

BUSINESS CHANCES.

WANTED—TO PURCHASE AN INTEREST in Hardware business. Understand it thoroughly; could take charge of office; all communications confidential. Box 108, Brantford, Ont.

BROKERS

—AND—

COMMISSION MERCHANTS
IN CANADA

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.



Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

FORBES' NEW
PATENT SKATE.

The Most Beautiful, Convenient and Perfect Skate ever invented.

Every Principle Entirely New.

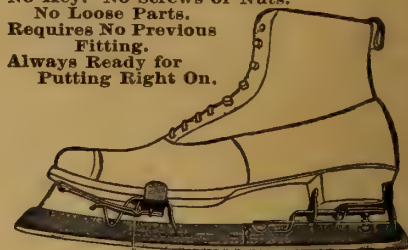
Fully Patented in Skating Countries.

FASTENS FIRMLY ON ANY BOOT WORN.

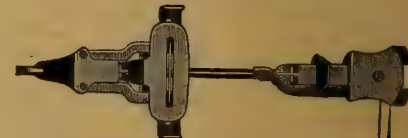
No Key. No Screws or Nuts.

No Loose Parts.
Requires No Previous Fitting.

Always Ready for Putting Right On.



SIDE VIEW, ATTACHED TO BOOT.



TOP VIEW, HEEL LEVER (DOTTED) OPEN.

Greater Possibilities in Speed and Points than any Skate ever produced.

Only First-Class Goods Manufactured. No Second Quality.

THE FORBES MAN'FG CO., Ltd.

SOLE MAKERS,

17, 19 & 21 Bedford Row, Halifax, N.S.

CUTLERY--Good knives, good value See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

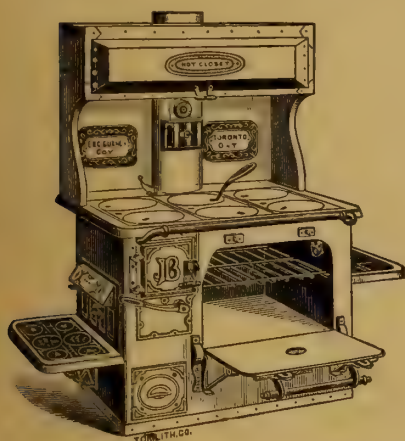
A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.
PETROLIA, - ONTARIO.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

ARTIST'S BRUSHES

HOGS HAIR,
CAMEL HAIR,
BLACK SABLE HAIR,
RED SABLE HAIR,
INDIAN SABLE HAIR,
BEAR HAIR,
BADGER HAIR.

We manufacture and carry in Stock a larger assortment than any other House in Canada.

Quality and prices guaranteed right.

CHAS. BOECKH & SONS,
80 York St., TORONTO.

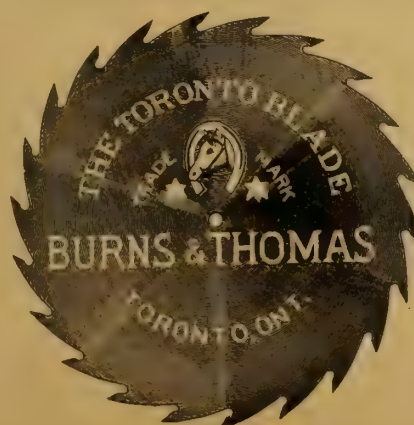
Write for illustrated Price List.

F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET
LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



SAWS CIRCULAR, Shingle, Re-sawing Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

JOHN WILSON'S
Butcher Knives
and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

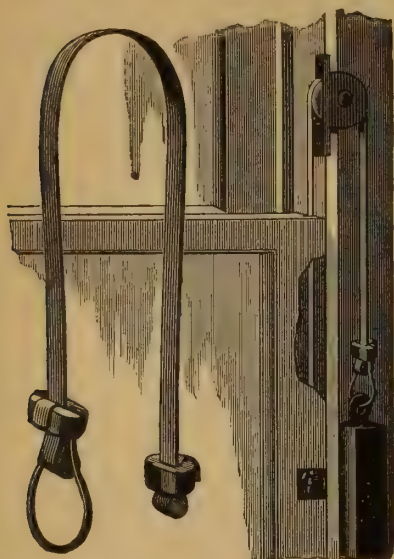
Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co
Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

The Gardner Steel Sash Ribbon AND PULLEYS.



Is being adopted for the largest and best buildings now being erected in Toronto because it surpasses cord or chain.

Samples and all information from

JOHN HARGREAVES,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE

MARK.



GRANTED

1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

See here **OLDMAN!** if you want to
TIME the **LIGHTNING FREEZER** get a
STOP-WATCH.



SHEPARD HARDWARE CO., Buffalo, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	25	24
Strip	25	27
Tin Plates—Charcoal Plates, Bright.		
Bradley M.L.S. Per box		
I.C., usual sizes	\$6 25	\$6 50
I.X., "	7 50	7 75
I.X.X., "	8 75	9 00
Raven & P.D. Grades—		
I.C., usual sizes	5 25	5 50
I.X., "	6 25	6 50
I.X.X., "	7 25	7 50
I.X.X., "	8 25	8 50
D.C., 12 1/2 x 17	4 75	
D.X., "	5 75	
D.X.X., "	6 75	

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 75	5 00
I.C., special sizes	5 00	5 25
B.V. Grade, I.C., usual sizes	4 85	5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 75	9 00
I.X. Terne Tin	10 75	11 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
I.X.X., 14x56, 50 sheet bxs	6 1/2 c	7 c
" 14x60, "		
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	6 1/2	7
26	7 1/2	7 1/2
28	7 1/2	8

Iron and Steel.

Common Iron, per 100 lb	Base Price.	
Refined	\$2 05	2 10
Horse Shoe	2 45	2 55
Band	2 50	2 55
Hoop	2 50	2 55
Swedish	2 65	2 80
Sleigh Shoe Steel	4 00	4 25
Tire Steel	2 50	2 75
Machinery	3 00	3 25
Best Cast Steel, per lb	0 13 1/2	0 14
Russian Sheet	0 10 1/2	0 12
Tank Plates	2 00	2 25
Boiler Rivets	4 50	5 00

Boiler Tubes.

2-inch	10 1/2 c
1-inch	15

Boiler Plate.

1/2 inch	\$2 45
5-16 "	2 35
22 to 24 "	2 25
3/8 " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2 1/2
22 to 24 "	2 3/4
26 "	3 1/4
28 "	3 1/2

Canada Plates.

Blaina	1/2 bright	3 10	3 15
Abercarne		3 20	3 25

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 60 to 60 and 10 p.c.	

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	5 1/2	5 1/2
26 gauge, "	5 1/2	5 1/2
28 "	5 1/2	5 1/2

Gordon Crown—		
16 to 24 gauge, per lb	5 1/2	5 1/2
26 gauge, "	5 1/2	5 1/2
28 "	5 1/2	5 1/2

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	7 1/2
" 1/2 "	5 1/2
" 5-16 "	5 1/2
" 3/8 "	4 1/2
" 7-16 "	4 1/2
" 1/2 "	4 1/2
" 3/4 "	4 1/2

Trace, per doz. pairs	\$3 60	5 90
German coil, per 100 ft	1 65	2 70

Jack chain, iron, single, per doz yards	0 13	0 50
Jack chain, double, per doz yards	0 15	
Jack chain, brass, single, per doz yards	0 20	1 10

Copper—Ingol.

English B.S.	0 14 1/2	0 15
Roll or Bar.		
Cut lengths, round, 1/2 to 1 in.	\$0 25	\$0 28
round & square		

1 to 2 in. 0 23 0 26
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,		
16 oz, 14x48 and 14x60	\$0 18	0 19
Untinned, 14 oz, and light,		
16 oz, irregular sizes	0 19	0 20
Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.		

Planished and tinned, 14x		
48 and 14x60	0 29	0 30
Braziers. (In sheets.)		
4x6 ft, 25 to 30 lb ea, per lb	0 22	0 26
" 35 to 45 "	0 21	0 22
" 50 lb and above per lb	0 20	0 21

Plain Tinned, per lb	0 25
Spun	0 29

Pure, in coils—		
From 1 to 20 gauge	0 25	0 27
From 20 gauge, up	0 28	0 30

Wire.

Roll & Sheet, 14 to 26 gauge	0 21	0 25
" 27 to 30 "	0 23	0 29
" 30 and up	0 26	0 32
Sheets, hand-rolled 2x4 ft.	0 25	

Foreign, per lb	0 05 1/2	0 06
Domestic "	0 05 1/2	0 05 1/2

5 cwt casks.	0 06 1/2	0 06 1/2
Part casks	0 06 1/2	0 07

Zinc Sheet.

Imported Pig, per lb	0 04	0 04 1/2
Domestic "	0 03 1/2	0 04
Bar, 1 pound	0 25	0 05 1/2

Sheets, 2 1/2 lbs, per square ft, by roll	5 00	5 25
Sheets, 3 to 6 lbs, per sq ft, by roll	4 75	5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 1/2 lengths lists at 7 1/2 c.

Solder.

Half-and-half (guar.) per lb	0 17	0 19
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.		

Antimony.

Cookson's, per lb	\$0 15	0 16
Other makes	0 14 1/2	0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5 1/2
No. 1 Do.	0 5
No. 2 Do.	0 4 1/2
No. 3 Do.	0 4

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)		
Pure, per gallon	\$1 05	\$1 10
2nd qualities	0 85	0 90

Colors in Oil.

(25 lb tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chromed Yellow	0 11	
Golden Ochre	0 06	
French	0 05	
Marine Black	0 09	
Green	0 09	
Chrome	0 08	
French Imperial Green	0 14	

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1 40
" (J.F.L.S.)	2 75
Venetian Red (R.C.2)	1 50
Ven. Red, Cookson's	1 80
English Oxides	3 25
American	2 25
Paris Green, per lb	0 16
Burnt Sienna	0 08 1/2
Burnt Umber	0 05
do pure	0 08
Drop Black	0 09
Chrome Yellows	0 12
" Greens	0 12
Golden Ochre	0 08 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Extra	1 00
Brown Japan	0 70
do Turpentine	0 90
No. 1 Carriage	1 50
Gold Size Japan	1 40
Pure Orange Shellac	2 00
Hard Oil Finish	1 50

Linseed Oil (in bbls).

Raw, per gal	0 64
Boiled	0 87

Turpentine (in bbls)

Selected Packages, per gal	0 58	0 59
----------------------------	------	------

Castor Oil.

Best, per lb	0 09 1/2	0 09 1/2
--------------	----------	----------

Cod Oil.

French medal	0 11	0 12
Cabinet makers	0 17	0 18
White.....	0 16	0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers' "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, "..... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 63½.
Nickel 50 and 10 to 20 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.

Canadian, dis. 45 and 50 pc.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... per doz. 1 25 1 75
Mascot..... " 1 35 1 85
Erminie..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per
cent. dis.

Tire, dis. 50 and 10 per cent to 60 p.c.

Stove, dis. 45 to 50 p.c.

Elevator, dis. 35 to 40 p. c.

Machine, dis. 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8..... 6 00
" No. 9..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 to 70 per
cent

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00

Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50

Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold..... 1 10
Queenston "..... 1 10
Napanee "..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06

Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.

Canadian, dis 35 per cent.

Tanged Firmer per doz.... 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c
from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz..... 16 00 51 50

P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

Dis 20 to 33½ p. c.

Fawcets.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, "..... 2 80 3 90

Fenns Corkstops, No 2 p.doz..... 1 70

Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10

Barton Smith, dis. 50 & 10 per cent.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Canadian, dis., Amer. list 60 per cent.

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Rasps, Kearney & Foote's dis

Am list, 50 pc. 50 p.c. to 50 and 5 p.c

Horse Rasps, dis. 45 p.c. Amer } Hellers
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00

Enterprise, discount 10 p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p. c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star. Double Diamond

Per 50 ft. Per 100 ft. Per 50 ft. Per 100 ft.

1.45 2.80 2.15

1.55 3.00 2.45

5.30

5.80

6.30

7.40

8.40

10.00

11.50

13.65

Pilkington.

Ordinary
1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 6 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p. c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.

" Shepard's Noiseless, dis. 60 p.c

" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb..... 0 4½ 0 05

Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets.

Screw, Eureka..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring..... 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoos.

Garden, Mortar, etc., discount 40 per
cent.

Planter's per doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross... 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

THE HARDWARE Printing and Publishing Co., 6 Wellington Street West, Toronto.

HARDWARE

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING Co.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,
6 Wellington St. W., Toronto.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

SEND

For our Fifth Edition

HOW TO SELECT,
LAY and PAINT

A TIN ROOF

SENT FREE OF COST.

MERCHANT & CO.,

PHILADELPHIA.
NEW YORK.

CHICAGO.
KANSAS CITY.

TRADE MARK FOR



HOLLOW WARE.

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil,
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

607

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

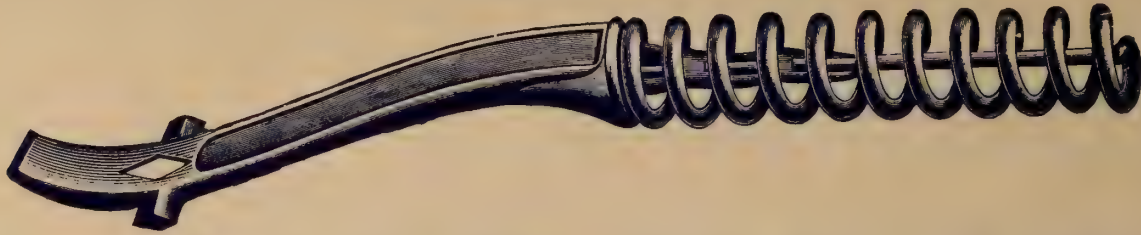
HARDWARE.

SAW YOUR
ADVERTISEMENT
IN THE
HARDWARE.

When writing to our advertiser please inclose the above.



No Duty on Church Bells. Please mention this paper



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

DEALERS SHOULD STOCK UP WITH

DOMINION Ammunition

—AND—

“TRAP” Shot Shells.

THEY ARE NOW IN GREAT DEMAND BECAUSE OF
THEIR SUPERIORITY.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,

MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

Copper Wire ! Brass Wire !

Copper guaranteed to be pure Lake Copper of the highest conductivity. Carefully drawn to decimal gauges, equal in quality and finish to anything imported. Also

TINNED COPPER WIRE, MERCHANTS' COPPER WIRE,
ALL GAUGES BRASS WIRE.

Made from High or Low Brass for Springs and other purposes, tinned if required.

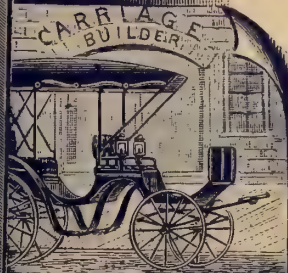
Prices guaranteed lower than can be imported. Capacity 10 tons per day.

DOMINION WIRE MANUFACTURING CO'Y. TORONTO AND MONTREAL.

JULY 25, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

Machinists' Tools

Twist Drills,

Emery Wheels,

Taps and Dies,

CHUCKS, REAMERS, &c., &c.

RICE LEWIS & SON

LIMITED.

General **HARDWARE** Merchants.
TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting

For the Dominion of Canada

-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; J. J. MCGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.



SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vol. 3.

TORONTO, JULY 25, 1891

No. 30

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

EXPLOSIVES IN HARDWARE STOCKS.

Dealers ought to be on their guard against transgressing the law which prescribes how much of inflammable stock shall be stored at any one warehouse within the fire limits. Disregard of the requirement that a certain maximum must not be exceeded, some traders are in danger not only of destroying their own stores and stock and the property of their neighbors, but also of causing fatal accidents. Nor is there any solace for their feelings in such a case, as they forfeit their insurance and render themselves further liable to pay heavy penalties for violating a strict law. There is no need to keep an excess of stock that is a source of deadly peril. The conception of business that leads a man to do this is a strange one. It is better to be wanting momentarily in the quantity necessary to make a few sales than to have more than law countenances the keeping of. What signifies the loss of a few sales in comparison with the total destruction of your own store and stock, your neighbor's premises and probably the violent death of unsuspecting persons who have the misfortune to be in too close proximity? Gunpowder, benzine, turpentine, coal oil, etc., ought to be kept strictly within the quantity allowed by the local by-law. The Williams' fire in Hamilton a few weeks ago teaches its own lesson. After the heavy loss sustained by that fire with no compensation,

the unfortunate merchant was pursued by the law and sentenced to pay \$10 fine or go to jail for 30 days, the lightest penalty the magistrate felt himself at liberty to inflict. Chief Aitchison, of Hamilton, has had the following to say in a recent interview:

"As to the storage of coal oil and explosives, I did not tell the committee half I knew. There was one case here where 300 barrels of coal oil were stored in a certain place, and after the man had gone out of business I asked him about it one day, and he admitted to me that it was so. About the gunpowder I said was on Market street, that was dead right. I can take you to one place where there are 600 pounds of powder, another place with 300, and another with 200. The limit is twenty-five pounds. I'll tell you how you can come pretty near to determining how much gunpowder a dealer has on hand. Ask him how many grades he keeps, and allow him 25 pounds for each grade, for they can not buy less than a keg of each. The most of them have cartridges in addition. As I told the aldermen, I had one man put his powder on the top story, because there is less danger there than in the cellar.

"When Roach & Insole's place was burned some years ago, I knew there was powder stored there, and just where it was, too. The fire was quite close to it, and I took two of my men, went down into the cellar and carried out five kegs through the flames. They were not all full, but they had been, and if they had exploded some one would have gone up with them.

"There is scarcely a drug store or a plumber's shop of any size in the city in which the law regarding explosives is not violated all the time. As to dynamite, a short time ago a man brought sixty pounds of it with him in a Pullman car to the Stuart street station, and from there went on up to London, delivering at a quarry or something of the kind near there. Just imagine what would have happened if the car in which that was had got off the track."

PRICES ON TIN PLATES.

Tin plate and sheet material generally have occupied an artificially high plane of value throughout the spring and summer. This fact may be attributed to causes operative several months ago, the principal one being over cautious buying. The consequence is, that buyers generally have paid considerably more for their material than they would otherwise have done by ordering last fall. None of them would do so however, the universal opinion at the time being that the market would have to settle off. In calculating upon this they entirely ignored the fact of small stocks in first hands here, and the repeated and continuous reports from primary markets in Wales that makers had orders enough to keep them going six months ahead. No! they knew better than that! but it seems they didn't, for it has turned out just as they expected it would not, and we have had a firm, closely sold up market on sheet material throughout the spring and summer, with prices artificially higher than they would otherwise have been as much as \$75 to \$100 higher in fact than the range of values last year, the figures then being \$3.80 to \$4.50 on cokes and \$4.00 to \$4.25 on charcoals, there being no material variation from this idea. This season on the contrary, cokes have run up as high as \$4.75 and charcoals \$5 to \$6. Within the past fortnight, however, matters are radically altered; supplies negotiated for some time ago arriving with more freedom, and the stringency of the market has been relieved. Values in consequence have already eased off to a more normal position, and now cokes are quoted at \$3.75 to \$4 and charcoal \$4.25 to \$4.50. This is more on a par with last year's values, but there is still room for some additional shrinkage, although it is not expected that values will go much lower. Of course the new American tariff regulations will have some influence on the importations to the United States, but there are some who assert that more tin plate will be imported to that country than ardent patriots would like. In fact the American tin plate industry is entirely inadequate to supply the demand, while it is claimed as a positive fact that tin plate can be laid down from Wales in the United States at 5¼c. duty paid. Now tin plate makers across the line cannot get their block sheets for less than 3½c. for 28 gauge, so that after the tinning, etc., is provided for it will be seen that they will have hard work to undersell the Welsh plates if they do so at all.

DISCOUNTS ON IRON PIPE.

This matter is as much a subject of conjecture as ever, and the range represented by the discounts that are allowed is said to be a very wide one. Of course there are makers who stoutly assert that they would not think of giving a better figure than 62½ per cent., but there is no doubt that it is done, the methods adopted varying, but the result attained being the same. For instance, a buyer asks for a discount and instead of 62 and 5 he is given 64 per cent. The difference is not great, it is true, but still it is a difference of 3c., which on a round quantity of pipe means a nice little saving. In fact it is utterly impossible to give any particular basis as a discount, but perhaps 62½ comes as near the mark as any that we can give. At any rate we know of several transactions comprising in each instance several hundred feet which were handled on this basis.

In connection with values on iron pipe it may be interesting to mention that an advance is impending in the United States, the association there which practically regulates the range of values having intimated as much in a statement which they issued some time ago. If the proposed advance in the standard price is made across the line it is very likely to have some sympathetic effect on the prices of English pipe, and if such is the case it will react on values in Canada. At any rate makers are watching the matter with attention.

CITY TRAVELLERS' EXCURSION AND PIC-NIC.

On Wednesday at 5 or 6 a. m., at "the breezy call of incense-breathing morn," a large number of people rose from their downy couches, and an hour or so afterwards poured forth from street cars and carriages upon the wharf, about the time that the shrill clarion of a certain steamboat was confounding men's senses by its warning note. It did not escape the notice of these early risers that the sun was shining brightly, that the sky was cloudless, the bosom of the lake unruffled and the weather fresh—too fresh perhaps to be in strict keeping with the retiring natures of the observers, but not fresh enough to jar with their thermal susceptibilities. The day was a glorious one, as well it might be, for that particular day had been bespoken, had been marked out in the calendar weeks before, by the Commercial Travelers' Association of this city, as a day worthy to be the date of their first excursion and picnic. And it entirely adapted itself to the greatness of the occasion. In the dewy shade the robin trilled his lay in sweetest note, and the flowers worn by the ladies and gentlemen made grateful offerings of beauty and perfume to a day of pleasure. All things seemed to chime in with the spirits of the pleasure-seekers. And a goodly company they were. Among

them could be seen the grizzled locks of the veteran who had borne the grip through storm and tide for a score of years, alongside of the mantling cheek of him whose first order was in the near past, and whose second was probably in the distant future. All the varieties of type that could be crowded between these two ends of the scale got on the boat, and all agreed in being contributors to the fund of entertainment. They were going to Niagara Falls to gaze on the mighty cataract, and to disport them as gleefully as they might on the romantic banks between which its waters glide. And they were accompanied by their wives, their daughters and their sweethearts, and the innumerable host of kindred comprehended under the general name of friends. And the ladies served as reflectors to all the other charming features of the day, themselves the most charming. The sun shone more brightly because they were along, the birds sang more sweetly, and the memory of the day will on their account be longer cherished. Music, too, with its voluptuous swell gave the soft winds a voice. Marcicano's string band was there and it played long, languishing strains that melted the hearts and animated the heels of the festive company. There was joy on board. The evil spirit of sea-sickness seemed to be even pleased, and few there were who had to go down to the side of the ship with "the return of the swallows."

Great has been the talk for the last ten days as to the result of the base ball match—Travelers vs. Grocers. Friends of both sides became so interested that they were even willing to gamble their last dollar. Therefore, when the Falls were reached no time was lost in repairing to the scene of action. Space prevents our going in detail the efforts of each individual player to make more than one run. The Knights of the grip were evidently "not in it" as the score stood 11 to 1 in favor of the retail grocers and one innings to spare. The travelers now claim that half their team were not present. However, that is no excuse, and the grocers hold the fort. The players were as follows:—Travelers—Messrs. Caldwell, (he made the one run for them), Muldrew, J. Park, Eckhardt, Fox, Thompson, Lucas, W. Park and Dimmock; Grocers—Messrs. Saulter Mulgineen, Stewart, McCleary, Forster, Sykes, Gibs, Campbell and W. F. Britton.

In the evening when "calm stillness and the night become the touches of sweet harmony," Marcicano's band laid itself out to transfix with admiration and render spell-bound every human being within bearing who would not dance. So when they got their bowes rosined up and the deck was cleared for action they struck in, and the crowd walked and schottisched and polkaed, and kept things going by the hour, and when the orchestra got tired they asked for more. It was truly a goodly sight. But this was not all, in the cabin a grand concert was in progress. You know the travellers can do

anything. They sang there till the boat reached her dock. Besides a number of selections from the Travelers Glee Club, under the leadership of Mr. C. Dimmock, songs were given by Messrs. J. Park, A. H. Lawson, McCann, C. Lucas, F. Morley, C. S. Fairbairn, Spencer, C. A. Caldwell, Bradshaw, F. C. Crean, Jas. Owen, A. M. Corrie, Henry Wright, (Jock McCraw) C. Rupert. Mr. Geo. Taylor, grocer, Spadina avenue, also gave an excellent song.

Now, among the grocers who saw, heard and enjoyed all these things were noticed the following: Messrs. Barron, Gibson, Thackray, Butcher, Mara, Sykes, Mills Williamson, Swan, Milligan, Johnston, Saunders, R. Donald, jr., Webb, Dewey, Radcliffe, F. Britton, A. Smith, Anderson, Roberts, and McCulloch.

Among the travelers who seemed everywhere at the same time we saw Messrs. Maxwell, Piper, Fairbairn, Dimmock, Gallow, Bradshaw, Sloan, Owen and Furrival.

The whole day was a success in all respects, and the committee shares with Jupiter Pluvius the honor of making it a success. Only rain could have made a failure of it with so competent a committee, and last and best it was a financial success.

PRACTICAL SUGGESTIONS FOR THE BUSINESS MAN.

It is a good plan for every business man to use printed stationery in carrying on his correspondence, no matter now large or how small may be his trade. Most merchants do this, but now and then a letter is received having nothing but the chirography of the writer to indicate his name and place of business. When name and address are written plainly, which is done in the great majority of cases, they can of course, be readily deciphered without the supplementary work of the printer, but the fact will not be disputed that the writing of many persons cannot always be read easily by those unfamiliar with it. Where words in the body of a letter are ambiguous, they can usually be deciphered without great difficulty by examining them in relation to the context, but such a key is not obtainable in an attempt to read the name. A printed note head makes the name plain, looks business-like, and the cost is insignificant in proportion to the benefit derived. This is a cheap mode of advertising that dealers should not neglect to improve.

Enterprising business houses make it a point to preserve all correspondence. Letters written are copied in books provided for that purpose, while communications received are filed systematically for future reference in case they should be wanted. The wisdom and necessity of this policy are exemplified every day. The memory of a correspondent is at fault. He feels sure that the terms of a contract have not been complied with, that he ordered something different to what he received. A reference to his letter corrects the defect in his memory and convinces him of his error. If the letter has been destroyed it may be impossible to make a patron believe that he is mistaken, and the careless business man may be compelled to choose between the unpleasant alternative of losing the trade of a good customer or yielding to an unjust demand. Few letters may ever be required for perusal after they have been answered, but when a man does want an old letter, he wants it. So it pays to give close and exact attention to the preserving and filing correspondence.—Ex.

THE MERCHANTS' GREATEST NEED.

There never was a time that could compare with the present in the amount of gratuitous and frequently worthless advice tendered merchants for their guidance in business. Much that is offered is of such a character that any merchant with a vein of common sense in his make-up would waste his time in devoting it to the reading of such articles.

In a general sense advice is a good thing for a merchant to receive, providing he has the time to think it over and carefully consider the supposed merits of the argument. But to the hustling, energetic merchant, the one who is busily employed with working out his own advice through the practical workings of his business, there is no necessity of his wasting valuable time in considering the smaller ethics of the trade. Those things which are of the utmost importance in one's business, gradually unfold themselves to the thinking man no matter what his walk in life.

There is one thing, however, which no amount of thought nor advice can do for a merchant, and that is bring to him reliable information. Reliable information is the keynote to success in any business. It always has been and always will be so. A merchant may be the peer intellectually of any man; may be bright and quick to take advantage of a competitor in his methods of doing business and yet prove a dismal failure through the lack of reliable information. He may be prudent, economical and apparently thrifty yet men of this character are just as prone to split on this rock as those of any other class. Reliable information, backed with only a moderate amount of brains, has been the secret of many a rich man's wealth, and how much more valuable does it become when possessed by an energetic and persistent business man who has the brains to carry out a project or purchase merchandise on the strength of the latest and most accurate information.

The world is full of wealthy men, and it is safe to say that originally ninety per cent secured the basis of their fortune through the possession of reliable information. Opportunity is the link that connects with this essential element and if taken advantage of leads on to the success which every merchant strives for. To keep posted on all the different items which make up ones stock can never come through the process of thinking alone. It requires the facts and conditions which must be gleaned from a point as near the source of supply as possible and it must be constant and accurate. It is self evident that the merchant who is constantly alert and seeking the best information to be obtained regarding the product or products which he offers for sale is the one who will have more to his credit in his bank account than the merchant who relies on the every day talk he receives from other dealers who sell him and make their profits out of him.

The larger dealer has an advantage over the smaller dealer in obtaining this "reliable information" by reason of the fact that he gets closer to the source of supply and even if not able to secure his product direct, yet becomes familiar with all the necessary facts which enables him to buy much closer than he otherwise would. The only means that the smaller dealer has of keeping posted must naturally come through reliable news-

papers which have their reporters and competent editors and correspondents who watch each turn of the markets, the condition of growing crops, the financial ability of manufacturers to prevent or demoralize a market, etc., etc. It is to be regretted that there are not more journals which aim to give merchants information, but there are a limited number of good trade journals one of which at least every enterprising dealer should take and carefully read. Reliable information is what is most needed and it may be had at a trivial cost. The possession of it was never so necessary as in this day of close competition, small profits and brainy business men.—Ex.

THE E. B. EDDY BRANCH.

Mr. S. A. Weldon is installed as manager of the new branch of the E. B. Eddy Company that has been opened in this city. He is receiving full supplies in all the lines made at the Hull manufactory, and in the large premises at 29 Front St. West, he will have ample warehouse accommodation. Already he has a few carloads of the E. B. Eddy wares in stock, and is in a position to do business on the largest scale. Their matches, woodenware, indurated wares, washboards, manilla, tissue manilla, toilet, news and wrapping papers, sulphite fibre, wood board, wood pulp, etc., will have an emporium here not less important than that at the head office. Supplies can be forwarded with as much despatch and satisfaction to customers as from the head centre at Hull. Mr. Weldon will be found prompt and affable and altogether the kind of man that business men like to meet. Mr. Rowley was up last Friday and Saturday, and will be here from time to time to see how the branch is getting along. Their new price list, which we publish below, will appear in substance in our Prices Current of next week:

"GENUINE TELEGRAPH" MATCHES.

	Cases.	P.	Case.	Spl.
1 (10 gross) case and under	5	..	\$4.20	
5 " " " "	10	..	4.10	
10 " " " "	25	..	4.05	
25 " " " "	50	..	4.00	
50 " " " "	100	..	4.00	2%
100 " " " and upwards	4	..	00	5%

"TELEPHONE" MATCHES.

	cases	p.	case	spl.
1 (10 gross) case and under	5	..	\$4.00	
5 " " " "	10	..	3.90	
10 " " " "	25	..	3.85	
25 " " " "	50	..	3.80	
50 " " " "	100	..	3.80	2%
100 " " " and upwards	3	..	80	5%

"EAGLE PARLOR" MATCHES.

	(12 slide boxes to case).	5 cases.	..	\$1.75
1 case 200's and under	5	..	1.70	
5 " " " "	25	..	1.65	
25 " " " "	50	..	1.60	
50 " " " and upwards	1	..	60	2% spl.

SAFETY MATCHES.

	cases.	5 cases.	..	\$4.30
1 case (5 gross in case) and under	5	..	4.20	
5 " " " "	10	..	4.00	
1 " (2 gross in case) and under	5	..	1.75	
5 " " " "	10	..	1.65	
10 " " " and upwards	1	..	60	

TOO MUCH ATTENTION TO DETAILS.

In conducting a retail hardware business successfully it is obvious that details must not be overlooked, owing to the circumstance that the business is largely made up of details, yet it will not pay a dealer to give too much attention to them, otherwise he may have no time to attend to more important matters, such as the careful buying of goods, laying plans for extending trade through advertising, &c., not to mention the most essential of all, the general supervision of the business. The dealer beginning business on a small capital must necessarily give nearly as much attention to the little things as to larger matters, simply because he cannot afford a large staff of clerks, but the time may come, and must come if his efforts are rewarded by success, when it will be the wisest plan to add to the number of clerks and leave many details entirely to them, while the proprietor supervises things generally. A good many dealers from force of habit continue to fuss with minor matters which assistants can attend to as well if not better, long after their business has reached a stage where a different system is required. Others, again, either because they do not pay their clerks sufficient or do not treat them well, or have not given sufficient attention to the hiring of the assistants, find it difficult to escape an annoying degree of attention to details, from the fact that the clerks are ignorant, stupid or careless, and incompetent to perform very trivial tasks unless constantly watched and instructed by the employer. Whatever be the cause of the compulsory employment of the dealer at tasks which could be as well performed by those whose time is far less valuable, the result is the same—the important, the absolutely essential matters, are partly neglected owing to the physical impossibility of doing two or three things at once, and the dealer never has a moment he can call his own, save at meals or when the store is closed and he can draw a sigh of thankfulness and relief.

No matter how much money a retailer is making, no matter how quickly the dollars may be pouring in, we hold that he has not yet mastered his business, if he has not succeeded in establishing a system by which only a general supervision of the business is required from him while petty details are left to the clerks who are hired to attend to them.

One of the most successful retailers within the metropolitan district conducts a very large business, yielding an enormous revenue, yet never "turns a hair," as the saying is. Serene and imperturbable, yet keeping a grasp upon the whole business which never relaxes, he can be seen at nearly any hour of the business day in one of his several establishments, never interfering with the clerks and unknown personally to many of his customers, but the system is so well arranged that the machine runs smoothly whether he is present or absent. Contrast the business methods of this dealer with those of many other retailers, and the wisdom of the former will appear at a glance.—Merchants, Review.

NEAT PACKAGES.

To tie up a neat package is an art, and requires taste and skill to do it, so as to make it nicely proportioned and well formed. It is a source of great annoyance to shoppers to have a bundle look ragged, with corners not turned in, string on one end with a tendency to break and become loosened, thus exposing its contents. This has happened to many, and they generally bless, in a quiet way, the store or shop that tied the bundle up. To do up a bundle properly requires simply care, order, and practice. Druggists always take time to do up their packages, and hence are proverbial for their orderliness and neatness in this particular. They are trained to the business. Every merchant should see that the packages which go out of his store are done up carefully and properly, and if he is a progressive business man he will generally have his name and advertisement of his goods on the paper plainly exposed to view. Some merchants show great taste in having a special mark or brand on their package paper, so that every one can see from whom the goods were bought. It should be the custom of every enterprising merchant to have his name on every package that goes out of his store. The moment anyone sees these packages they know where the shoppers made their purchases. This affords a good means of advertising, provided the packages are done up by skillful hands.—Exchange.

MAKE A PROFIT.

A sharp commercial writer recently said this very pat thing: "The next crime short of highway robbery is monkeying with a business without making any profit." Anyone of sound sense will agree that, if not a crime, it is foolish and disastrous.

There are many things involved in the conduct of a business, which determine its success or failure. Knowledge of the business, executive ability, the employment of competent, help, judicious buying, care in giving credits, fidelity in collecting accounts, skill and enterprise in pushing trade—all these and other factors, besides the amount of capital put in, have a bearing in determining whether the business shall prove profitable or not.

The particular point I have in mind to speak of just now, and one on which profits largely depend, is the price at which goods are sold. At what per cent. above costs are goods sold? In figuring cost are all the items counted which may legitimately be reckoned in? Having fixed a selling price which is a reasonable advance upon cost, is this price strictly and impartially adhered to? These are questions which every merchant should consider vital to his success.

There should be no occasion to speak of the necessity of sticking to prices, without deviation under any circumstances, but there is. The business world knows, and

the worst of it is there are customers who know, that some merchants cut prices. When they do this they not only lose the profit to which they are entitled, but they injure business—their own as well as their neighbors'.

When a customer finds out that he can buy goods under the regular price, he has the merchant at a disadvantage, and will not hesitate to improve his opportunity. Nor does it stop with him, for people delight in boasting to others when they secure a cut in prices. Thus the merchant's own business is demoralized and his competitors, with whom he ought to live in harmony, are justly incensed.

A merchant is just as much entitled to get from customers in the money received for goods a legitimate profit as to get the cost of the goods. The merchant cheats himself who sells goods without profit. It would be a good thing for some merchants, and it would not hurt any, to write out the last two sentences, underscore them in red, and stick them up in their counting rooms, where they will often meet the eye.

Experience has proved that more goods can be sold at good prices firmly maintained than can be sold under the price-cutting policy. The merchants who have achieved fortune and success are those who have made it an invariable rule to make a fair profit on every sale.

A man who charges a good price shows he has confidence in his goods, and the very fact of charging a uniform price impartially to all necessarily begets confidence in the customer that the goods are right and desirable. When a merchant runs down his own goods by letting down the price, the customer may well entertain a suspicion as to their character, and if he is after first-class goods, seeks elsewhere.—Business is business.—Michigan Tradesman.

GO IN AND WIN.

In New York city alone are constantly 40,000 persons out of employment. In other cities the proportion is the same according to population. All these unfortunate individuals profess their anxiety to work, to toil for almost any price, that they may keep soul and body together. The sole reason why they do not work, they would have it believed, is because the world is against them and will not suffer them to earn an honest living.

Try them. Give them employment. It will be found that not one sewing woman in five can even run a decent seam. Not one girl in ten of those who profess to do housework can kindle a fire properly. Of the men, not one carpenter in four can be trusted to perform a simple task in woodwork. Not one iron worker in four can do exactly what he professes to do. In large printing offices, it is with great difficulty that satisfactory proof readers are secured. Among stenographers and typewriters, undoubtedly, not one in twenty knows the proper construction

of the English language, or enough of current events and literature to make a tolerable business letter writer. Probably a third of them are shaky in their spelling.

This is why three-fourths of the unemployed in America are out of work. They are out of work because they have not gone in with all their might to prepare themselves in the best way for what they had chosen. They did not go in to win. If one who has a task to do puts all his soul into it, and resolves that he will do it as well as it can be done no matter how simple it is, that person will not be long out of employment. The world has its soul vexed out of it because of slovenly work. Life is a burden to those who hire employes, because of things half-done.

All depends on the spirit with which one starts in life. The winner selects his future occupation carefully. He is bound down to no particular rut of success. He only knows that whatever task he has selected, he is going to accomplish it as well as it is possible to do it, and that in the long run he is going to win. He may be out of employment. He may be forced to change his occupation. But he still knows that in him is good, faithful work; that there is a field for it somewhere, and it is his place to find that field. The winner is he who never lets himself run down.—B. C. Commercial Journal.

GROWTH OF SISAL IN THE BAHAMAS.

The Bahamas are getting up quite a "boom" in the cultivation of sisal, the result of transportation of some plants from Yucatan. The soil of the Bahamas consists of a white coral formation with a temperature ranging from 62° to 90°. The sisal, when grown there, is whiter than the Yucatan sort and parcels lately imported here bring higher prices, the superiority being the result of the difference between a coral and an earthly soil. Sisal plants do not reach maturity until three years, but furnish an annual crop until the twentieth year. The production of sisal is very profitable. On land not worth more than \$5 per acre a crop of sisal worth \$20 to \$25 can be raised. It is a very hardy plant, of the Cactus family, and its growth in Yucatan has built up a very wealthy family. The "trust," however, discourages its growth, having driven the Guatemahans entirely out of the business, and placed the purchase of the Yucatan crop into the hands of one buyer. As a result of this new industry, Nassau, the chief city of the Bahamas, is growing wonderfully. As it has no luxuries, not even gas, there is a chance for the enterprising Yankee. An electric light plant, telephones, street cars, artificial ice works, in fact almost everything is needed but churches. Of the latter, there are more for the population (140,000) than in New York City.—The Australasian and S. American.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.



The hardware stores of St. John, N. B., keep a weekly half-holiday.

A Dutton paper says a lawyer in St. Thomas recently charged \$63.06 for collecting an account of \$28.65.

About 10 p. m. on Tuesday fire started in rear of Bonathan's tin shop Newcastle, Ont., which was burned to the ground.

Mr. Jos. Potts, tinsmith, Belmont, Ont. met with a severe accident some days ago, from which he is recovering, however.

Mr. Chas. Santo, of the Hobbs Hardware Co., London, Ont., left on Monday to spend his vacation with friends at Niagara-on-the-Lake.

Mr. Wm. Puschinsky, gunsmith, Warton, made a mis-step off the sidewalk near the Arlington Hotel on Tuesday. His left leg was broken below the knee.

Mr. C. J. Williams, Hamilton, whose store was burnt some time ago, was fined \$10 by the police magistrate for keeping more than five barrels of coal on his premises within the fire limits.

All the retail and wholesale dry goods, hat and hardware stores were closed on Friday afternoon, these traders having agreed to shut down every Friday afternoon during the summer.

The majority of the business firms on Hastings street, Vancouver, who have leased their places of business, have been notified that after August 1st they will be required to pay an increased rental.

A vote of the qualified electors of Peterboro', will be taken on Aug. 18, on a by-law to provide land and buildings for the Patterson & Corbin street car factory, which proposes

going there from St. Catharines. The town owns the land and the buildings are estimated to cost \$6,000.

The stock of J. M. Williams & Co., Hamilton, who assigned recently, was sold by auction on Tuesday. The prices realized were disappointing, most of the stock sold being purchased by foundrymen.

J. M. Williams, of Hamilton, who failed there lately, is negotiating with Wm. Mowat, of Stratford, for the purchase of the Dundas stove foundry. It is understood Mr. Williams has made an offer for the property.

The following companies have been incorporated: The St. Catharines and Meritton Bridge Company. The Anglo-Canadian Electric, Storage and Supply Company. The Steam Boiler and Plate Glass Insurance Company.

Mr. Alfred E. Barron, formerly with the wholesale hardware house Bowman, Kennedy & Co., London, Ont., but at present travelling for the Acme White Lead and Color Works, Detroit, Mich., is visiting in London for a couple of weeks.

Schenker & Rothaermael's hardware store, at Milverton, was burglarized on Sunday night. A suspect was captured at Newton with some of the stolen goods—razors and jack-knives—in his possession, and he was committed to Stratford for trial.

The new steel steamer being built at Paisley, Scotland, for the Dominion Government service in British Columbia waters will be launched next week. She should have been finished by June 6th, but the builders say the delay has been caused by strikes.

Edgar Marvin, United States vice-consul, and senior member of the firm of Marvin & Tilton, hardware merchants, Victoria, B. C. died on the 15th inst, from hemorrhage of the liver. The flags on the American consulate, on the shipping and throughout the city were half mast. Marvin was nearly 67 years old. He was a native of Syracuse, N. Y., and

came to California 1858, and Victoria in 1862. He built up a large business and was one of the best known and respected merchants in the province. He had been vice-consul for several years.

The American Manufacturer and Iron World has now adopted a form and material make-up that are more in keeping with its undoubted worth. It is now a neat compact volume, the result of greatly increased thickness at the expense of its other dimensions. The paper is of the finest quality, the type beautiful and the whole composition of the journal is matter for legitimate pride on the part of its publishers.

Workmen are now engaged preparing the foundations for an addition to the Vancouver City Foundry and Machine Works, Vancouver, B. C. This new building will be situated to the eastward of other buildings comprised in the works, and will be 141 feet long by 40 feet wide. This will form the special department for boiler making for which some new machinery of the latest type has been purchased from Bertram & Co., of Toronto. Business with the foundry is brisk, and among their larger contracts now being executed is one for machinery for the Canmore Coal Mine.

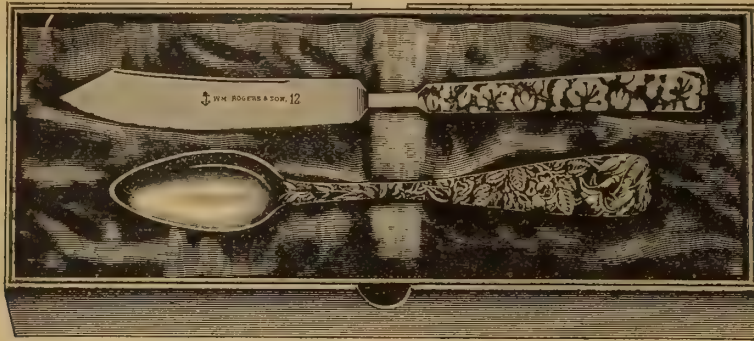
The hardware merchants of St. John, N.B., have decided to give their clerks a half holiday on Friday, and have signed the following agreement:—We, the undersigned hardware and iron merchants, of the city of St. John, do hereby agree to close our respective places of business in the afternoon of each Friday from and including the 17th July up to and including Friday, 4th September, provided all the trade agree and sign the document. W. H. Thorne & Co., S. Hayward & Co., A. M. Rowan, Cowan, Ellis & Co., T. McAvity & Sons, F. A. Young, F. Beverly, Ed. A. Everett, Clarke, Kerr & Thorne.



NEW GOODS.

ORANGE SET AND FRUIT KNIFE.

A cut herewith reproduced exhibits the orange set manufactured by the Wm. Rogers manufacturing Company, Hartford, Conn. It is an attractive and useful specialty.



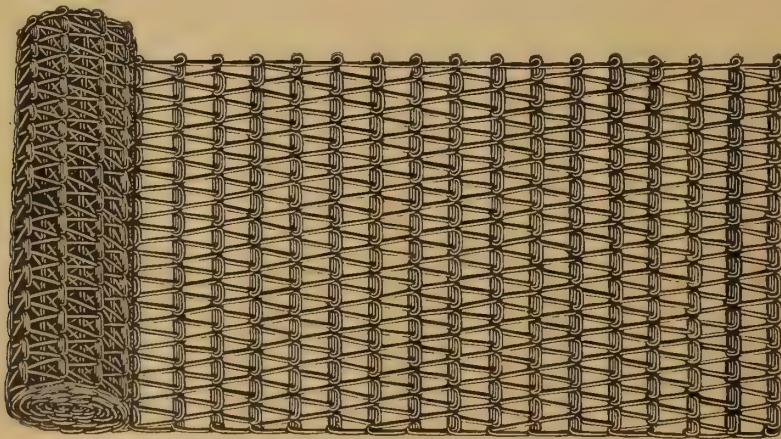
The same company make a fruit knife that has a good sale in the United States market. It is illustrated below.



FOLDING WIRE MATS.

The United States Wire Mat Company, Decatur, Ill., manufacture folding brass and steel wire mats, which are illustrated below. They are a desideratum in street cars, dwellings, public buildings, bars, offices, etc.

This mat is made of the best hard drawn galvanized steel wire. It rolls up close like a carpet, meets every demand for which a mat can be used; is elastic, flexible and cleanly, and as durable as good steel can be.



It is so woven that it forms a good scraping surface in any position. It is furnished in any length desired, and almost any width. By purchasing in lengths of one hundred feet, merchants can supply their customers with any length desired, as it can be separated by simply cutting one wire in two places.

A meeting of Ottawa city clerks was held on Monday evening at Labor hall to discuss the early closing movement. The clerks have met with considerable encouragement,

THE COPPER TRADE AND ENGINEERING.

The advance in the price of copper has not been very marked of late, but there has been an advance and the cost of copper is now such as to make some of the large users consider whether any further rise would not

cause them to endeavor to use other materials. It may be remembered that about the time of the copper corner the use of steel in-

stead of copper was experimentally introduced for locomotive fire-box purposes. After the collapse of the corner, copper fell to a price which made it undesirable to extend the use of steel in the manner indicated; and up to the present time the metal has been at what may be considered a moderate price, tough copper being now about £58 or £59 per ton. When it is at any such price, it may be said to be at a rate that is remunerative to the producers generally, and yet at such a price that it does not deter con-

sumers from its use. But there have been some rumours of a syndicate to force up prices, and should any attempt be made to form one, it would recoil on the copper trade, for it would lead to renewed attempts to substitute steel for copper in some branches of industry. It is to be hoped, in the interests of all concerned, that the metal will be left to the market influences of demand and supply. At present the use of copper is increasing rapidly. The railway companies, who are large users, have still activity on

their lines, and the traffic receipts on the whole are increasing, and with greater traffic larger uses of metal are to be anticipated. In electricity the use of copper is very greatly increasing, and sulphate of copper for preservation of vines and other natural productions against disease is more employed every day. Some of the Spanish working copper companies have paid very large dividends for the past year, and this year with an average price so far slightly above that of a year ago, they should at least do as well. It is to be hoped, then, for the sake of both producers and consumers of copper, that the former will be content with prices that are remunerative, and that the lesson of the corner of a few years ago will not be forgotten.—Engineer.

COUNTERFEITING GOVERNMENT STAMPS.

English steel masters and engineers cannot be expected to be very sympathetic toward their German comrades in the serious trouble which has befallen Westphalian metallurgy. False marking has been so general a sin among German manufacturers, and has inflicted so much evil upon our own foreign trade, that we cannot expect to repine very greatly because the dangers of the practice may be brought home to the wrongdoers themselves. Whether the present charges are true or not is an open question; the mere fact that have been made must injure German industry; and it will not suffer without having merited punishment.

Briefly stated, the accusation made against the director of the works is that he and his associates have systematically supplied defective rails and other material to home and foreign governments by a series of frauds and forgeries that would seem impossible in connection with such a concern. It is asserted that over sixty Government stamps have been imitated during the past sixteen years by a staff specially retained for that nefarious service, and the result is stated to have been more danger to the traveling public in all parts of the world than one can contemplate calmly.

The accuser indeed professes to specify actual accidents, and consequent loss of life, that have arisen from these practices. With an odd perversion of patriotic feeling, it is urged on behalf of the producers that they have exercised their "knaveish tricks" mainly upon foreign governments, but that patriotism counts for little in the manufacturer's policy is shown in the fact that they have recently charged £2 per ton more for steel rails to the home Government than to foreign purchasers. Moreover, it is stated that the manufacturers have carried out systematic frauds upon the State in the matter of income tax returns.

It is to be hoped that the revelations, if substantiated, will produce a two-fold benefit—first, inducing foreign purchasers to consider that good quality is never consistent with ruinously low prices and, second, in purifying German industry of methods which have produced a trade development which, after all, is much more imposing than substantial.—London Engineering.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes
and Castings of every description.A large stock of Iron and Steel Beams
kept on hand.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.**TORONTO, ONT.****Do You Sell Paint ?**

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,

Patent Automatic Knife

Nothing better made.

Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.**We manufacture High
Grade Knives only.**

Send for Prices.

**The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.**

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.
Send for Prices.**THE TORONTO DROP FORGE CO., Ltd.**

68 Esplanade St. West, Toronto.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,**MONTREAL.**

MANUFACTURERS

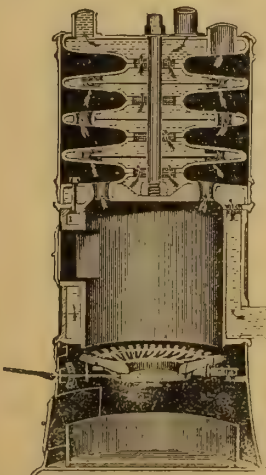
WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.All Sizes from 1-4 in. to 2 in.
inclusive.**BEST PIPE IN THE MARKET.**WESTERN REPRESENTATIVE : **H. D. SIMMONS,**

Our name is stamped on every pipe.

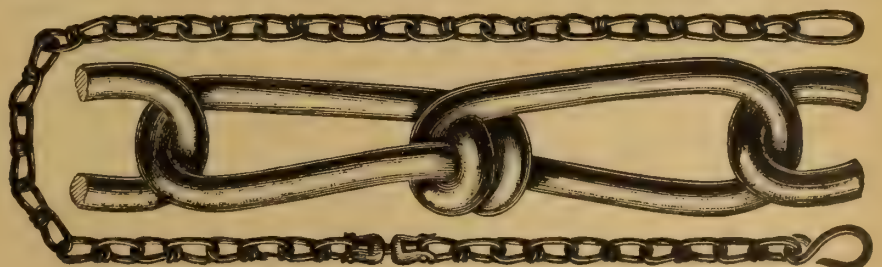
74 York St., Toronto.



-THE-

"Acme"HOT WATER BOILER
STANDS AT THE HEAD.**MILLER BROS. & TOMS
MONTREAL.**

TORONTO OFFICE---74 YORK ST.

**H. D. SIMMONS,
AGENT.****TEMPERED STEEL WIRE TRACE CHAINS.** Made of Brown's Patent
Steel Wire Chain.LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full
line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.**The B. GREENING WIRE CO., Ltd.,**

Hamilton, Canada.

WORKMEN AND THEIR TOOLS.

"Bad workmen," we are told, "always find fault with their tools." We might extend the significance of the axiom by stating that bad workmen make bad tools. We may satisfy ourselves as to its truth by a cursory inspection of the kit carried by a poor mechanic. In the machine shop we shall find our saying conspicuously exemplified. A glance at the condition of the tools, to say nothing of the surroundings, will tell us whether good artisans or second-rate workmen are employed—whether the shop turns out good or indifferent work.

The make of the tools has little to do with the settlement of the question. The finest machine tools ever designed may be ruined by ill-usage, and in fact, as a general rule, the more perfect the machine the more susceptible it will prove to gross ill-treatment. Moreover, a shop full of good tools ruined by ill-usage or neglect is a much sorer spectacle, to the experienced mechanic particularly, than an aggregation of second quality implements in a similar condition, and as a general rule, a poor tool spoiled will do as good a job as the most expensive machine that has undergone maltreatment.

The appearance of a tool will betray the hand of the workman, no matter how badly worn. Fair hard wear is altogether different in its effects from willful misuse or the neglect that is born of ignorance. A man may wear a tool out, and it will still have an altogether different look to the one that has been deliberately or carelessly ruined.

It is a waste of good money, of good material and of the designer's abilities to place in the hands of an ignorant or reckless workman a first-class machine. He would accomplish about the same result with the cheapest in the market, and feel just as well satisfied. A competent workman, on the other hand, will show his appreciation of a superior tool, both in the care he will take of it and the work he will make it accomplish. You would not find a good man, for instance, risking the ruination of a machine by forcing it to do work it was never intended for, because the tool he needed was temporarily unavailable, nor would it occur to him to overload or strain a machine. The man who uses his hammer to loosen a bolt because his wrench is not handy, or who makes a hammer of his wrench because the proper tool is not in its place, is an unprofitable servant, and will eventually prove a source of loss; and the man who will spend half an hour in fixing up a drill or cutter to suit his work, spoiling it for all future use, rather than devote a few minutes to a search for the exact article he requires, will never earn a "mill" for his employer.

It does not pay to fit up a shop with poor machinery if you want good work, nor do you want to put bad workmen in charge of your expensive tools. You are doing things by halves, introducing a bull into your china

shop, and playing with fire in a manner that is certain to result in burned fingers. Good machines will never do good work in the hands of poor mechanics, and although a good workman will often do wonders with the poorest of tools, the combination is not economical, and is usually unsatisfactory to employer and employed. Good tools operated by competent mechanics last longest, do the best work, produce in every way the most satisfactory results, and are always cheapest in the long run.—Safety Valve.

A NUISANCE TO TRAVELING SALESMEN.

One of our greatest nuisances of the present day, and one to which traveling men are especially subjected, is the almost universal manner in which tips to servants are given wherever and whenever the slightest service has been rendered. Originally intended as a token of appreciation of some service rendered in an unusually good manner, or close attention to ones wants, it has grown to such proportions that it is now expected, and generally paid wherever service is performed, whether particularly well done or not.

An occasional gratuity for good services rendered is quite correct. It is in its universality that the evil lies, and for this state of affairs travelers have themselves to thank. Promiscuous tipping on any and all occasions has led the serving class to expect it, while thoughtless tips out of all proportions to the service rendered has had the effect of raising the amount which is expected.

While this might not be noticed as an occasional evil, it becomes of really serious moment to the man of limited means who is compelled to be on the road a greater part of the year, and is a constant hotel patron, for it is in hotels that the tipping evil reaches its highest perfection.

Many who deplore the evil and would if they could avoid it, say, that it is often a choice between getting little attention, and that of the poorest, or giving a tip, and that in the end they find it better for their comfort and peace of mind to give in gracefully and give the expected fee.

Tipping can not be entirely done away with, nor would it be advisable if it could, for a small gratuity for service exceptionally well performed is proper, and tends to increase the efficiency of the serving class. It is in the extent to which it is carried and the amount paid that the evil lies, and this can be remedied if traveling men determine that they will give only where faithful and efficient services warrant it, and that the amount given shall be strictly in proportion to the services rendered. On the Continent, tipping is regulated by established custom as to the amounts paid for a given service, and no more is expected or given. It would be a good thing if a similar system were instituted in this country.—Ex.

MOLASSES VERSUS COAL FOR FUEL.

The remarkable proposal is made by the sugar interest of New Orleans to utilize a surplus of molasses by burning it for fuel instead of coal. With a crop of 550,000,000 pounds of sugar, there will be 700,000 barrels, 27,000,000 gallons, or 300,000,000 pounds of molasses, which the planters do not know how to get rid of. It is added that the output of molasses in Louisiana is now so great that there is no market for the lower grades and it doesn't pay to sell it. It is this emergency that brings about the startling proposal of molasses for fuel which on its face would seem even more wasteful than the burning of their corn by the Western farmers, against which there arose such a popular outcry a few years ago. But it is contended that molasses makes really much cheaper fuel than either corn or coal, and here is the comparison with the respect to the latter: "The lowest grades of vacuum pan molasses contain from 20 to 25 per cent. of sugar, which cannot be extracted by existing machinery. Estimating a barrel of such molasses to be worth net 50 cents or \$1 a barrel to hold 550 pounds of molasses, the molasses would be worth 1 to 2 cents a gallon and from 1-11 to 4-5 cents a pound. Pittsburg coal, brought to the sugar house furnace, has for about ten years cost 1-5 cent per pound."—Stoves and Hardware Reporter.

HARDWARE CLERKS AND SALESMEN

A clerk or salesman in a retail hardware store, to be of value to the merchant, should be thoroughly posted as to stock; not only as to what variety, whose make, etc., but also as to approximate quantity. When a new device, article or tool is bought, it should be examined and its merits understood and details comprehended, so that when offered for sale he can tell the customer all about it. A salesman who merely delivers, without comment, the article a purchaser inquires for is surely not as valuable as one who can in few brief words, explain all of its most salient points. There are, unfortunately for themselves and their employers, numbers of clerks who, when questioned as to the merits of, or certain points in the article or device in question, cannot answer, simply because they are not posted. A hardware clerk requires as much of an apprenticeship as a mechanic. The latter becomes a journeyman only after four or five years' close application to the specialty he is learning, and it is folly on the part of a neotype in a hardware store to suppose he can go behind the counter and sell goods from the start. He cannot do it with success or profit to himself or employer. Indeed, only after several years of careful and close application can a young man make himself valuable to the merchant. To gain this end, he must study the requirements of customers and thus acquire a knowledge of their wants, and be ready with intelligent suggestions, etc.; but this is only learned after several years acquaintance with the business.—Industrial World.

MARKETS

EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£90 10s. od.	£91 17s. 6d.
Future—	91 00s. od.	92 00s. od.
Copper, B.E.S.—	58 00s. od.	60 10s. od.
Lead, S.E.—	12 10s. od.	12 15s. od.
Spelter,	23 17s. 6d.	23 15s. od.
Antimony,	48 00s. od.	50 00s. od.
Tin Plates—Cokes	13s. 6d.	13s. 6d.
Pig Iron—Scotch	47s. od.	47s. 1d.
Warrants.		
No. 3 Middlesboro,	40s. 3d.	41s. 7½d.

MONTREAL MARKETS.

MONTREAL, July 24, 1891.

There is no change in the general features of the market this week, business being quiet, but values on the whole show an easier tendency, particularly in some lines where supplies have been increased while the demand is small. This applies more especially to tin plate and other lines of sheet material of a similar kind, the great scarcity of which for some time past forced values up above their normal level. On the whole the week has been quiet as regards the actual movement of business.

PIG IRON.

There has been absolutely nothing doing in this article during the week except a small jobbing business. Prices, therefore, are unchanged from those of a week ago. Summerlee and equal brands range from \$21 to \$21.50, and lower grades \$19 to \$19.50.

BAR IRON.

There is no change in bar iron which furnishes an ordinary sort of jobbing movement, the bases being \$2, but this would be shaded on in the case of a round lot. Hoop and bands move at \$2.40 and swedes are somewhat lower at \$3.50.

SCRAP IRON.

The demand for old material is small like that for other lines, and there is no change to note. Prices have an easy tendency, and a good order would probably induce concession. We quote \$17 for wrought, cast proportionately less.

TIN PLATES.

The market is now sufficiently supplied for the demand and prices have fallen off still lower than they were a week ago. The arrivals since our last comprise a good round quantity of stock, two-thirds of which are in the hands of one firm. Cokes, therefore, are quoted 25c. lower at \$3.75, and charcoal the same at \$4.25.

TERNE PLATES

The scarcity of the article is now also a thing of the past, quite a good quantity arriving during the week, the general basis now being \$7.50 for what business there is doing.

CANADA PLATES

Recent steamers have brought out a good quantity of this line, one boat alone having a lot of 5000 boxes. With a quiet demand, therefore, prices are 10c. lower at \$2.90 to \$3 for ordinary purposes but it is probable that less would be accepted for a round lot.

IRON PIPE.

There has been no particular business doing in iron pipe, while various quotations are given, but it appears that 62½ per cent. is a fair basis for the market.

COPPER, LEAD AND TIN.

Other metals such as the above show no change, business being quiet. Copper remains at 13¾c. to 15c. while Lead is still \$3.60 to \$3.70 per cwt and tin is as before 22½ to 23c.

NAILS.

The nail market remains about as before with nothing particular to say. More or less irregularity in quotations are reported, but \$2.15 to \$2.20, our old quotation, seems a fair enough basis.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy	3.35
8 dy to 60 dy	3.60
7 dy to 60 dy	3.90
6 dy to 60 dy	4.20
5 dy to 60 dy	4.20
4 dy to 60 dy	4.50
3 dy to 60 dy	5.40
3 dy fine,	6.50

GENERAL HARDWARE.

Trade is rather quieter this week with the different jobbing houses and there are no notable features. Locks and bolts and other heavy lines of shelf goods are quiet and unchanged, but there is some movement in sporting goods, fishing tackle, etc. There is the usual sort of demand for plumbing goods and building material—contracting operations being on a fair scale.

BARB WIRE.

Barb wire is unchanged and some fair sized lots have been moved during the week—a considerable quantity going west for railway purposes. The jobbing price is 4¾ but round lots are different.

CHEMICALS.

It is now the interim season in the chemicals business, and importers are just closing up the tail of the early season movement, while the fall movement won't have its inception until the latter part of August. Values generally are shady for what little business there is doing, and we have no change to note. Bleaching powder remains at \$2 to \$2.25, and caustic \$2.50 to \$2.80, in fact there is no change.

OILS.

There is nothing very particular to say about oil except that there is quite a call for cod on English account, and at better prices than are ruling here, which has led to some reduction in the stock here, the receipts falling. Locally cod rules firmer, 40 to 45c. for Newfoundland, but there is not much doing. Other oils show no change. Seal remains at 47½ to 50c., the inside for round lots, and linseed runs from 62 to 64c. for raw, with 64 to 66c. for boiled. Castor oil is quiet at 9 to 10c., and cod lower at 95 to \$1.15 for Norway.

LEADS.

Leads are quiet and unchanged under a moderate jobbing business. We quote choice 6 to 6½c.; No. 1 \$5.50; No. 2 \$5; No. 3, \$4.50; dry white 6c.; red ditto 4½c.

GLASS.

There is no demand for glass except in a jobbing way and prices are more or less nominal. The ordinary idea is \$1.40 to \$1.50, but it is certain that this would be cut on for a round lot.

NAVAL STORES.

There is no improvement to report in this market, the volume of trade being small. Turpentine has an ordinary sort of movement at the old price and other lines are the same.

We quote:—Turpentine, 58 to 59c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep-sea line. Pure manilla, 13¾c. for 7-16 and upwards, and 14½c. for smaller sizes.

BINDER TWINE.

A fair trade is doing in binder twine, which may be increased later on, if the satisfactory reports of a very large crop, in the Northwest, are verified. We quote 9c. to 14c. according to brand.

CEMENT AND FIRE BRICK.

Since our last report, stocks have been considerably increased by the arrival of 17,000 casks, while the regular liners are reported to show a considerable quantity on their manifests. The demand continues slow, and although prices are nominally the same they have a decidedly easy tendency which is quite likely to result in some reduction in the immediate future, perhaps, before the close of the present week. We quote English \$2.40 to \$2.65, and Belgian 10c. less, and a round lot would be held at less. Firebricks are a glut on the market with no present outlet apparent. We quote \$17.50 to \$23, as to brand.

PETROLEUM.

There is no special call either for American or Canadian oil, the slow trade ruling that is customary at this season. We quote:—Canadian 12¼ to 12½c. at Petrolea, 14 to 14½c. in car lots at Montreal, and 15c. for single casks. American, 20¾c. in car lots and 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots and 22c. for single brl. 2 per cent. off for cash; American benzine 23 to 25c., and Canadian 11½ to 15c.

TORONTO MARKETS.

TORONTO, July 24, 1891.

METALS.

IRON AND STEEL.—The week's trade has been uneventful, and in all descriptions rather dull. A considerable quantity of Scotch pig destined for this market was lost in the wreck of the Circe. There has been no change in the position of British. The sales of the week comprise a lot of 600 tons of Middlesborough and 50 tons of Summerlee. There has been little activity in either Canadian or United States pig, and prices are stationary in all but No. 1 Siemens, which is up to \$22.50.

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$20.75
No. 3 Calder \$22.	No. 3 Middlesboro \$19.75
No. 1 Summerlee \$22.75	Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50—\$21.50.
Scotch \$22.50—\$23.50.
Rockwood \$21—\$21.50.
Gloss \$22—\$23.
Woodward \$22—\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

Bar iron is not materially changed, being in only moderate request at steady values. Ordinary quotes at \$2 to \$2.10, refined at \$2.60 to \$2.65. There is more expectation than immediate activity, and if the crops turn out as well as they promise there ought to be a brisk demand for bar from all machine shops.

Manufactured iron and steel are quiet but on the verge of greater activity. The C.P.R. is placing orders for 50 locomotives, 1,500 box cars and 50 flat cars to prepare for the moving of the grain to market.

MARKETS—Continued.

COPPER—Cable advices report the market somewhat easier. Prices here rule the same as last week, at 14 1-2 to 15c. for ingots and 18 to 20c. for sheets. Canadian figures are governed chiefly by United States quotations, which are steady at last weeks point.

TIN—is unaltered at 23 to 23 1-2c. for ingots. The inside figure is for round lots.

LEAD—There is no change in the condition of the market quotations being 3 3/4 to 4c. Large round lots might be shaded.

ZINC AND SPelter—Cable advices report an advance. If the advance is maintained in Europe the price will rule higher here. Blocks are 6 to 6 1/4c., and sheets 6 1-2 to 6 3/4c.

ANTIMONY—Is exceptionally dull. Cookson's is still 15 1-2 to 16c., and other brands a cent lower than these prices.

TIN PLATES—Recent requirements have been met by arrivals at Montreal. The general impression is that tin plate is good value at present figures for August delivery. Notwithstanding the increased duty and heavy stocks in the United States there is a feeling that large orders are likely to reach England during August. There are no cokes. I. C. charcoal is \$4.75 to \$5, I. X. charcoal \$5.75 to \$6, I. X. X. charcoal \$6.75 to \$7, D. C. charcoal \$4.50.

TERNE PLATES—Are very scarce. They are expected to be more plentiful and easier next week. They now quote \$8.50 to \$8.75.

CANADA PLATES—Are a shade easier, at \$3 to \$3.10 for futures and \$3.10 to \$3.20 for spot stock.

GALVANIZED SHEET IRON.—English manufacturers are firm because of the stiff prices of iron and spelter. Stocks are not heavy and good prices are realized. Quotations here are 5 1/4 to 6c. for 28's, and 5 to 5 1/2c. for 26's.

BUILDING HARDWARE—Is fairly active.

HARVESTING TOOLS—Continue to be in strong demand, preparations being made for the taking off of a large crop.

CUT NAILS—There is no new feature in the market, prices remaining at the price quoted a week ago, namely \$2.20.

HORSE NAILS—Are fairly active at the list price, that is, 50 and 10 off to 60.

CORDAGE—Purchases have been small, and the prices of last week are maintained. They are on a basis of 12 1/2c. for manilla, 9c. for sisal, and 8 1/2c. for New Zealand.

BINDING TWINE—Orders are now coming in by telephone, and wire and twine is wanted with all possible haste. As we said two weeks ago the result of holding off too long from buying will make it impossible

for prompt delivery. Prices are being cut to pieces by retailers in various parts of the Province, some being reported as selling at less than wholesalers bought at. Prices are unsettled.

OILS, PAINTS AND COLORS.

Linseed oil has gone down under the influence of a demoralized market in the United States. That market is flooded with oil crushed from seed imported from South America where confusion has been general in nearly all lines of commerce for some time. Local jobbers are now bringing in stock from Detroit, which they can sell at 62c. for raw, and 65c. for boiled. Turpentine is unchanged at 58 to 59c., stocks are full and trade quiet. White lead is steady and unchanged at 5 1/2c. In oil and dry colors trade is stationary. Castor oil is easier at 9 to 9 1/4c., and stocks are fairly full. Trade in all lines is quiet.

GLASS.

The trade in glass has continued better than it is expected or usually found to be at this season. A very good sorting-up trade has kept stocks moving out since the close of the "spring" business. Stocks are badly broken up, and prices are steady.

OLD MATERIAL.

The market for all sorts of old material is yet in undiminished dullness. The demand has not been revived by any increase of activity in the foundries, and the supply keeps up wonderfully well. All prices are on last week's basis. They are No. 1 heavy scrap, 65 to 67 1/2c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62 1/2 to 67 1/2c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9 1/2 to 10 1/2c.; heavy scrap copper 10 1/2 to 10 3/4c.; old copper bottoms, 8 1/2 to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8 1/2 to 9c.; scrap lead 2 1/2 to 2 3/4c.; scrap zinc, 2 to 2 1/2c.; scrap rubber, 2 1/4 to 2 1/2c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

HEAVY CHEMICALS.

The United Alkali Company which controls the whole chemical trade of Britain, with the exception of one concern, has withdrawn quotations for bleach. This will affect the paper-making industry chiefly, if not altogether.

PETROLEUM.

The market is quiet and prices stationery at the points held at last week.

The following is the petrolium Advertiser's weekly oil report: Petrolium crude \$1.31 per bbl., Oil Springs crude \$1.31 per bbl. The above figures are the ruling price this morning, there being really no difference between

the Oil Springs and Petrolium prices. The business on 'Change is very dull, there being no excitement whatever, and very few transactions are recorded. The drill keeps at it all over the territory, and many new wells are being struck, which only continue to add to the ever increasing production. As we stated last week a hundred acres of the very best oil producing territory has been placed in our hands for disposal, either for sale outright or for lease. Owing to continued illness of the owner this step has been taken, and will be disposed of on easy terms to the purchaser. Refined yesterday sold at 12 1/2 to 13c., and may be regarded as the market price for the present.

HIDES, ETC.

HIDES—are dull and unchanged at 5 1/2c. for weights of 60 lbs. and above, and 5c. for lighter weights. Green are quiet a 6c.

SKINS—Pelts are up to 30c., and lamb skins are 40c. Calfskins are unchanged at 5 to 7c.

WOOL—Is coming in very freely but not going out. Prices are 18 to 19c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.25	\$4.70	\$4.40
" Net.....	3.79	4.19	3.92
Egg Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Stove Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Chestnut Gross...	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01

AMERICAN METAL MARKETS.

NEW YORK, July 24, 1891

In the iron and steel trades the situation is practically unchanged. Business continues slow at all events, and there are no inquiries that afford encouragement to hopes of an immediate improvement. Favorable crop advices, it is contended, should stimulate necessary railroad repairs and extensions, in which considerable quantities of rails, track material, etc., would be used, and lead to a better demand for those productions. The same condition, together with the scarcity of cars last season when crops were short, prompts the belief that purchases of rolling stock are an absolute necessity. The condition of the bond market is a serious drawback with many companies, however, and even those that are fairly well off financially seem to be in no hurry about

CHEAP STOVES.

We were never in better position to supply, and customers may rely on getting every advantage of the market.

7 NEW LINES OF STOVES THIS SEASON.

Something new in nestable pipes, 50 in crate. Cheapest yet quoted. It will pay you to find what we have to offer before giving any orders.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.



MARKETS—Continued.

discounting the future. Thus railroad patronage continues very disappointing, and that fact has more or less unfavorable bearing in several branches of the trade. In the manufacture of agricultural implements the consumption of iron is said to be on the increase, but evidence is wanting of improvement elsewhere, and the reports as to business in the general line of mill and foundry productions are rather unfavorable.

The brands of pig iron most in favor with foundrymen who turn out a first-class casting are selling fairly, and the output of that grade of material is closely taken up. The Thomas Company, for example, find it troublesome to deliver in full on orders, although only two of their furnaces are out of blast, and their prices are held firmly at \$18 for No. 1 and \$16.50 for No. 2. There is very good Northern iron at 50c. per ton less, however, that does not sell as readily as might be desired. Southern pig is quoted at \$16.50 to \$17.25 for No. 1 and 50 to 75c. less for No. 2, with comparatively little business passing in this section. Bessemer pig iron is still quoted at \$16 to \$16.50 at furnace, but the demand is hardly as good as it was early in the month and the tone of the market is easier. Other steel-making material is also slow, with prices barely steady. Spiegeleisen, 20 per cent. is still quoted at \$27.50 to \$28.50 ex ship, according to brand, and ferro manganese at \$63.50 to \$64. In old material the movement is very light. Iron tee rails are quoted at \$20.50 to \$21, steel at \$17 and No. 1 wrought scrap at \$20 to \$20.50, f.o.b. cars at shipping port.

TIN.—Lower cables from London have had a depressing effect upon the market for pig tin, and prices are lower by nearly ¼c. per pound than they were during the latter portion of last week. Very little tin has changed hands in a speculative way on the decline, and purchases for consumption are not above the midsummer period average. Ten-ton lots were offered at 20¼c. for delivery this month and next; small parcels about 20½ to 20¾c. out of store. London cables quoted down to £90 17s. 6d. for prompt and £91 7s. 6d. for future delivery. On the Metal Exchanges there were transactions late Tuesday including 50 tons for July, 35 tons for August and 10 tons for October delivery, all at 20c. and 50 tons for July, one day's notice, at 20¼c.

COPPER.—The outward movement of copper to Europe on old orders continues free, but new business for export account is on a very limited scale, and the home trade demand is moderate, with hardly enough of it to fairly establish market values. The

nominal prices are 12¾c. for Lake Superior ingot and 12 to 12¼c. for common casting brands. London prices for merchant bars are lower, the latest cables quoting £53 for prompt and £53 10s. for future delivery.

LEAD.—In pig lead the transactions have been small and prices stand practically the same as they were last week, say 4.40 to 4.45c., as to quantity and delivery.

SPELTER.—Spelter is firmly held at 5.10c. upward for prime Western, with offerings light. The demand continues very tame.

TIN PLATE.—Tin plate is selling to a fair extent, and, while no radical changes are quoted, prices are still irregular. We quote: Charcoal, ½ cross assortment, Melyngrade, \$6.50 to \$6.00; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$5.9c to \$6.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.50 to \$6.00; M. F., 20x28, \$15.50; Worcester, 14x20, \$5.75 to Worcester, 20x28, \$11.40; Dean grade, 14x20, \$6 to \$5.25; Deangrade, 20x28, \$10.50 to \$10.00; D. R. D. grade, 14x20, \$4.85 to . . . ; D. R. D. grade, 20x28, \$10.00 to \$6.00; I. C. Coke—Penlan grade (iron), \$5.20 to \$5.25; J. B. grade, 14x20, \$5.35 to \$5.40; I. C. Bessemer steel, 14x20, coke finish, \$5.25 to \$5.30; I. C. Siemen's steel, coke finish, \$5.40; I. C. Bessemer steel, squares, \$5.75 to \$6.00 basis; I. C. Siemens steel, squares, \$5.85 to \$6.00.

GALVANIZING SHEET IRON.

A correspondent of the London Iron-monger describes as follows a new process for galvanizing sheet iron introduced by Davies Bros. & Co., Limited, Crown Works, Wolverhampton:

The black sheets when they leave the rolling mills are very hard, and in order to soften them they are placed in annealing boxes, each box containing about 15 tons. Two of these boxes when filled are placed in a furnace specially constructed for the purpose, and subjected to an intense heat for 24 hours, after which the boxes are drawn out of the furnace and left to cool. The annealed or new softened sheets are taken out of the boxes and are ready for pickling. From these pickling vats the sheets are passed into large iron tanks, which are supplied with a constant stream of clean water running through them, and in which the sheets are thoroughly washed. The sheets being

now ready for galvanizing, are from these water tanks passed into and through very powerful chilled rolls, working under a constant stream of water, and this wet rolling, which is an important part of the patent automatic process, not only crushes, but washes away all impurities, and recreates the beautifully smooth surface which the pickling had destroyed. The sheets are conveyed immediately and automatically into, through and out of the bath containing the molten spelter without being handled in any way, and the great advantage of this method consists in the fact that every sheet is passed through and withdrawn from the molten metal at precisely the same rate of speed, which is carefully arranged so that the thickness of the coating of spelter on each sheet is absolutely uniform throughout. The result is a bright and well-spangled sheet of the highest standard of quality.

Davis Brothers & Co., Limited, claim that the cost of labor is reduced (1) by the simplicity of the machinery and its automatic action; (2) by dispensing with all skilled labor, one boy only being employed to feed the machine, the sheets following each other at intervals of about 3 inches. The cost of maintenance is reduced to a minimum, owing to the absence of rolls and wheels revolving in the molten metal, whereas in the ordinary process rolls, wheels and gearing are of necessity immersed in the bath to pass the sheets through, and are rapidly worn away owing to the corroding effect of the spelter on the iron, while two of these automatic machines will produce the same quantity of sheets as three ordinary old-fashioned roller baths. In the ordinary existing process sheets are taken from the washing tank after pickling, and are placed at the side of the galvanizing bath in batches ready for dipping, which is done by experienced and expensive labor. Owing to the slowness and irregularity of the process, many of the sheets become dry in parts, and the surfaces thus exposed to the atmosphere become oxidized, thus preventing the proper adhesion of the spelter to the iron in passing through the bath. As the sheet is taken out of the bath by means of



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

tongs, it does not leave the metal at a uniform rate of speed, and when the end of the sheet leaves the rolls in the bath, it is liable to be jerked by the man using the tongs. This irregularity in the withdrawal of the sheet from the bath causes the spelter to adhere to the sheet unevenly and in patches, thus causing a waste of spelter, which is the more valuable metal. Davis Brothers & Co., Limited, claim that these disadvantages are entirely overcome in their patent automatic process.

THE TIN PLATE TRADE.

During the present week the tin plate manufacturers of South Wales and Monmouthshire have put into force the arrangement made some time ago for enforcing a compulsory and almost universal cessation of production during the month of July. Some few of the manufacturers have declined to take part in the stoppage, but they are only exceptions to the rule, and it has to be recorded that the tin plate makers are almost unanimously of opinion that they are doing their best for their trade by completely dislocating it at what is probably the most momentous epoch of its existence. The stoppage has thrown some 20,000 persons out of employment, and in many respects is a very serious matter, not only for the workpeople, but also for the coalowners, steel manufacturers, and other traders who are intimately connected with the principal industry of the southern part of the Principality. The workpeople have protested, not unnaturally, against the enforced stoppage. They would be likely to make this protest under similar circumstances, whatever the cause of the stoppage might be; yet, under the conditions now prevailing, it is by no means certain that the men are wrong and the masters right. It is doubtful even whether the manufacturers correctly gauge the magnitude of the struggle upon which they have entered. So far as we are enabled to ascertain, they are of opinion that they still possess a complete monopoly of the trade in tin plates, and are of opinion that monopoly cannot be seriously disturbed. We hope that view is a correct one, but we confess to having grave doubts respecting the accuracy of the latter part of the hypothesis. We have pointed out, indeed, on more than one occasion recently that the American manufacturers mean to do their best to turn out tin plates, and that, although they may find their initial efforts greatly hampered by various difficulties, they will succeed sooner or later. Evidently the Welsh and Monmouthshire makers do not wholly share our convictions, or they would be more diffident about so greatly imperilling their business just at the most critical moment of the American attempts at successful rivalry. They have voluntarily raised bad feeling amongst their men, and, with light hearts, have made the men think of emigration to

the United States, instead of doing their utmost to keep them comfortably employed at home. The Americans have duly anticipated the state of things which has come about, and it is stated that their agents are now busily engaged in Wales in picking up good workmen, as well as in exporting machinery and appliances for tin plate making. Thus it is obvious that the united wisdom of the Welsh firms in question has had two serious effects already. It has alienated the good will of the workmen, and has made them willing to emigrate to the United States. It has also prevented a fall in prices at a juncture when low prices are of particular importance to the Welsh manufacturers. The principal plea for the course which has been adopted is that by stopping the make prices will be prevented from dropping to an unprofitable level. The plea is peculiar to say the least, but it seems to be much more satisfactory to the Welsh makers than it is to impartial observers who are not actually in the business. To them the plan savours of suicide. It appears to be precisely the one course which should not have been adopted, especially when the enormous turnover of the past few months (at high rates of profit) is borne in mind. One would have supposed the makers had done so well that they could afford to fight the matter out in a manner almost certain to give them every advantage. They have the key of the situation, yet they are so shortsighted and so devoid of a proper comprehension of the forces and resources of their enemy that they voluntarily cede their best position, and give the Americans the tremendous advantage of reaching discontented and unemployed workmen with offers of higher wages than have ever been heard of in the trade. It is safe to assert that in no other trade would anything of the kind have been done.—The Ironmonger, 4th July.

KEYS AND KEY MECHANISM.

Keys used to-day are so unlike those of a few years since that scarcely a similarity exists, and a comparison of the two styles brings out features of interest. The old-fashioned bit key, ponderous and curiously wrought, such as was in use in the days of our fathers and grandfathers, is now so seldom seen as to be something of a curiosity. The security of the old-style lock depended entirely on the biting of the key and the lock guards, and the intricate bit work of some of them is a wonderful specimen of nicety of workmanship. As no tumblers were used, the lock bolt was held in place by a spring, and provided a tool could be introduced between the guards, the bolt could be easily thrown or unlocked. When the bolt was thrown not much difficulty was found in unlocking by working inside of the strike or nose plate, as the lock case and strike did not come so closely together as to

prevent it; so again the absence of locking tumblers, as used to-day, is to be noted. These defects are found only in the rim locks, which were mostly used. With the size and weight of the old-fashioned keys, the carrying of a large bunch of them as was frequently necessary, was a matter of some inconvenience. Surely, a radical change would have been needed in style of key chains, also in the size of key or hip pocket; but, in their favor, let it be said that as weapons of defence they possessed conspicuous merit. Another feature in the old-time lock was the impossibility of master keying. Each lock had a key of its own, and only that key would operate it, while our present locks are each one different when desired, while they may have a master key to suit any number. The principle of the modern key and its mechanism is the same throughout. A small flat key has one or both edges bitted, and fitted into a plug or escutcheon, the latter containing the key mechanism. At the same time the escutcheon is entirely separate from the lock itself, so that the escutcheon may be removed from the lock without removing the lock from the door. Then, again, if for any reason a new key is desired, it is not necessary to change the lock, simply detaching the escutcheon and having new pins or tumblers substituted for the old ones. In case the key is lost, you may guard against the finder using the same by having the escutcheon reset, and a new key made.

Probably the most desirable feature of the later make of locks is the fact of their being so easily set to master key. By master keying is meant that a number of locks in a building, while they may all be different, no two keys being alike, can still be unlocked by one key throughout, this key being called the master key. With the new pin mechanism the number of changes run into the millions. By changes is meant the fact that 1,000,000 locks may be made, each one with a different key, but of such peculiar construction that a particular key will operate the whole million.

In case less security is required in a lock the old bit key is used, but in a modified form, and in place of guards, as of old, tumblers are substituted. In the ordinary mortise locks three tumblers are used and the bit of the key lifting the same releases bolt, which, when fully thrown, allows the tumblers to drop again and they lock the bolt so that it cannot be pushed in until the tumbler are again lifted. The prices of ordinary mortise locks vary according to the number of tumblers contained and the security is also governed by this fact. With some of the latest improvements we have reached a degree of excellence in lock and key mechanism that almost bids defiance to the house breaker, and novelties are being constantly put upon the market.—Iron Age.

Mr. Rod Weir, the pushing member of the Winnipeg Early Closing Association, on the eve of a trip to England, was presented with a handsome walking cane. The members of the association accompanied the presentation with an address expressing their appreciation of his services.

The new list for Old's brand of Jones' make in spades and shovels revives the prices of last year. It is as follows for polished :

		Per Doz.
D. Handle Square point, . . . No. 2.		\$10 50
Long Handle, " 2.		10 50
D. Handle Round-point, . . . " 2.		11 00
Long Handle " " " 2.		10 50
D. Handle Spades, " 2.		11 00
Long Handle Spades, " 2.		11 00

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY : 14, 16, 18 & 20 PEARL ST., TORONTO.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

BINDER TWINE.

The only reliable low-priced **Binder Twine** is the **Common Sense Brand**, cheap and easy to work, follows Manilla on all machines in good order without change of adjustment. Mildew, Insect, Mouse and Gopher proof.

Sole Wholesale Agents :

M. & L. SAMUEL, BENJAMIN & CO.,

26, 28 and 30 Front St. West, Toronto.

CREATING AN AMERICAN TIN PLATE INDUSTRY.

Tin plate as a subject of newspaper discussion has more than vied with the Fourth of July during the past week and the arguments pro and con have covered over almost every possible phrase of the question, from the talk of a shut down among Welsh manufacturers, to a more or less extensive starting up of establishments on this side that hope and expect to create an American tin plate industry.

To begin with, the sudden stoppage of tin plate manufacture in Wales, as has been alleged, now turns out to be not a stoppage at all, but merely a reduction in shipments which have been extraordinarily large of late in order to take advantage of the lower duty which prevailed up to July 1st, and was increased on that date. The same thing it will be remembered occurred when the present tariff act originally went into effect, in the case of extensive shipments from Europe of cutlery, guns and other sporting goods. These exports to America were hurried in order that they might arrive in advance of the revised duties on such wares going into effect; and it will also be recalled that providing the funds to meet these extensive purchases abroad caused quite a large exportation of gold from this country, which experience is also duplicated in the recent heavy purchases of foreign tin plate. Of course in both instances the extensive purchases were made to acquire supplies, and were also speculative in so far as they comprehended purchases of such extraordinarily large quantities of goods in advance of present needs and demands. Hence it is that some papers, not understanding the phase of the subject, censure American importers for placing these larger orders abroad and in the same breath find fault with our manufacturers for their late and extensive purchases of American pig tin from the Temescal tin mines in California. This is partisanship and wholly indefensible at this time, since the question has now passed beyond the domain of politics and simply involves a commercial and industrial solution of the problem whether tin plate can be profitably manufactured in America under the more favorable circumstances presented by the amended tariff act. Those already engaged in allied manufactures, and who ought to know best, say that the industry can be created and conducted with profit in this country.

Hon. F. G. Neidringhaus, President of the St. Louis Stamping Company, and who is among the foremost of those American manufacturers now embarking in the tin plate industry, a few days ago presented some additional arguments in that behalf, while discussing with a St. Louis newspaper man the cabled reports from Wales, with respect to the possible action of the manufacturers there, rendered necessary by the changed

situation on this side. Mr. Neidringhaus said, with much force, that many silly reports having been put in circulation, tending to cloud the subject, by representatives on this side of foreign manufacturers, pretended offers for large quantities of American made tin had been published when the challengers well knew, or at least they should know, that the erection of complete tin plate works cannot certainly be accomplished in less than a year. The provision of the administrative policy which made the production of American tin plate a possibility only went into effect within the week; yet the English operators would be surprised to know what preparations have been made in this country to reap the harvest that is ours by right.

There were to his knowledge twenty-two firms now getting ready in the United States to make tin and terne, or roofing plates. The St. Louis Stamping Company was possibly better prepared to enter the business than any other company in the country, from the fact they already have complete rolling mills where they produce the iron from the pig up to the finished sheet. These mills being arranged for fine sheet the company began to turn out tin plates as early as November, 1890, sufficient to keep one set of tinning pots running. There had been delays for which his company was in no ways responsible, but, nevertheless, it was expected to start up by the 1st of August, and the output from the opening day will not be less than 600 boxes daily, of tin plate and lead plate, known as roofing tin.

The cable dispatches, continued Mr. Neidringhaus, say that the Welsh manufacturers have an immense capital invested, and that they intend to make every effort in their power to command the trade, and that they will do this by reducing the wages of the men, cheapening the cost of the raw material, lowering the payments for freightage and curtailing their profits in order to be able to pay the extra duty demanded by the new American tariff, which has just gone into effect. There will be quite a struggle for the trade between the English and American manufacturers.

Commenting upon the question of prices and profits involved in tin plate making in America, Mr. Neidringhaus said: "As to the price of the plate to the American people and the profit to the manufacturer, I will state that the people will not pay any more on an average for tin plate during the next twelve years than in the past. For the finer qualities, especially the extra quality of roofing plate, they will pay less, and then leave the American manufacturer a reasonable profit." In concluding, he said: "The American demand for tin plates will incur the expenditure of about \$20,000,000 in labor and transportation and employ 20,000 or 25,000 people. As our mountains and hills are teeming with ore and fuel, it is for the American people to say whether or not they will allow these treasures to lie dormant or raise them to give employment and add to the prosperity of their people. The duty now imposed on tin plates does not cover the difference between the American and English scale of wages, but the American manufacturers will make up the deficiency in the nearness and abundance of ore and coal.—Stove and Hardware Reporter.

RIVET BEARINGS.

There is, probably, no matter in structural ironwork, whether for boilers or buildings, that is more obscure than the value of rivet bearing; it is a subject upon which careful experiments can throw but little light. About the time the Britannia tubular bridge was built, an experiment was tried to prove whether the strength of a riveted joint depended upon the resistance of a rivet to shearing or the friction of the plates riveted together. The rivet holes were made oval, and it was shown that the strength of the joint depended upon the frictional resistance of the plates to sliding motion. As this was not disputed, some of the leading theoretical writers of that time took the matter up, and published formulæ based upon the tensile effort of the rivets in cooling. One author—Mr. Latham—showed this to be 24 tons per sectional square inch of rivet area. At that time no rivet would stand more than 21 tons; and the fact is that the metal stretches as soon as the plates are drawn together.

This question is complicated with another, and that is the compressive resistance of the material upon which the rivets bear. When two or three thicknesses of plate are riveted together, this has been found to be as much as 40 tons per square inch of bearing area in Farnley plates, the rivets being made of Low Moor iron; and this accounts for the endurance of iron bridges, which, as a rule, have a very insufficient allowance of bearing area, especially in the web connections with the flanges. If, for instance, we have a rivet seven-eighths of an inch in diameter connecting two angle irons to a girder web, the ratio of shearing area on the web is as 600 to 328, and the fact that webs under such conditions do not fail is explained by the support given by the enclosing angle irons. If the bearing surface yields, the metal behind it must bulge, and if such bulging is prevented the bearing resistance is enhanced. This supplementary resistance is supplied by the tensile strength of the rivet in the direction of its axis, and then we find that the stresses upon rivets are really of a complicated character.

There is, in the first place, a possible shearing stress; in the second, the normal stress due to contraction in cooling; and in the third, the stress upon the head due to the bulging effort. This last acts only on one side of the rivet head, and therefore tends to wring it off; hence the necessity of making rivets of material as nearly homogeneous as can be obtained to obviate the liability to crack in any direction.

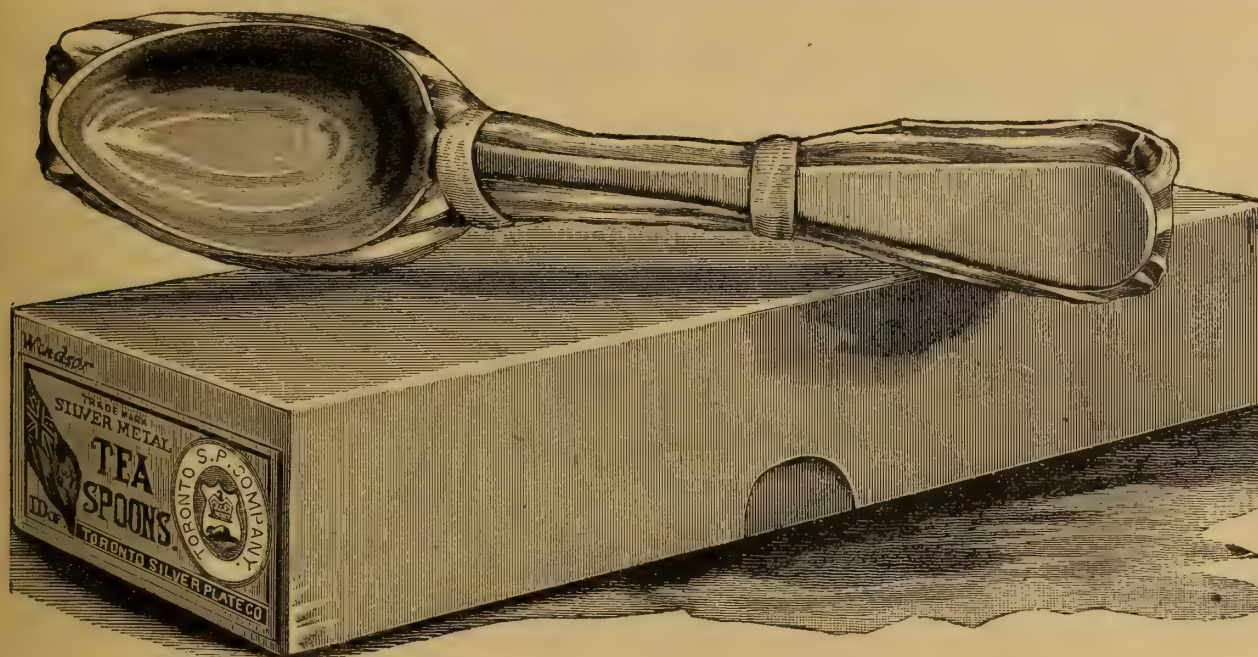
In boiler work the case is different, as the joints are usually lap joints, and therefore the bulging action referred to above cannot be restrained, and the stress on the rivets is of a bending character.—[Practical Engineer London].

You can lose more than we do by not subscribing for this paper.

THE TORONTO SILVER PLATE CO.

Manufacture the Highest Grades of ELECTRO-PLATED WARES, and guarantee all goods of their manufacture having their NAME and TRADE MARKS.

A New Discovery in Precious Metals.



TRADE MARK
TORONTO SILVER PLATE CO. { SILVER METAL.

=: SILVER METAL =:

SPoons, FORKS, LADLES, Etc., made of this new metal are superior to Sterling Silver in point of non-tarnishing, and equal to Solid Silver for durability, and at one-fifth the cost.

FOR HOTELS, RESTAURANTS AND FAMILY USE, Silver Metal Table Ware is without a parallel.

AS THERE IS NO PLATE TO WEAR OFF, any silver powder, polish, chalk or electrone can be used to clean them. The more they are cleaned the whiter and more beautiful they become.

DO NOT CONFOUND SILVER METAL with the varieties of Nickel Silver imposed on the market. We claim for them no relation. This wonderful discovery is controlled by us, and we sell no metal except made into Spoons, Forks, Etc. All genuine goods bear our trade mark :—

TORONTO SILVER PLATE CO. { SILVER METAL.

LIST PRICES AND DISCOUNT QUOTED ON APPLICATION.

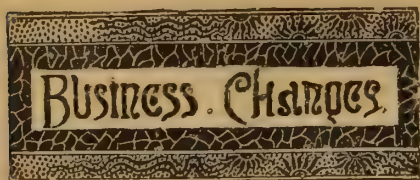
E. G. GOODERHAM, Manager.

J. C. COPP, Sec.-Treas.

Tipped Pattern.



TORONTO CANADA.



SALES MADE OR PENDING.

Todd & Caster, general merchants, Oshawa, Ont., have sold out to W. Harkness.

W. J. Sargent, general merchant, Pendennis, Man., has sold out to H. E. Donald.

The stock in the estate of Falconer & Durning, Acadia Mines, N. S., is advertised for sale.

The general stock in the estate of A. L. McKechnie, Mount Forest, Ont., has been sold.

The general store business of Mrs. J. W. Gamsboy, Huntingville, Que., is advertised for sale.

PARTNERSHIPS FORMED AND DISSOLVED.

Skead & Graham, hardware dealers, Winnipeg, have dissolved, C. W. Graham continuing.

REMOVALS AND DEATHS.

Edward S. Farren, tinsmith, St. John, N. B., has removed to St. George.

Godfrey & Co., hardware dealers, Vancouver, B. C., are advertised to close out.

Mrs. E. O. Taylor, general merchant, Burk's Falls, Ont., is giving up business there and removing to Gore Bay.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

H. C. Phillips, tinware dealer Lancaster, Ont., has assigned.

Wm. Minto, general merchant, Cardigan, P. E. I., has assigned.

Mr. D. A. Blais, general merchant, St. Moise, N. W. T., has assigned.

Jos. H. McKinnon, general merchant, Beaver Cove, N. S., has assigned.

Bonhomme & Co., general merchants, St. Albert, Ont., have compromised.

John McIntosh & Son, boiler makers, etc., Montreal, have been asked to assign.

Doughty Bros., general merchants, Warsaw, Ont., have called a meeting of their creditors.

C. A. Harmon & Co., general merchant and lumber dealer, Peel, N. B., is asking an extension.

S. H. Caswell, general merchant and banker Qu' Appelle, Assa., has been granted an extension.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Credit is often too cheap and overbubing far too common. Don't be guilty of the one, and don't abuse the other.

SPOONS, FORKS ETC.-STAMPED

1847. ROGERS BROS. A1

ARE GENUINE "ROGERS" GOODS.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

BROKERS

—AND—

COMMISSION MERCHANTS

IN CANADA

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION \$1
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO.
THE J. B. McLEAN CO. (LTD) PUBLISHERS.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR
THE CANADIAN GROCER
which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.
SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.
THE J. B. McLEAN CO. (LTD) PUBLISHERS. TORONTO, ENG. CAN.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,

Front St. E. Toronto.

P.O.W.

STORAGE

CUTLERY--Good knives, good value See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

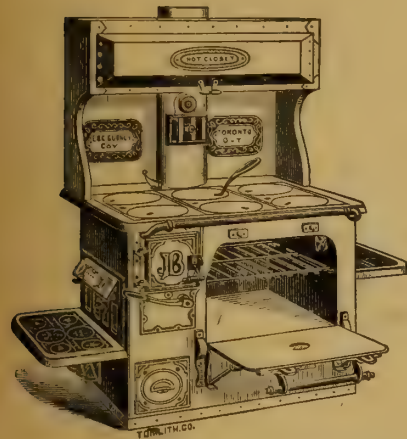
A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.
PETROLIA, - ONTARIO.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

FINE BRUSHES

C. H. Pencil's Writers and Stripers, Ox Hair Writers and Stripers, Black Sable Writers and Stripers, Red Sable Oil and Water Color Brushes.

Fitch and Badger hair varnish.
Hog's Hair Artists' Brushes, etc., etc.

All our lines guaranteed finest quality and prices right.

Illustrated Price List sent on application.

CHAS. BOECKH & SONS,

MANUFACTURERS,

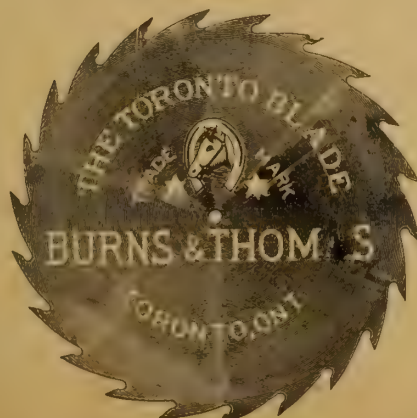
80 York St., TORONTO.

F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET
LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



Write for Prices or Telephone 5120.

SAWS CIRCULAR, Shingle, Resawing Drag, Gang, Cross-cut, etc.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY, FLUE COVERS, GAS RETORTS DRAIN PIPES

English and Scotch (all sizes). FLOOR TILES, BUILDING SANDSTONES,

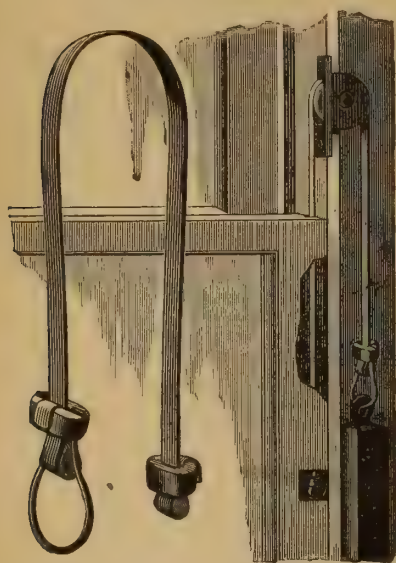
CALCINED PLASTER Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards: McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

The Gardner Steel Sash Ribbon AND PULLEYS.



Is being adopted for the largest and best buildings now being erected in Toronto because it surpasses cord or chain.

Samples and all information from

JOHN HARGREAVES,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the

TRADE



GRANTED

MARK.

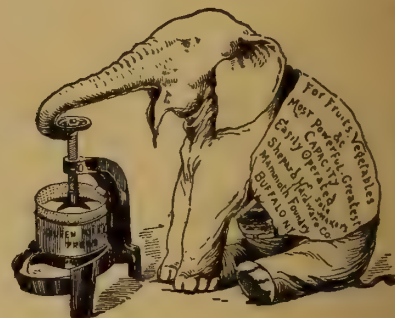
1764.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price-lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.



"The baby elephant's new trick"

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. \$6 25 \$6 50
I.X., " .. 7 50 7 75
I.X.X., " .. 8 75 9 00

Raven & P.D. Grades—
I.C., usual sizes .. 5 25 5 50
I.X., " .. 6 25 6 50
I.X.X., " .. 7 25 7 50
I.X.X.X., " .. 8 25 8 50
D.C., 12½ x 17 .. 4 75
D.X., " .. 5 75
D.X.X., " .. 6 75

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.
Bessemer Steel—
I.C., usual sizes .. 4 75 5 00
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual
sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 75 9 00
I.X. Terne Tin .. 10 75 11 00

Charcoal Tin Boiler Plates.
Cookley Grade— Per lb.
I.X.X., 14x56, 50 sheet bxs }
14x60, " } 6½c, 7c
14x65, " }

Tinned Plates.
72x30 up to 24 gauge .. 6½ 7
26 " .. 7½ 7½
28 " .. 7½ 8

Iron and Steel.

Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe-Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb. 0 13½ 0 14
Russian Sheet " .. 0 10½ 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 10½c
1-inch .. 15

Boiler Plate.

½ inch .. \$2 45
5-16 " .. 2 35
¾ " and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2½, 3
22 to 24 " .. 2½, 3
26 " .. 3, 3½
28 " .. 3½, 3½

Canada Plates.

Blaina .. ½ bright 3 10 3 15
Abercarne .. 3 20 3 25

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 60 to 60 and 10 p.c.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5½, 5½
26 gauge, " .. 5½, 6
28 " .. 5½, 6½
Gordon Crown—
16 to 24 gauge, per lb .. 5½, 6
26 gauge, " .. 5½, 6½
28 " .. 5½, 6½

Note.—Cheaper grades about ½ cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb. 7 7½
" ½ " .. 5½ 6½
" 5-16 " .. 5 6
" ¾ " .. 4½ 5½
" 7-16 " .. 4½ 5½
" ½ " .. 4½ 5½
" ¾ " .. 3 60
" ¾ " .. 3 50

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per
doz yards .. 0 13 0 50
Jack chain, double, per doz
yards .. 0 15 ..
Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper—Ingot.

English B.S. 0 14½ 0 15
Bolt or Bar.
Cut lengths, round, ½ to ¾ in. \$0 25 \$0 28
Note—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.
Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60 .. \$0 18 0 19
Untinned, 14 oz, and light,
16 oz, irregular sizes .. 0 19 0 20
Note—Extra for tinning, 2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planned and tinned, 14x
48 and 14x60 .. 0 29 0 30
Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pitts.
Plain Tinned, per lb. 0 25
Spun " .. 0 29

Wire.
Pure, in coils—
From 1 to 20 gauge .. 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.
Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up .. 0 26 0 32
Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.
Foreign, per lb. 0 05½ 0 06
Domestic " .. 0 05½ 0 05½

Zinc Sheet.
5 cwt casks .. 0 06½ 0 06½
Part casks .. 0 06½ 0 07

Lead.
Imported Pig, per lb. 0 04 0 04½
Domestic " .. 0 03½ 0 04
Bar, 1 pound .. 0 05 0 05½
Sheets, 2½ lbs, per square ft,
by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00
Note—Cut sheets half cent per lb extra.
Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Note.—Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7½c.

Solder.
Half-and-half (guar.) per lb 0 17 0 19
Note—Prices of this graded according
to quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.
Cookson's, per lb. \$0 15½ 0 16
Other makes " .. 0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. Irons, per lb. 5½ ..
No. 1 Do. 0 5
No. 2 Do. 0 4
No. 3 Do. 0 4

Prepared Paints.
(In ½, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.
(25 lb tins, Standard Quality.)
Venetian Red, per lb. 0 05
Chrome Yellow " .. 0 11
Golden Ochre .. 0 06
French " .. 0 05
Marine Black .. 0 09
" Green .. 0 09
Chrome " .. 0 08
French Imperial Green .. 0 14

Colors, Dry
Yellow Ochre (J.C.) in bbls, per cwt 1 40
(J.F.L.S.) " .. 2 75
Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 1 80 1 90
English Oxides " .. 3 25
American " .. 2 25
Paris Green, per lb. 0 16 0 17
Burnt Sienna " .. 0 08½
Burnt Umber " .. 0 05
do pure " .. 0 08
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
" Greens " .. 0 12
Golden Ochre .. 0 03½

Varnishes (in bbls).
No. 1 Furniture, per gal .. 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
do Turpentine " .. 0 90
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac " .. 2 00
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).
Raw, per gal .. 0 62
Boiled " .. 0 65

Turpentine (in bbls)
Selected Packages, per gal. 0 58 0 59

Castor Oil.
Best, per lb. 0 09 0 09½

Cod Oil.
Glue (in bbls) .. 0 10 0 11
Common, broken " .. 0 11 0 12
French medal " .. 0 17 0 18
Cabinet makers " .. 0 17 0 18
White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Ride, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.
Shot.
Canadian, dis. 7½ p.c.
Wads.
Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " 3 60 7 30
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, "

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' 7 50 10 00
Blacksmiths' discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Jenning's Gen, net list to 5 p. cent dis.

Expansive.

Gilmour's, 47½ to 50 per cent.
Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascot " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis, 65 and 10 to 70 and 5 per
cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Batts—Brass.

Wrought Brass dis. 60 and 10 to 70 pe
cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate " dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanea " 1 10

Chalk.

Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross 0 14 0 18
Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c
from factory 60 and 10 per cent

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprize, No. 0 1 35
" No. 2 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

Dis 20 to 33½ p.c.

Fawcetts.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p. doz. 1 70
Petroleum, per doz 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10
Barton Smith, dis. 50 & 10 per cent.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis
Am list, 50 pc. 50 p.c. to 50 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer } Hellors
50 p.c. Can. }
Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis, 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star.	Per 50 ft.	Per 100 ft.	Double Diamond Per 50 ft.	Per 100 ft.
15 to 25	1.45	2.80	2.15	
26 to 40	1.55	3.00	2.45	
41 to 50		3.40		5.30
51 to 60		3.70		5.80
61 to 70		3.95		6.30
71 to 80		4.40		7.40
81 to 85		5.30		8.40
86 to 90		6.00		10.00
91 to 95				11.50
96 to 100				13.65

Pilkington.

Ordinary
1st break \$3 65
2nd " 3 30
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary,
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 75

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p. c.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c
" " Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per
Heavy, per lb. 0 4½ 0 05

Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets.
Screw, Eureka 1 13 1 80

Gate, Clark's 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs
Spring 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 pe
cent.

Planter's per doz 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz 0 50 1 10

Clothes Line, " 0 27 0 63

Harness, " 0 72 0 88

Hat and Coat, per gross.. 1 00 3 00

Chandelier, per doz 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg 3 60 3 75

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper, " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross. 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " " 6 00 9 00

Lava, " " 8 75 10 00

Shutter, porcelain, F. &
L screw, per gross. \$1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " " 1 87 3 85

King, wood, " " 2 75 2 90

glass " " 4 00 4 50

All glass, " " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent.

Padlock.

English and Am. per doz 50 6 00

Scandinavian, " " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vitæ, " " 3 85 5 00

Caulking, each 1 60 2 00

Mattlocks.

Canadian, per doz 8 50 10 00

Meat Gutter

Enterprise, dis. per cent 20 25

Canadian, 37½ to 40 per cent.

Home, each 2 90 3 50

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price 2 30

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

Square, round and octa-
gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " " 0 18 0 18

Canada W.W. " " 0 20 0 20

American W.W. " " 0 25 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross. 1 00 4 25

" Carpenter. 2 25 3 60

Picks.

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis. 45 to 50 per
cent.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz. 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " " 22 33

Screw 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz. 1 00 1 85

Conductors, " " 9 00 15 00

Tinner's solid, per set. 72

hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot. 3 3½

Sliding Door, " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " " 3 60 10 00

Razor Straps.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent; dis
Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb. Sisal. Manilla.

7 16 in. and larger. 9½ 12½

¼, 5-16, ¾ in. 9½ 13

3-16 in. 10½ 13½

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, " " 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

" N. P. 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c.

Emery, per quire. 55 90

Sash Cord.

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each. 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50

Foot, " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. " 72½ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz. 3 25 4 00

Bench iron per doz. 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 30 to 35 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Ætna, dis. 75 @ to 75 and 10 per cent

Heinish 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shot.

Canadian, dis. 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent

Sieves

Wood Rim, black, p. doz 1 15 1 35

" tinned, " " 1 35 1 60

" " " 2 30 2 45

Tin Rim, " " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " " 3 00 5 00

Lock, Andrew's " " 4 50 11 50

Soap

Sapolia ½ gross boxes 3 25

" ¼ and ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons, per gross 7 50 12 00

Dessert " " 21 00

Table " " 30 00 30 00

Dessert Forks, " " 24 00

Medium " " 27 00

Table " " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 15 50

Hindustan, per lb. 0 06

" " " 9

Labrador, per lb 0 13

" " " 0 15

Turkey " " 0 50

Arkansas " " 1 50

Water-of-Ayr " " 0 10

Scythe, per gross. 3 50 5 00

Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimp, blued, dis. 35 p.c.

" " tinned, dis. 45 p.c.

Swedes' iron, blued or tinned, dis. 42½ p.c.

Upholsterers' dis. 42½ p.c.

HARDWARE

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,
6 Wellington St. W., Toronto.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

ASK FOR and see that you get
"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

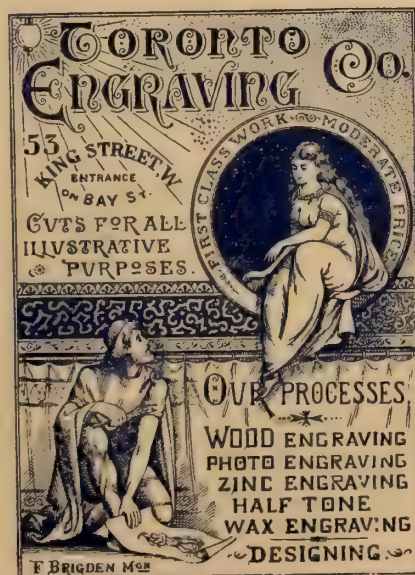
The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.



When writing to our advertiser please inclose the above.



SEND

For our Fifth Edition

HOW TO SELECT, LAY and PAINT

A TIN ROOF

SENT FREE OF COST.

MERCHANT & CO.,

PHILADELPHIA.
NEW YORK.

CHICAGO.
KANSAS CITY.

-STORAGE-

(BOND AND FREE)

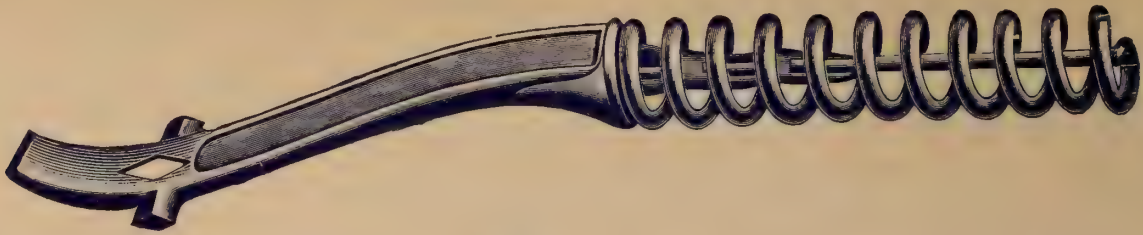
Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO





Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

DEALERS SHOULD STOCK UP WITH

DOMINION Ammunition

—AND—

“TRAP” Shot Shells.

THEY ARE NOW IN GREAT DEMAND BECAUSE OF
THEIR SUPERIORITY.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.

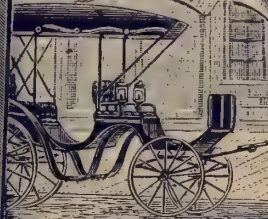
COPPER WIRE !

AUG. 1, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER



PUBLISHED

WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

Machinists' Tools

Twist Drills,

Emery Wheels,

Taps and Dies,

CHUCKS, REAMERS, &c., &c.

RICE LEWIS & SON

LIMITED.

General **HARDWARE** Merchants.
TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

-: Superior Quality Rubber Goods. -:

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vol. 3.

TORONTO, AUGUST 1, 1891

No. 31

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

A GLUT OF CEMENT.

Heavy arrivals of cement, and want of storage have occasioned a regular glut in cement, prices being from 10 to 15c. lower than they were a fortnight ago, and with the slow demand at present experienced they may go lower yet. Anyhow actual want of storage of necessity forces a sale, and the western men are having the best of the bargain in negotiations just at present. A fortnight ago good English brands were in light supply, existing contracts absorbing all the arrivals on a basis of \$2.40 to \$2.60; now matters are altogether different. Within the past fortnight we have noted heavy arrivals, one steamer alone bringing out 15,000 casks, and during the past week 6,000 casks additional have been received, so that in the aggregate present stocks on spot may possibly exceed 75,000 casks, a larger quantity than we have had on hand at any stated period for some time. It is natural, therefore, that there should be a drop in prices, and, as we have said, from 10 to 15c. is the reduction, best English brands now being quoted at \$2.30 to \$2.45, while it is more than likely that a good round order would lead to further concession. It cannot be had however, for buyers either are well supplied or are disposed to stand out for better terms, having, on account of the reasons above men-

tioned—the whip hand of sellers. Some hope is placed on the large contracts that are being carried out in Montreal, but, from what can be learned, the contractors have a considerable supply ahead, and the only present hope of sellers lies with Western buyers. The movement on this account so far has been small, for beyond the ordinary jobbing trade no large lots have been moving, and the outlook on the whole is not promising.

ATTEMPTED BOOM IN COD OIL.

A good demand for cod oil on English account has furnished some brokers in Montreal with a handle whereby they have attempted to work up a boom in the article. On the whole, though, it does not seem as if their efforts had met with the success desired, and for a very good reason. There is no doubt that there is an improved demand on English account for cod stock, but the movement so far in this direction has not been sufficient to warrant the idea of a boom. The facts simply are that dealers in Montreal—who are in the habit of shipping to the English market—have been filling some of their orders out of the market on spot, instead of at primary points. Some infer from this that the supply at sources of supply is light, and they are quite right, but it is not so light as to warrant all the statements which the industrious brokers already referred to have been circulating. It is quite true that stocks in Montreal are not heavy, but leading dealers do not anticipate any exceptional shortage unless some substantial inducement in the matter of advances is made to draw supplies elsewhere. At present values are firm at 42 to 45c. in a jobbing way, and the gentlemen who go “betwixt and between,” mentioned above, have been putting through some round lots on the basis of 40c.

LINSEED OIL IN THE WEST.

The present position of linseed oil in the West affords a striking contrast to the situation of affairs one year ago. Then, as now, crushers and dealers found themselves upon the threshold of a new crop year, but at this point the parallel ends. The commencement of the crop year of 1890-91 found elevators practically empty of seed, tanks tolerably well drained of oil, a tolerably brisk inquiry and the output virtually under the control of a thoroughly organized, compact combination, possessing both the ability and the disposition to fix and maintain prices at its own figures. Dealers complained that oil was too high, but the market remained “steady at 60 cents,” and the crushers continued masters of the situation.

To-day, the face of the picture has undergone a change. With warehouses fuller of seed than at any similar period within the last decade, and with an accumulation of stocks constantly progressing, demoralization has ensued, and as a result, consumers sit in the saddle, while producers draw the load. Advices from the West are to the effect that oil is nominally quoted at about 39 to 40c., although it is well understood that even these figures will be shaded to meet the views of prospective purchasers, who buy in a sort of hand to mouth sort of way, as the spirit moves them, or as the needs of the day may dictate. In other words, the market is practically an open one.

Various explanatory theories are advanced by way of accounting for a change so abrupt and so pronounced. It is suggested that it is due to the decline in seed, which is quoted in Chicago at \$1.05½ to \$1.06, as against \$1.31 one year ago. But while the drop in the raw material has been nineteen per cent. the manufactured product has fallen off thirty-five per cent., or in a ratio nearly dou-

ble. Again, the fact is pointed out that with the growth of the oil-producing industry in the West, which has been witnessed this year there has come into existence a faction which controls some twenty per cent. of the entire Western output, and which is inimical, in sentiment and purpose, to the combination, which formerly held the market in the hollow of its capacious hand. It is even said that this spirit of rivalry is not confined to mere commercial competition for trade, but that behind and underlying this there is an element of personal rancor. It is pointed out that accusations on one side are met by countercharges on the other, and that criminalities are followed by recriminations in quick succession.

Yet this explanation seems to be more or less superficial. A recent statute of Illinois imposes severe penalties upon parties entering into any agreement to establish or maintain prices, and on the first of the present month all such pre-existing arrangements necessarily came to an end, as being illegal, and consequently void. The market was thus left without any sustaining prop, and prices have fallen through the natural operation of the laws of supply and demand, just as a body imperfectly supported in mid-air drops in obedience to the law of gravitation. Over-production must be held responsible for a condition of affairs which cannot fail to entail heavy losses upon producers, while it results in no corresponding advantage to consumers.

One year ago, the linseed oil mills of the West proved abundantly adequate to meet all the wants of the vast section dependent upon them for its supply. In fact, a considerable proportion of them were shut down during several months of the year, for the reason that it was found impossible to operate them to advantage, even with oil selling in Chicago at 60c. per gallon. That the same number of presses could have met the requirements of the past twelve months scarcely admits of argument. Yet during the period many have been added to the list. Whether the policy which dictated such addition was well or ill-advised does not matter. It may or may not be that there was a secret disposition in some quarter to inaugurate a sort of guerrilla warfare in prices which might result in one party holding the bag, while the other made off with its contents. That is neither here nor there. The practical, tangible result has been an abnormal increase in the output, which has been swelled to proportions far beyond the requirements of the consumptive trade. The attempt to find an outlet for the surplus in the East was far from proving a success, and the Western crushers find themselves in a position where they must "sink or swim" in their own abundant supply of oil. It is by no means apparent, however, that the parties most vitally interested the producers, have as yet fully awakened to the realities of their position

and of the dangers which menace them, and present probabilities point strongly toward a continuance of the same policy of over-production, which can scarcely fail to result in glutted markets, ruinous competition and general disaster.—Oil, Paint and Drug Reporter.

CATALOGUES, BOOKS, ETC., RECEIVED.

OUR FURNACE BOOK—Is the title of Clare Bros. & Co.'s illustrated catalogue of furnaces, registers, etc., made in their manufactory at Preston, Ont. The book contains a discussion of the comparative merits of heating by hot water, steam and hot air, and places great store on ventilation as an advantage peculiar to the last method. The fine, imposing—looking furnaces manufactured by the Company are illustrated most intelligibly as well as very handsomely. Nothing could be clearer than the description that the letter press and the cut impression combine to give. The valuable information of how to set up a furnace to get the best results out of it, the information that is most commonly lacking and is most necessary in order that justice may be done to the hot air system, is given in a set of simple but comprehensive instructions applicable to each particular sort of furnace made by the firm. The voluminous testimonials that make up the latter part of the book are irrefragable proof of the real worth of the furnaces made at Preston. The book is tastefully got up, with a handsome design on the first half of the scarlet cover and a picture of the firm's premises on the last.

TO REPAIR TIN ROOFS.

"Copper Bottom" in the American Artisan writes: There is no better way of fastening down an old roof than by the use of screws, and this can be done without solder by driving a prick punch through the tin, putting some thick paint over the hole, then placing a washer over the place, and putting in the screw. It is to be understood that the paint is to be covered over the screw and washer. When the job is properly done, there is no water smart, or wet enough to get through.

There is no use in piling solder over the head or a nail of a screw, as the unequal expansion and contraction will in time break a hole through the solder and cause a leak.

Screws or nails can be put through a tin roof, but in all cases there should be a tin cap over them when paint is not used. A mountain of solder is more expensive, and not as good. When the old seams on a roof are to be soldered, it is half the battle to have a good sharp scraper, so that the old tin can be scraped off wide enough for the solder, but do not leave a lot of scratches that will in time rust through and cause a leak worse than the tinner was called upon

to repair. In some shops it is the custom to send out one of the "kids" or most any one who can tell solder from lead, in place of sending out the best man there is in the shop, as should be done when a roof is to be repaired.

The repairing of leaky tin roofs with strips of cloth and paint is hardly to be recommended from a tinshop point of view, though when properly done, it is very serviceable.

HOW AN AXE IS MADE.

The first step in the operation of making an axe is the formation of the axe head without the blade. The glowing flat iron bars are withdrawn from the furnace and are taken to a powerful and somewhat complicated machine, which performs upon them four distinct operations—shaping the metal to form the upper and lower part of the axe, then the eye, and finally doubling the piece over so that the whole can be welded together. A workman stands by, seizing the partially fashioned pieces one after another with a pair of tongs, and hammering the the lower edges together. Next the iron is put in a powerful natural-gas furnace and heated to a white heat. Taken out, it goes under a tilt hammer and is welded together in a second. This done, one blow from the "drop" and the poll of the axe is completely and firmly welded.

When the axe leaves the drop, there is some superfluous metal still adhering to the edges and forming what is technically known as a "fin." To get rid of this fin, the axe is again heated in a furnace, and then taken in hand by a sawyer, who trims the ends and edges. The operator has a glass in front of him to protect his eyes from the sparks which fly off as the hot metal is pressed against the rapidly revolving saw. The iron part of the axe is now complete.

The steel for the blade, after being heated, is cut by machinery and shaped with a die. It is then ready for welding. A groove is cut in the edge of the iron, the steel for the blade inserted, and the whole firmly welded by machine hammers. Next comes the operation of tempering. The steel portion of the axe is heated by being inserted in pots of molten lead, the blade only being immersed. It is then cooled by dipping in water, and goes to the hands of the inspector. An axe is subject to rigid tests before it is pronounced perfect. The steel must be of the required temper, the weight of all axes of the same size must be uniform, all must be ground alike, and in various other ways conform to an established standard. The inspector who tests the quality of the steel does so by hammering the blade and striking the edge to ascertain whether it be too brittle or not. An axe that breaks during the test is thrown aside to be made over.

Before the material of an axe is in the proper shape, it has been heated five times, including the tempering process, and the axe when completed, has passed through the hands of about forty work-men, each of whom has done something toward perfecting it. After passing inspection, the axes go to the grinding department, and from that to the polishers, who finish them upon emery wheels.—Manufacturer and Builder

A HUGE INDUSTRY.

Most people who have been to the Dominion capital have taken a run across the river to the lumber town of Hull, and viewed from the outside the collection of huge lumber and other mills clustered around the grand water power, which nature has placed on the Ottawa river at and around that town. Only a small number, however, have gone beyond the outside view, and only the small number who have visited and inspected the mills and factories of the E. B. Eddy Manufacturing Company have any idea of the triumph of enterprise, indomitable energy and mechanical skill there to be seen. In fact it is questionable if the works of this company do not furnish the greatest monument to industrial skill and enterprise in Canada. The magnitude of these works has its first indication in the appearance they present from the outside. They stretch along the bank of the river taking up an area of 165 acres and have nearly two miles of railway track, within this limit, when all switches and side-tracks are taken into consideration, while the buildings, distributed over and containing the different factories, are all built of solid stone, presenting a massive appearance, very unusual in connection with lumber factory structures.

Sufficient space for anything like an accurate description of all the different branches of manufacture cannot be given in this journal at present, and we must content ourselves with noting some points about the best known ones, commencing with the pioneer one, started in on a very small scale in the year 1854 by Mr. E. B. Eddy himself, namely,

THE MATCH FACTORY.

Few of those who carelessly use or waste the lucifer, can form any idea of the ingenuity brought to bear to facilitate and cheapen their manufacture. First the blocks of pine are cut and cross cut, until each block resembles a heckle or wool carder. The next process after the matches are cut clear of the blocks in the rolling machine. Belt conveyors carry the matches along to a small hub like wheel around which they are wound with a girth belt, until about half a gross of boxes full are formed in wheel shape, when the whole is removed in a solid shape, and a fresh hub attached to the machine and the winding process proceeded with. The embryo matches are on this hub two ordinary lucifers in length, so that in the sulphur dip, and afterwards in the phosphorous dip, both sides of the wheel of splints are dipped, and after drying and taking off the wheel they are taken on to another belt conveyor, leading to a circular cutter, which cuts them in equal halves, thus leaving the ordinary full fledged lucifer. It is worthy of note that the old system of fire meting the phosphorus dip has been superceded by high steam heating in the troughs, thus avoiding all danger of the explosions which so frequently

occurred in match factories in years past. The most wonderful piece of machinery in the whole factory is the match box cutter. The band of tough paper from which those boxes are made is conveyed by an ingenious piece of mechanism off the roll, into the cutter in which it is cut, grooved at the seams, printed and glued, pressed into form, and thrown out a box complete. The whole process has no parallel for mechanical completeness, except it be that mythical machine of the minstrel negro, into which sucker fish were thrown, and by placing the mouth to a tube and turning a crank handle the cooked fish went down your throat, and the bones out into the back yard. When it is learned that the machine can turn out 280 boxes inside of one minute, its wondrous mechanism can be in some degree comprehended.

The next process is the boxing of the matches, and this is purely handiwork accomplished by girls, whose accuracy of grasp and touch is truly wonderful. How those nimble hands can grasp a handful of matches and stuff them into a paper sheath uncounted, not going three matches over or under the standard 100 in one box in a gross, is a study for the professional palmist.

Next in importance to the match factory, is the manufacture of

INDURATED WARE

as the wood pulp utensils now so popular are called. The pulp used in the manufacture is almost the same as that used in making pulp for paper, and we need not therefore describe its manufacture. In making indurated ware this pulp reduced to a gruelly thickness and freed from lumps of every description is pressed into tubs, pails, dish pans or whatever utensils intended to be made, and under a hydraulic pressure of 160 pounds to the square inch it is moulded and turned out, and after this the moulded goods are dried and taken to another floor, where by different kinds of machine driven saws they are trimmed, then put upon a lathe they are polished. After this it is taken to the indurating vat and then thoroughly dipped in a solution which, as Dundreary says, "no fellow can understand," seeing the composition of the solution is kept a secret. After this the articles are dried in a kiln heated to 500 degrees fahrenheit. When dried in the kiln, another dipping takes place in a solution which puts on the glaze finish, after which the goods are ready for market, unless in pails, tubs, and such like where handles have to be fastened on. These goods are then strong enough to allow any man of more than average weight to jump upon them without their being injured, and there can be no doubt, but they must rapidly replace not only the wooden and crockery ware, but also a large proportion of the metallic ware utensils now in use.

Another Branch of this business is the manufacture of wooden ware, and especially of those wire hooped goods, which do not fall to pieces or become leaky if left for a

length of time in a dry and empty state. The sawing, turning, hooping, handling and so forth of these goods are all calculated to awaken interest in any mind with a leaning to mechanical affairs; but after inspecting the match and indurated ware factories the manufacture of plain wooden ware becomes tame, we will, therefore, dispense with a detailed description of its process.

The sash and door factory and the manufacture of paper pulp, and some other goods make up the balance of the industries carried on in these factories, the company having giving up the saw mill business a few years ago to go more fully into general manufacture of goods made from lumber and lumber-mill refuse. That the concern is a gigantic one, finds another proof in the fact, that in connection therewith some 2,500 hands are regularly employed, and at times the number reaches nearly 3,000. As already stated it is probably the greatest monument in Canada to mechanical skill and enterprise.

Like most gigantic industrial concerns the E. B. Eddy Company's works had a small beginning, when Mr. Eddy started his small match factory in 1854, and even with the pail and tub factory added in 1856, the institution was but a modest one. After going into lumbering and sash and door manufacture in 1858, the business went forward rapidly, but received a bad set back in 1873-4 during the great panic and crash, from which it recovered in 1877 and again went rapidly forward until the fall of 1882, when a disastrous fire swept away over two-thirds of the whole institution. It was after this fire, that the stone buildings were erected so as to avoid a similar disaster in future. Since then the company have had another turn of prosperity and progress, and the factories now take their place as one of the largest industrial concerns located at one point in the Dominion. Their wonderful growth and development are due almost entirely to the energy, enterprise and commercial courage of their founder and president of the existing company, Mr. E. B. Eddy. —Winnipeg Commercial.

Readers must keep in mind the western branch of this establishment, whose seat is in Toronto, at 29 Front street, west. Mr. T. A. Weldron—whose first initial, by the way, was misprinted S last week—extends a hearty invitation to all the trade to call, not necessarily for business, but to walk over the premises and be able afterwards to locate his wherabouts.

The Vancouver Board of Trade has published in pamphlet form its annual report for the year ending March, 1891. It is a very full statement of progress made and of resources developed, and of the industrial and physical possibilities of the province of British Columbia. It is an excellent compend of the economical and material growth of the province.

Restore goods to their proper places as soon after using as possible.

MAKING SUPERIOR IRON FROM AN INFERIOR QUALITY.

A number of gentlemen connected with the manufacture of iron and steel, and including two manufacturers from Australia, assembled at Messrs. H. Young & Co.'s iron foundry, Eccleston street, Pimlico, last week, to witness the production of a superior from an inferior quality of iron by the aid of a new flux which has been named Stephanite, after its inventor, Mr. Stephan. The point involved is the addition of aluminium to iron. By adding aluminium to the charge of iron in the cupola in the ordinary way it is found that the blast carries it away and that the admixture is not effected. By adding it to the molten charge of iron in the ladle stirrers have to be employed, and this does not affect a uniform admixture of the aluminium with the iron, and a homogenous metal does not result; it is merely a mechanical compound. What the late Mr. Stephan did was to take certain proportions of alumina, emery and lime, to incorporate them together, and to press them into briquettes. These briquettes are added to the charge of iron and coke in the cupola in the proportion of 80 pounds of Stephanite flux to one ton of iron. The action which is then said to take place is that the high temperature of the furnace converts the alumina into metallic aluminium gases, which are absorbed by the molten metal, and thus form a chemical compound as contra distinguished from a merely mechanical one. It is claimed for the flux that it acts as a clearing agent on the metal, and separates every particle of it from the slag; that the molten metal leaves the furnace in a highly fluid condition, and that consequently better castings are obtainable and blow-holes are avoided. At the demonstration at Messrs. Young's works a cupola was charged with three tons of very poor cast-iron scrap, with the prescribed addition of 240 pounds of Stephanite. The whole of Messrs. Young's large foundry was placed at the disposal of the Stephanite Co., of Bloomfield House, London Wall, who are introducing the invention. Messrs. Young (says the Times), having previously satisfied themselves of the bona-fide and practical character of the invention, resolved on having the whole of their castings for that day large and small.—run from the new metal. The castings were so run, and the great fluidity of the metal was seen from its behavior in the ladles, into which it was run from the cupola. When sufficiently set, two castings were taken from their moulds, and, while at a cherry-red heat, plunged into cold water. This was a crucial test to begin with, as ordinary cast iron similarly treated would either have flown to pieces at once or as soon as it received a blow. Here it did neither, for after being quenched one of the castings was broken in half, and showed a very good steely fracture. The file was applied to these

castings, but failed to make more than a mere surface impression on them except at one point of one of them—the end—which, in common with ordinary castings, was found to be somewhat softer than the centre of the piece. One-half of the castings was then heated in a blacksmith's forge and cooled in the air. It was then found to be soft and amendable to the file. The same piece was then reheated, and when at a cherry-red was plunged again into cold water. After cooling, on again being tried with the file, it was found to resist it most successfully. The opinion of those present qualified to give one was that it was a most remarkable result, and that the invention appeared to be one capable of very wide application. So far as the trials went, they demonstrated the production of what may be considered as a new metal.—Glasgow Engineer.

BLUE BLAZES.

In 1833 my father introduced the boiling process in the works of the Valentines, at Bellefont, Pa. The fire brick required was ordered from Scotland, but they never came, as the ship was lost in a storm, and the brick went down to the bottom of the sea. As it required about nine months for the order to go over and the brick to come back, father concluded to build his furnace of stone. The roof was built of sandstone, and the sides of limestone, and the working chamber was lined and fitted with forge cinders.

I remember very well the day when the works were ready to start. Mr. Valentine had invited people from Philadelphia and all the surrounding country to witness the new departure in the manufacture of iron, and they came on horseback, in carriages and in the stage coach. I thought that I had never seen such a large number of "big bugs" in my life before.

When the heat was ready father said, "Pull up the door, Jacob." I pulled up the door and father pulled out a big, hot ball of iron and slung it under the hammer; and amid the smiling glances of more than two hundred men and women, said, "Pull the gate, Isaac." Up the gate went, and down came the big hammer and smashed the big ball of hot iron into ten thousand pieces, scattering it among the crowd of ladies and gentlemen, whose smiling glances were instantly changed to expressions of fear and disgust; and although Isaac shut the gate at once, the mighty water-wheel still turned and lifted the hammer, and down it came every two seconds, until father "gaged it up." Then father said, "Sweep it off, Isaac," and "Pull up the door, Jacob," and I cried, "O, father, cook it more, cook it more!" for I thought that he had not cooked the iron enough. But father coolly said, "Don't cry, my son, I will cook it with Blue Blazes." And up went the door and out came another ball of iron, which he left on the standing, and taking the ladle he poured about a quart of water on the ball when lo

a big Blue Blaze arose from it, ascending five or six feet high. Father then swung the ball under the hammer, and Isaac pulled the gate, the big wheel turned and the hammer came down and beat on the iron; but it did not knock it into dust as it did the first. The hammer knocked the cinder out of it, and it was hammered into a bloom. And thus all the remaining balls were treated with Blue Blazes and all worked well.

After another heat was charged and father was resting, I asked him how it was that pouring water on the iron made it work better. He replied, you know, my son, that our fire-brick were sunk in the bottom of the sea, and I had to build the sides of my furnace with limestone, and the limestone dried the iron. Now, when the iron is too dry, Blue Blazes is the only thing that will make it work good." I then asked father "What is Blue Blazes?" He replied, "I don't know what it is, but I know when the iron is dry and won't stick together under the hammer, that Blue Blazes will cure it and make it work like lead."

I asked everybody I met, "Do you know what Blue Blazes is?" but the winter passed and the summer came, and nobody could tell me what Blue Blazes was. But one afternoon, when I was fishing for speckled trout, with a fly, on Spring Creek, Judge Burnside came along with a beautiful young lady on his arm; and as he neared me he said, "Let me fly one or two for you, my son;" and holding the rod away from him, I replied, "If you will tell me what is Blue Blazes, I will. Don't you remember, when father put the first ball under the hammer, that it was knocked into flinders, but when he made the Blue Blazes come out of the others they hammered like lead?" "O, yes," said the Judge, "You are the son of Mr. Reese. Blue Blazes—Blue Blazes—well, that relates to chemistry, and I don't know anything about it; but I am going down to Philadelphia next week, and I will bring you a work on chemistry which will tell you all about Blue Blazes. I handed the rod to the Judge; and while he was fishing I was looking at the beautiful blue eyes of the young lady, and I wondered if that book the Judge was going to bring me would tell me why I felt better while I was looking at them. The Judge gave me my rod, and taking the blue-eyed girl on his arm, he left me; but true to his promise, in a few weeks he brought me the Oxford Edition of Chemistry, which I found to be a big book full of hard words such as SiO_2 — Fe_2O_3 — CO — CO_2 and such like, but I could not find out anything about Blue Blazes in it.

After studying the book for ten years I found out what Blue Blazes was: that by pouring water on hot iron, the water is decomposed, the oxygen uniting with the iron making a new cinder, which makes the iron stick and weld; while the hydrogen is evolved as Blue Blazes; but I have never yet found a book that properly explains why the glance of a blue-eyed girl would make me feel so good.

And now, after making several hundred thousand dollars in chemistry and metallurgy, I look back with great delight to the day when my father excited my interest in Blue Blazes, and the meeting of Judge Burnside and the blue-eyed girl on Spring Creek, and see how little things tend to turn a man's energies into channels of usefulness and profitable life.—Jacob Reese in Iron Trade Review.

Philadelphia, July 8th, 1891.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.



B. R. Hamilton, hardware dealer, Neepawa, B. C., is building a handsome brick store.

The main building of the Napanee glass works is being torn down by the Rathbun Company.

Kingston business men are talking of setting apart one week in every summer for decoration purposes.

A number of Aurora merchants have decided to close their stores at 6 each evening excepting Saturday.

The Portland cement company have already expended about \$100,000 on buildings and plant at Marlbank.

Mr. Peter Bertram, proprietor of the Dundas Axe Factory, has recently filled an order for axes to go to Scotland.

Messrs. George Waring and Oscar White are erecting and will operate an iron foundry and nail factory at St. John, N.B.

The Jenckes Machine Company, Sherbrooke, Que., are manufacturing \$50,000 worth of mining machinery for parties at Sudbury, Ont.

John Inglis & Sons, Toronto, have been awarded the contract for the construction of the engines and boilers for the new electric light works at New Westminster, B.C.

The merchants of Middlemiss have drawn up and signed an agreement to the effect that the stores will be closed three nights a week, viz., Monday, Wednesday and Friday, at 8 o'clock sharp.

The J. M. Williams Stove Company Hamilton, intend to ask the Dundas council what inducements will be offered them if they come to Dundas. Collingwood has offered a bonus of \$8,000 and Peterboro a

free building and plant, but it is thought they will come to Dundas if they can secure a loan of a couple of thousand dollars on their plant.

The employes of the Greening Wire Works held their second annual picnic at the Falls on Saturday. An excellent programme of races and athletic sports was presented and a thoroughly enjoyable day was spent by all.

The early closing movement in Aylmer is about given up already. Most of the merchants make a pretence at closing, but the key is often left in the door, and the proprietor may be seen standing a few feet away, enjoying the pleasure of an evening's outing. —Aylmer Express.

Thomas G. Somerville, general merchant, of Fitzroy, made an assignment on Monday to Messrs. Mutchmor & Gordon. The assets are about \$2,000 and the liabilities about the same amount. His creditors will meet at 3 o'clock, on August 5th, in Messrs. Mutchmor & Gordon's office.

A Windsor telegram:—"A large deposit of copper ore has been found on the farm of Major Wagstaff, at Chatham. A syndicate will be formed and the copper will be mined. Smelting works will be located at Ruthven, and a line of railway connecting the mine and the smelting works built."

Sylvester Neelon, of St. Catharines; John Hawthorne Taylor, of York township; Thos. McIlroy, jr., of Toronto; Malcolm McPherson, of Toronto, and James Pearson, of Toronto, are seeking incorporation as the Toronto Rubber Company of Canada, limited, with a capital of \$100,000.

A meeting of the creditors of Mr. St. Pierre, insolvent general merchant, of Sarsfield, Ont., was held Saturday in Mr. Larmonth's office. The inspectors are Messrs. J. M. Garland, John McLean and W. Lesperance of Montreal. Mr. Larmonth was confirmed as assignee. The insolvent made

an offer of about 25 cents on the dollar to his creditors. It was not accepted and the assignee was instructed to sell the estate.

Mr. Mara, M.P., has been strongly urging upon the Ministers of Customs and Finance the advisability of increasing the duty on lead in the interests of his constituents, who are lead mining in the Kootenay country, B.C. The United States duty is \$30 per ton, which practically prohibits the Canadian product getting into the States, while our duty is but \$8 per ton.

The Montreal Exposition Company has issued its circular announcing the 17th to the 25th of September, as the time of its next Exhibition. The Company proposes to make the Exhibition an annual event in the agricultural and industrial life of the Province of Quebec. Arrangements have been made for a large exhibit in all lines.

Mr. Elias H. Lyons, who has for the past thirteen years been with M. & L. Samuel, Benjamin & Co., has severed his connection with that firm. Elias is about to open the Chicago branch for Lazarus & Hosenfeld, of New York and London, England, manufacturers of all kinds of china, glasses and fancy goods. HARDWARE wishes him every success, as he has made himself very popular with all whom he came in contact with.

Messrs. Ferguson, Alexander & Co., of Montreal, had a large shipment of goods on the ill-fated "Ocean," which went ashore near Dufferine's Creek. They were chiefly for Hamilton hardware merchants. Upon the vessel being raised and the cargo discharged it was found that the "Elephant" goods had received but little, if any, damage, thanks to sound packages and the paints, etc., were delivered to the several consignees.



IS THE SALESMAN YOUR FRIEND?

What wonder if it occurs to the retail dealer that it is a good thing to number the traveling salesmen among his best friends. Their acquaintance can certainly be used to good advantage by careful, thoughtful, shrewd traders. We do not mean that it may be taken advantage of, or that friendliness with a salesman may be the cover for squeezing him down to the last farthing in his prices. That would be unjust to the salesman, and, in the end, to the disadvantage of the trader.

In the first place, have you his confidence? Does he feel when he enters your store that he is not going to be browbeaten or treated as if he were an intruder; that his goods are not going to be made the scapegoat for all the offences of which the clerks in his employer's store may be guilty; that he is not to be blamed because the last shipment did not arrive until fifteen days after it was due?

Such things are calculated to take all the confidence and starch out of a man in about two minutes. Don't you think if you greeted him pleasantly with a few words as to his health, what district he had been in last, what the business prospects were there and asked him what he had new to offer he would be more apt to give you closer attention and perhaps a little better prices than he gave a few moments before to your competitor who treated him differently?

We do not forget that there are drummers and drummers; that some of them ought to be hoeing potatoes or pounding rocks. The drummer we refer to is the man who knows his business; who knows how and when to approach a merchant; who does not offer goods that are not what the merchant wants; who can tell when his customer would like to have a good story, and when not; who knows enough to have his story clean. No man has any great respect for the narrator of nasty stories, although he may laugh at the time, and the traveler who desires the esteem and good will of the best merchants avoids that style of entertaining them.

The drummer we refer to always has his samples neat and clean. He can generally give you a price the moment it is asked for, and is not afraid to tell you what the prospects are on a certain line of goods even if it should be against himself, for he is smart enough to know that it does not pay to deceive a customer.

It pays to treat that kind of a drummer well. If there is a bargain in his sample case he is apt to save it for the man who does so. He will take special pains to see that the order is filled promptly and exactly as wanted. He will not put in a case or more of something for you to try just as an "opener for that item." He will see that your goods are sent by the cheapest route and do many little favors that are really worth something.

A very amusing instance was told us where a few weeks ago a salesman, anxious to please the customer by prompt shipment,

wrote on a slip of paper "Ship——'s order quick. He is the biggest kicker in the State." This he pinned to the order and it was allowed to remain there for the benefit of the shipping and bill clerks. The bill clerk thought it a good idea to leave it for the benefit of the mail clerk, who evidently did not think anything at all about it, for he sent the bill off with this slip pinned to it. As a result, the next time the drummer came around, Mr.——wanted to know what he meant by such remarks, but at the same time it pleased him so well that he gave the drummer another order. He appreciated the fact that his interests were being looked after.

We claim, therefore, that it pays to treat traveling salesmen with some consideration. As a rule they are a hardworking, intelligent set of men, who labor under many discouragements, away from home most of the time, needing a cheerful word of sympathy and encouragement, for all of which they are willing to pay the very heaviest kind of interest in a solicitous anxiety for the best interests of those who favor them with a share of their orders.

Of course it is impossible to give an order to every salesman who comes along, but a kind word, a pleasant request to be excused from ordering anything that day, and cheery good-by, are capital which is bound to bring you good returns.—Ex.

THE MAN MAKES THE BUSINESS.

While the above heading is true to the letter, there is no doubt whatever that other contingencies are necessary in order to make or build up a successful business. But if all the other conditions are rolled into one they have not so much real, true influence upon the success or failure of a business as the individual who directs it. No matter how good the situation of the business may be, how much capital there is at the disposal of the individual, or how many other advantages he may have, none of these will be fully taken advantage of if the man who is directing the affairs is not able to fully develop them. How many men have succeeded where others have failed? We have known more than one case where men have taken hold of a business that has been considered worthless, yet through originality, hard work, intelligence and well directed energy built upon the ruins an admirable and lucrative trade. It is positively amazing when you come to consider what influence the head of a concern has upon a business. It is not only in devising and scheming how it shall be carried on, not only in directing and executing the ideas which are formed, but in influencing the spirit of the employees and thus getting every advantage that it is possible to obtain.

It is not the minister of religion who is introduced into the pulpit with the greatest forms or under the most advantageous cir-

cumstances who has the greatest influence for good or who has the capacity to draw about him the largest congregation. The fact is that history has proved time and time again that it is the one who has the least advantages to commence with who generally blossoms out into the greatest leader. No matter whether we take this country or the older countries, the story is the same. The Beechers, the Talmages, the Spurgeons, the Luthers, and many others too numerous to mention have sprung up from the ranks, commencing at the bottom and building up fame.

If we look back into history we shall also find that the greatest generals have, the same as the greatest preachers, been their own architects. In it possibly more necessary in a general than in any one else that his individuality should be of a character that should inspire confidence and command respect. It is the individuality of the general which is capable of seizing the opportunities and turning defeat into victory. Self-reliance, careful and earnest work, courage and honesty are absolutely necessary.

It is the same in business as it is with the pulpit and the battlefield. If the individual is not indowed with the capacities necessary for pushing and conducting a business profitably, then success is very doubtful indeed. In every case where success has crowned the efforts of business men, there has always been a capacity to make every opportunity contribute to the success. We do not say that it is impossible for successful business men to err, for that would be a stretch of the imagination. All make mistakes, but the more successful a business man is the fewer of these mistakes can be credited to him. Every opportunity that is allowed to pass by is a grave mistake, for there is no telling what it might have led to. Small things often lead to great results. Be careful, therefore, that no opportunity shall pass without it contributing its quota to your success.—National Grocer.

CHARTERED BANKS.

The following is a list of the banks in Canada acting under a Dominion Government Charter:

ONTARIO.

Bank of Toronto.	Imp'l Bank of Canada.
Can. Bank of Commerce.	Traders' do
Dominion Bank.	Bank of Hamilton.
Ontario Bank.	Bank of Ottawa.
Standard Bank.	Western Bank of Can.

QUEBEC.

Bank of Montreal.	Merchants Bank of Can
Bank of B. N. America.	Banque Nationale.
Banque du Peuple.	Quebec Bank.
Banque Jacques Cartier	Union Bank of Canada.
Banque Ville Marie.	Banque de St. Jean.
Banque d'Hochelaga.	Banq de St. Hyacinthe
Molson's Bank.	East. Townships Bank

NOVA SCOTIA.

Bank of Nova Scotia.	Halifax Banking Co.
Mer. Bank of Halifax.	Bank of Yarmouth.
People's Bank do	Exch. B'k of Yarmouth
Union Bank do	Com'l B'k of Windsor

NEW BRUNSWICK.

Bank of N. Brunswick.	People's Bank.
	St. Stephen's Bank.

MANITOBA.

Commercial Bank of Manitoba.

BRITISH COLUMBIA.

Bank of British Columbia

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes
and Castings of every description.A large stock of Iron and Steel Beams
kept on hand.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.**TORONTO, ONT.****Do You Sell Paint ?**

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.

Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.**We manufacture High
Grade Knives only.**

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

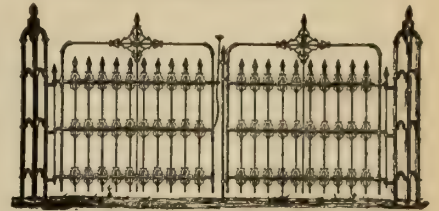
—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

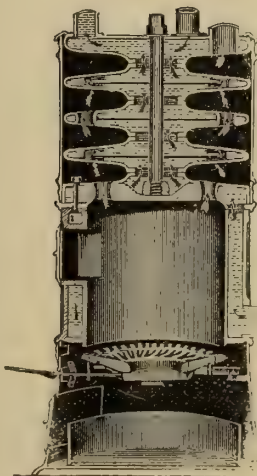
WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.All Sizes from 1-4 in. to 2 in.
inclusive.**BEST PIPE IN THE MARKET.**WESTERN REPRESENTATIVE : **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



-THE-

*"Acme"*HOT WATER BOILER
STANDS AT THE HEAD.**MILLER BROS. & TOMS**
MONTREAL.TORONTO OFFICE---74 YORK ST.
H. D. SIMMONS,
AGENT.**STEEL WIRE CHAIN.**

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel
wire. Actual tests show three times the strength of ordinary welded chain.

We are now making six sizes, viz., 0000, 000, 00, 0, 1 and 2. Send for samples and prices

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

THE BICYCLE.

The first rudimentary bicycle was mounted by Baron von Drais, a Frenchman living in Germany, who, early in the century, invented a combination of two wheels, a seat, and handles, which he called a "celerifere," to aid him in his work of overseeing large estates.

The old cuts of this odd machine, called after the inventor, the "Draisine," show it to be in its general features the direct forerunner of the hobby horse. "Draisines" were introduced into England in 1818, and a year later they were seen in America, on the streets of New York.

In both countries they met with great favor, and one historian related that in New York "people rode them up and down the Bowery and in the parks, a favorite place for speed being the down grade from Chatham street to City Hall Park." Clumsy machines they seem to our eyes—two heavy wheels connected by a cross-bar, to which was attached midway the cushioned seat of the rider. In front of the seat was a raised cushion, upon which, handles in hand, the rider rested his forearms guiding the machine. He propelled it by pushing alternately with his feet on the ground until the speed was sufficient to maintain equilibrium, when he would raise his feet and, in the words of a rider to-day, "coast."

The rage for these "Draisines" and "pedestrian curricles," or "dandy-horses" and "hobby-horses," as the latter "improved" machines were called, subsided rapidly because of the difficulty of making them practically useful, and because of the ridicule always excited by the riders.

This curious sport of riding two wheels, joined and running in the same perpendicular plane, therefore languished in obscurity until, after a lapse of more than forty years, it again attracted public attention in a new form. It was in 1865 that a French mechanic, Pierre Lallemant, conceived the notion of attaching foot-cranks to the front wheel of the old-fashioned hobby-horse. He made a machine embodying this idea, learned to ride it, and exhibited it at the Paris exposition in 1867. The credit for this invention is also claimed in England for Edward Gilman, but be the honor due to Frenchman or Englishman, here at all events, was the immediate predecessor of the bicycle. It immediately became popular in both England and America. A great many improvements and changes were necessary, of course, before the crude machine of Lallemant—the "velocipede" of thirty years ago—became the finished bicycle of to-day; but energetic business men in England, and later in this country, saw its possibilities, and began the manufacture of the machines. Improvement has followed improvement until now there is little resemblance left to the old velocipede, or bone-shaker," as it was flippantly called, and it is difficult to imagine in what way a modern bicycle may be improved.—St. Nicholas.

THE TIN PLATE TRADE.

The American trade journals contain abundance of matter relating to the efforts which are being made to establish the tin plate trade in the United States. These journals ought to be carefully watched by the makers of South Wales and Monmouthshire; yet, as those gentlemen are not certain to peruse the publications in question, we take upon ourselves to keep them posted up in what is being done and proposed on the other side of the Atlantic. One of the primary objects of the Americans is evidently to create a specific and distinct American system of nomenclature and marking on their tin plates. They are seeking to upset the old system, not only because of its clumsiness, intricacy and want of precision, but also because they desire to set up a plan which will help themselves onward and discredit the Welsh methods of marking. At present no definite proposal has been put forward which has met with general acceptance, but the best features of several are not unlikely to be selected and made up into a comprehensive whole. Especially does this seem likely to be the case with the proposal that tin plates should be rolled in long lengths of various widths and thicknesses. The proposal of Mr. Oberlin Smith that thicknesses should be denoted in thousandths of an inch also offers advantages which the Americans are not likely to overlook, even if the same practical gentleman's idea of denoting quality by letters is not so clearly understood or well received. Other proposals contemplate the boxing of plates by the hundred instead of the present method, and there are numerous other projects which are as yet "in the air," but all of which demonstrate the ingenuity of our Yankee friends. As they ripen we shall doubtless have occasion to write of them again later on. The Iron age, in the course of an article on the tin plate situation, shows that the imports this year have been much in excess of those of previous years, and states that the quantity of plates used by packers of canned goods is considerably larger than in 1890. The article proceeds as follows:—

Out of, say, 5,000,000 boxes of tin plate consumed annually in this country about 1,750,000 boxes go into the manufacture of packages for goods that are sold in foreign markets, upon which a rebate of 90 per cent. of the original duty is paid by the Government to the packers of the goods. There thus remain about 3,250,000 boxes, which represents, approximately, the amount that American manufacturers can reasonably calculate upon having a chance to compete for, and it will doubtless be some time before they get into position to turn out that quantity. The official figures for the quantities of tin plate re-exported under the drawback clause are, unfortunately, not available for any period later than the fiscal year ending June 30, 1890, but they are accessible for

previous years. Leaving out of account the quantities of tin plate in warehouse, which do not vary much, the imports of tin plate and the re-exports under the drawback system were as follows during the fiscal years 1889 and 1890:

IMPORTS AND RE-EXPORTS OF TIN PLATE.		
	1889.	1890.
	Lbs.	Lbs.
Imports	735,789,988	680,060,925
Re-exports	166,087,740	150,112,007

Apparent home consumption . 569,702,248 529,948,918

It will be observed that not less than 22 per cent of the total imports of tin plate were not retained in the United States. We may state that of the entire amounts of drawback paid by the Government during the past few years the sums for tin plate reached nearly one-half. In 1888 the amount was \$974,444.33, out of a total of \$2,889,356.60; in 1889 it was \$1,494,790.10, out of \$2,903,473.94, and in 1890 \$1,351,008.07, out of a total of \$2,771,224.99. In dealing with the quantities of tin plate which they will be called upon to produce in the early future American manufacturers must, therefore, always make allowance for the large percentage of imports, approaching nearly one-quarter of the whole, which their foreign rivals are bound to retain for many years to come.

As to the prices at which tin plates are being sold in the United States, it will be interesting to note the alterations, if any, in either direction, which are cabled to us from New York this week and for some little time to come. Last week no changes of importance took place. If that state of things continues it will be reasonable to infer that the stocks of plates on the other side are sufficiently heavy to prevent prices from rising.—The Ironmonger.

STEEL GIRDERS FOR MINING PURPOSES.

The use of steel girders in place of timber for supporting the roofs of colliery workings appears to be growing in favor. In Staffordshire, where the change has been found very profitable, steel girders are being manufactured and employed extensively for this purpose. At one large colliery alone in the Cannock Chase 12,000 of these girders have already been fixed, and they are being adopted also in Derbyshire and South Yorkshire. Of course the steel supports are themselves more costly than timber. They are, however, put into position with much less labor and are vastly more durable. In the Staffordshire mines the timber supports will not last more than six months without rotting, but it is calculated that the steel girders will remain good for from three to five years. In cases of settling down of the roof, when the timber support breaks and becomes useless, the steel girders are taken out and reversed, being merely bent, and on being replaced they become stronger because of their arched form. Some of them have been experimentally used for two years. Similarly steel pit props instead of wooden ones are being employed. The obvious effect of this substitution is not only economy in mining operations, but also a new demand for steel manufacturers, although it will, no doubt, lessen considerably the demand for timber for colliery purposes, and will lessen, to some extent, the amount of labor employed in coal mines.—[Coal and Iron Trades Review, London.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

THE NORTHUMBERLAND PAPER AND EGG CASE CO.

Manufacturers of
The Red Cross Brand



BUILDING PAPER

Tarred and Plain

We Guarantee our Tarred Paper NOT TO STICK.

We also manufacture EGG CASE FILLERS AND COMPLETE EGG CASES

FOR FURTHER INFORMATION
—APPLY TO—

THE MILLS, Campbellford, Ont.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Now is the time to purchase your supply of the following. Our stock is complete and prices right.

Lightning Ice Cream Freezers; Dish Covers, Round and Oval, Blued and Tinned, Granite or Agate; Enamelled and Brass Preserving Kettles; Cherry Stoners, Apple and Peach Parers; Fruit Presses; Ice Picks and Tongs; also good stock of "Never Break" Kettles; Sauce and Fry Pans.

WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL

MARKETS

EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£90 10s. od.	£91 17s. 6d.
Future—	91 00s. od.	92 00s. od.
Copper, B.E.S.—	58 00s. od.	60 10s. od.
Lead, S.E.	12 10s. od.	12 15s. od.
Spelter,	23 17s. 6d.	23 15s. od.
Antimony,	48 00s. od.	50 00s. od.
Tin Plates—Cokes	13s. 6d.	13s. 6d.
Pig Iron—Scotch		
Warrants.	47s. od.	47s. 1d.
No. 3 Middlesboro,	40s. 3d.	41s. 7½d.

MONTREAL MARKETS.

MONTREAL, July 30, 1891.

There is positively no change to note, business remaining dull in all lines while values generally are more or less nominal. In fact this is the interim season and nothing else can be expected.

PIG IRON.

A featureless week describes the pig iron branch of trade for there has been absolutely nothing doing except in a jobbing way. Values generally are the same with an easy tendency. Summerlee and other superior brands are unchanged at \$21 to \$21.50 per ton, while lower grades run from \$19 to \$19.50.

BAR IRON.

There is nothing special to note about bar iron, the nominal basis being \$2. Hoops and bands, etc., are precisely the same.

SCRAP IRON.

Old material is unchanged with no business to mention. Wrought iron sales at \$17 as a nominal figure with cost at a proportionate reduction.

TIN PLATES.

With sufficient supplies the market has maintained its easy tendency, and values, although nominally the same, would, no doubt be shaded for a round lot. At any rate we quote coke \$3.60 to \$3.75, and charcoal \$4.25, on which basis business in a small way has been put through.

TERNE PLATES

There is no change in values in the absence of any movement, while supplies are sufficient. We quote \$7.50 as a nominal idea.

CANADA PLATES

The demand for this article is quiet, in sympathy with the absence of business in other lines, and prices in consequence show no particular change in the absence of business. A fair range is \$2.90 to \$3.

IRON PIPE.

Business is quiet, the nominal idea being 62½ off.

COPPER, LEAD AND TIN.

In other lines of metals there is no change. Copper remains 13¾ to 15c., lead \$3.60 to \$3.70 per cwt., and tin 22½ to 23c.

NAILS.

Makers do not speak of any particular activity, while quotations may be placed at the old range, \$2.15 to \$2.20, although it might be shaded on.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	.....\$3.05
9 dy to 60 dy	..... 3.35
8 dy to 60 dy	..... 3.60
7 dy to 60 dy	..... 3.90
6 dy to 60 dy	..... 4.20
5 dy to 60 dy	..... 4.20
4 dy to 60 dy	..... 4.50
3 dy to 60 dy	..... 5.40
3 dy fine,	..... 6.50

GENERAL HARDWARE.

There is only a quiet trade doing, with no change of importance to note. Hinges are not called for with values unchanged, while locks and bolts and other lines of heavy shelf goods are the same. For seasonable goods of a sporting character business is something quieter than it was.

BARB WIRE.

There is no change in this article the demand being of an ordinary sort. Jobbing business is doing on the basis of 4¾c.

CHEMICALS.

There is only a quiet jobbing trade doing in chemicals and prices generally are unchanged, no large lots moving. Cable advices state that the union have advanced the price of Bleaching powder \$1 the ton, but no change in spot figures is announced yet but it will come shortly.

OILS.

The oil market is the same, with cod oil the only active feature. This is due to some buying on English account, best round lots changing hands at 40c., and jobbing 42 to 45c. Other descriptions are featureless. Linseed quiet, and seal steady.

LEADS.

Leads are without particular feature, with only a jobbing movement. We quote:—Choice, 6 to 6½c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4 50; dry white, 6c.; red ditto, 4½c.

GLASS.

The glass market is unchanged. Jobbing prices range from \$1.40 to \$1.50, but this would be cut on for a round lot.

NAVAL STORES.

The business in naval stores continues small. Trade is very quiet. Prices are as follows:—Turpentine, 58 to 59c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep-sea line. Pure manilla, 13¼c. for 7-16 and upwards, and 14¼c. for smaller sizes.

BINDER TWINE.

In anticipation of the harvesting there is a fair business in binder twine. Values are unchanged at the old range 9c. to 14c. according to brand.

CEMENT AND FIRE BRICK.

Since our last there have been further arrivals of cement 8000 casks being to hand, and the market has an easy tendency. English is quoted lower \$2.30 to \$2.45 and Belgian \$2.25 to \$2.30 and German \$2.65 to \$2.90. Fire bricks are moving slowly \$17 to \$23 per 1000.

PETROLEUM.

Trade is quiet with dealers only supplying immediate wants. We quote:—Canadian 12¼ to 12½c. at Petrolea, 14 to 14½c. in car lots at Montreal, and 15c. for single casks. American, 20¾c. in car lots and 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots and 22c. for single brl. 2 per cent. off for cash; American benzine 23 to 25c., and Canadian 11½ to 15c.

TORONTO MARKETS.

TORONTO, July 31, 1891.

The week's trade has been a comparatively light one in metals, but up to the average for the season, which is always a dull one in the metal market. In manufactured iron and steel there has probably been more business done than usually falls to the lot of metal merchants at the end of July. General hardware is fairly good. Locally, it is benefited by busy times among the contractors in and about the city. The harvest is causing a very good jobbing trade in seasonable farm tools.

CHEAP STOVES.

We were never in better position to supply, and customers may rely on getting every advantage of the market.

7 NEW LINES OF STOVES THIS SEASON.

Something new in nestable pipes, 50 in crate. Cheapest yet quoted. It will pay you to find what we have to offer before giving any orders.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.



MARKETS—Continued.

IRON AND STEEL—Pig iron has been a small factor in this week's business. Very few lots have been placed, and those that have been were all small-sized. British, United States and Canadian stock are about equally listless. The foundries are still working greatly below their capacity. The prices of a week ago have been unaffected since quotation and re-appear as follows:

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$20.75
No. 3 Calder \$22.	No. 3 Middlesboro \$19.75
No. 1 Sum'lee \$22.75	Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50—\$21.50.
Scotch \$22.50—\$23.50.
Rockwood \$21—\$21.50.
Gloss \$22—\$23.
Woodward \$22—\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

Bar iron tends to be much firmer, though quotations are unchanged at \$2 to \$2.10 for ordinary, refined at \$2.60 to \$2.65. The inquiries of the week foreshadow an active business before long.

Manufactured iron and steel are in moderately good demand. There will be more business doing shortly.

COPPER—A slight decline in the European market has taken place since last report. Prices here are uninfluenced, however, and continue at 14½ to 15c. for ingots and 18 to 20c. for sheets.

TIN—Is in very active demand with no deviation from the prices current a week ago, viz., 23 to 23½c., with the inside weak for round lots.

LEAD—Moves at a moderate pace. Round lots are 3¼c., and possibly ¼c. lower, with ordinary quantities at 4c.

ZINC AND SPelter—Are very firm and in active demand. Firmness abroad makes prices harder here. Blocks are 6 to 6¼c., and sheets 6½ to 6¾c.

ANTIMONY—Has not been redeemed by any business this week from the profound dullness noted a week ago. Cookson's is 15½ to 16c., and other brands a cent lower.

TIN PLATES—There has been little new stock and no new feature imported into the situation since a week ago. There will be no actual change of importance before September or October. There may be less change ultimately than buyers apprehend, as the works close down when the output is disproportionately large, and thus sustain prices. The market is still bare of cokes. I. C. char-

coal is \$4.75 to \$5. I. X. charcoal \$5.75 to \$6. I. X. X. charcoal \$6.75 to \$7, D. C. charcoal \$4.50.

TERNE PLATES—There were none here.

CANADA PLATES—Orders are being booked for September and October delivery at prices of a week ago, that is, at \$3 to \$3.10. Spot stock jobs rule at \$3.10 to \$3.20.

GALVANIZED SHEET IRON—There is a very large demand, which, along with firmness in England, makes prices very strong here at 5¼ to 6c. for 28's and 5 to 5¼c. for 26's.

BUILDING HARDWARE—Trade gets livelier as the season opens up. Considerable activity is expected to characterize trade in the fall, as building operations are promising to be large.

HARVESTING TOOLS—This line is much quieter this week than it was last. Stocks are somewhat broken with the last two or three weeks' rush, and by the time the season closes a good average business will have been done. No change in prices.

CUT NAILS—Makers are still from four to six weeks behind in shipments, very few sales being made. Prices unchanged at \$2.20.

HORSE NAILS—The makers are further off than ever in arrangement of prices. Stocks are fairly well assorted, with prices as last week, that is, 50 and 10 off to 60.

CORDAGE—Prices quote steadily, and business proceeds moderately at the following base prices: 12½c. for manilla, 9c. for sisal, 8½c. for New Zealand.

BINDING TWINE—The season's jobbing trade is done. Manufacturers are dealing with the retailers of the country, and United States houses are exporting to this market. Prices are therefore demoralized.

OILS, PAINTS AND COLORS.

The linseed oil market continues to be affected by the United States break in prices, and another dip in values may be expected. Over-production in the United States is said to be the cause of the weakness. United States crushers are offering oil here at lower figures than those of native or British crushers. They are working hard to do a Canadian business, and are telegraphing in all directions for trade. Their prices have fallen fully one-third from what they were a year ago. As some United States manufacturers use the new process, a chemical mode of extraction, their oil is not likely to sell well, it being defective in drying qualities. Turpentine is also lower. The reason appears to be that the demand is generally suspended at this season. The

prices ruling are 57 to 58c. White lead is quiet. There is no trade in Paris green, the season being over.

THE BRITISH LINSEED OIL MARKET.

(From Tulloch & Co.)

LONDON, July 15, 1891.—The position continues without improvement, and sellers of ordinary brands continue to meet the market, whilst amongst supplies of the leading London makes, there is a slightly steadier feeling for distant delivery. Linseed continues in good supply on the spot, but supplies afloat show decided diminution (vide statistics) below. Undoubtedly, statistically, the market continues to favor higher prices, and will, but it is becoming more and more evident, that unless more home trade demand crops up to give tone to position, present low rates are likely to continue. Supplies of linseed afloat from Calcutta and Bombay to U. K. last week were as under:

	1891.	1890.	1889.
Qrs.	74,765.	103,301.	189,211.

It should be borne in mind, that the good demand for linseed cake, owing to the lateness of the hay crop, is undoubtedly to cease, and it has, in a measure, been this outlet for cake that has assisted crushers in meeting buyers in price of oil.

First Brands—July, 22s. 1½d. July & Aug. 22s. 3d. to 22s. 11½d. Sept. & Oct. 22s. 6d.

Ordinary Brands.—July, 21s. 9d. July & Aug. 21s. 10½d. to 22s. Sept. & Oct. 22s. 3d.

GLASS.

There is a considerable quantity of glass in the market, but stocks are broken. There is a shortage of sizes, however, which rendered it impossible for one house to make up an assorted car, though Montreal and Hamilton were both called upon for help. Prices are unchanged.

OLD MATERIAL.

Stock is plentiful, but it stops midway in its transfer from the consumer who sells it, to the foundry which uses it. Dealers are buying at the following unchanged, though generally weak, quotations: No. 1 heavy scrap, 65 to 67½c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

MARKETS—Continued.

PETROLEUM.

Local prices quote on last week's basis. Business is considered good for the season, as it is expected to be its quietest in mid-summer.

The Petrolia Advertiser reports: Petrolia crude \$1.31 per bbl., Oil Springs crude \$1.31 per bbl. There is nothing of importance to report this week. Business is quiet on 'Change. Above quotations were the closing prices yesterday. Refined is unchanged and may be quoted at 12½ to 13c. f.o.b. here.

HIDES, ETC.

HIDES—Are unchanged. Under 60 lbs. green are 5c., while over that weight bring 5½c. Cured are quiet at 6c.

SKINS—Pelts are 30c. and lambskins 40c. Calfskins are 5 to 7c. At about the beginning of next week the prices of sheep and lambskins are expected to go up.

WOOL—Continues to be exceedingly dull at 18 to 19c. for fleeces.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.25	\$4.70	\$4.40
" Net.....	3.79	4.19	3.92
Egg Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Stove Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Chestnut Gross....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01

AMERICAN METAL MARKETS.

NEW YORK, July 31, 1891.

The slight improvement in the demand for rolling stock that was noticeable last week has made no headway since that time, nor is there any chance for the better in the demand for rails or track supplies. Railroad patronage, as a matter of fact, continues disappointing despite the favorable prospects for large crops and heavy tonnage. Structural material, while in somewhat better demand now than during the early portion of the month, is taken in no really extensive quantities, and orders for pipe, bars, sheets, etc., are running light. In the various minor articles into which iron and steel enter prominently, trade is sluggish also. This condition of affairs in the manufactured iron and steel industries keeps the movement of crude materials within narrow bounds. Production is going ahead at a fairly rapid pace, and, while not particularly heavy, the accumulation is beginning to have a rather unfavorable bearing upon values.

Low grade foundry pig iron and varieties suitable for mill work only, are rather weak at the prices that have ruled previously this month, and, while really first class product suitable for the best castings hold its own, the cheaper kinds are not easily placed at what would appear to be relatively lower prices. Standard Pennsylvania foundry pig sell at prices within the range of \$17 to 18 for No. 1 and \$16 00 to 16 50 for No. 2. Southern brands are quoted at \$16 25 to 17 25, and \$15 50 to 16 25 respectively. Bessemer pig iron is slow and barely steady at \$16 00 to 16 50 at furnace. Other steel making is slow of sale, with spiegeleisen 20 per cent quoted at \$27 50 to 28 50 ex ship, according to brand, and ferro manganese at \$63 50 to 64 00. For old material the demand has not improved. Iron tee rails are quoted at \$20 50 to 21 00, steel at \$17, and No. 1 wrought scrap at \$20 00 to 20 50, f. o. b. cars at shipping port.

The market for steel rails is wholly unchanged. Manufacturers are securing comparatively few orders, and only small ones,

but former prices are adhered to by the combined establishments, and \$30 at mill or \$30 75 to 31 00, tidewater delivery, may yet be quoted. Prices for billets, slabs, rods, etc., are fairly well maintained, but the business passing in those lines is of moderate volume, and orders are chiefly for rather small quantities.

TIN—In the London market prices for pig tin have dropped about £1 per ton, and the local market has suffered somewhat therefrom, although current month delivery is kept at a premium over August and later months. For spot stock, in ten-ton lots, 20 1-2c. is now full value, and 20 1-4 seemed to be top for August and September. Speculation has been light at the decline, and purchases for consumption merely routine in character. Last London cables were £90 17s 6d for spot and £91 5s for futures.

COPPER—On the Metal Exchange 75,000 pounds of Lake Superior ingot copper have been sold at 12.30 to 12.40c. Business between producers and consumers has been on a very moderate scale, and, while some of the mining companies offer outright at 12 1-2c, buyers manifest no inclination to stock up. For that matter offers at 12.35c. Exchange terms, found no takers. The best bid at present is 12 1-4c. and that is for small parcels only. Casting copper cannot be quoted with any accuracy, as both offerings and demands are very light. In the London market merchant bars have weakened off to £51 17s 6d for spot and £52 17s 6d for futures.

LEAD—The pig lead market has been dull and irregular. Single carload lots for near future shipment from the West brought 4.40c. New York delivery, but, on the other hand, spot stock went at 4.32 1-2 to 4.37 1-2c. while as low as 4.30c. was reached in one instance. Consumers are buying in a hand-to-mouth way only.

SPELTER—Spelter finds very slow sale, owing to the poor condition of the brass manufacturing and galvanizing industries. This fact, along with some anxiety on the part of speculative holders, gives the market a weakish appearance. Prices range between 5 00 to 5.10c. as to brand.

TIN PLATE—In tin plate there is merely a routine sort of trade. Spot stock that may be secured at a round fraction under present cost of importation is picked up quietly, but dealings otherwise are on a moderate scale and values are still irregular.

AN INCREASING DEMAND FOR GRAPHITE.

The successful experiments which have been made in the use of graphite as a lining for covering vessels, it being a material specially adapted to withstand the cutting action of the acid slag, has brought about a scarcity in the supply of old crucibles, and bids fair to open a new market for burned graphite. But little over a year ago old crucibles could be had, say, at a dollar per ton, their main use being as filling, or for a carload of cinders one could obtain a carload of this then waste material. One concern in Pittsburg last year had the contract for all the waste crucibles from a three of the leading crucible steel works in the city for \$1 per ton. But with the adoption of this material for furnace and converted linings, and the consequent increasing demand for it, the price advanced to \$3 per ton, and has since gone even to \$10 per ton, and is hardly to be had in any quantity at that. It would seem that with the present and increasing demand for this material, and the source of present supply, which cannot be expected to increase sufficiently to keep pace with it, that calcined

graphite suitable for the uses named must soon be put on the market. The supply of raw material is abundant enough, but it is the calcined, pulverized form that steel makers want.

In this connection the following concerning the source of supply for the world and its cost may be of interest. The present supply for use in making crucibles for steel making comes from the island of Ceylon, in the south of Asia. Elaborate experiments have been made with the plumbago mined in the United States, in the hope of making crucibles for this purpose therefrom, but so far with but indifferent success, or at the most with less success than with the imported article. Further, on account of the cheapness of labor in Ceylon, the work of mining and assorting being done almost entirely by women and children, whose wages do not exceed four cents per day, the imported article is cheaper than the home product.

Within the last year the price of plumbago delivered in New York has advanced nearly 60 per cent., due principally to two causes—the quantity mined has fallen off, and the demand, especially outside the United States, has increased. The total amount of plumbago exported from Ceylon for the year ending June 1, 1890, was 161,874 cwt. For the year ending June 1, 1891, it was 148,043 cwt., a falling off of over 8 per cent. At one time three-fourths of the entire product of the island came to the United States, but at present this country does not receive one-half, and the proportion that it does receive is on the decrease. In the year ending June 1, 1890, 68,726 cwt. of Ceylon graphite came to America, and in the year ending June 1, 1891, only 35,936 cwt.

Germany is becoming a large factor in the trade in the matter of consumption, its increased use by the Krupp works being responsible for this. The imports of Germany for the year ending June 1, 1889, amounted to only 3,094 cwt. In 1890 it was 14,315 cwt., and in 1891 about 11,000. The falling off noted from 1890 to 1891 was about proportionate to that in the output, and not due to any lack of demand on the part of that country. During the fiscal years of 1890 and 1891 the imports of graphite in England amounted to 61,949 cwt. and 57,906 cwt. respectively.

The price of plumbago varies according to its quality. It is divided into four grades, viz, large lump, ordinary lump, chip and dust. The present ruling figures are as follows: Lump (ordinary), \$4.50 to \$5 per cwt.; chip, \$3.60 to \$4; dust, \$2.80 to \$3.50. There is a very great scarcity of good plumbago in the market to-day, and no cargoes of any consequence are expected in this country before September 1st.

The quality of plumbago depends as much upon its physical structure as upon its chemical analysis. There is a deposit of this mineral near Reading, Pa., which in analysis is practically identical with the best Ceylon article, yet the best efforts of crucible makers have failed to produce crucibles therefrom equal to those of the Ceylon graphite.

From the foregoing it would appear that if graphite is to be used to any extent for furnace linings some form of it which can be had cheaper than old crucibles, or even the material mixed with clay, calcined and pulverized, is desirable. With the raw material selling, say, at 3c. per pound, the cost of material of this sort is not likely to be much less than that of new crucibles, for the material would require the same treatment, less the molding into the form of crucibles, which would bring it, say, to 4c. per pound, or \$80 per ton.—American Manufacturer.

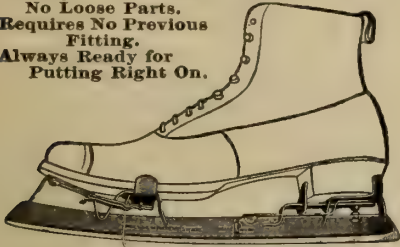
FORBES' NEW PATENT SKATE.

The Most Beautiful, Convenient
and Perfect Skate ever invented.

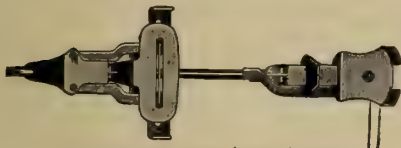
Every Principle Entirely New.
Fully Patented in Skating Countries.

FASTENS FIRMLY ON ANY BOOT WORN.

No Key. No Screws or Nuts.
No Loose Parts.
Requires No Previous
Fitting.
Always Ready for
Putting Right On.



SIDE VIEW, ATTACHED TO BOOT



TOP VIEW, HEEL LEVER (DOTTED) OPEN.

Greater Possibilities in Speed and
Points than any Skate ever produced.

Only First-Class Goods Manufactured. No Second
Quality.

THE FORBES MAN'FG CO., Ltd.

SOLE MAKERS,

17, 19 & 21 Bedford Row, Halifax, N.S.



ASK FOR and see that you get "Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all
sizes and kinds. Produces an immense white
steady flame.

Makes no smell--Perfect combus-
tion--No dirt Pocket.

Hence no bodies of insects to fry and
stink unseen and unsuspected.

Better than Gas or Electricity.

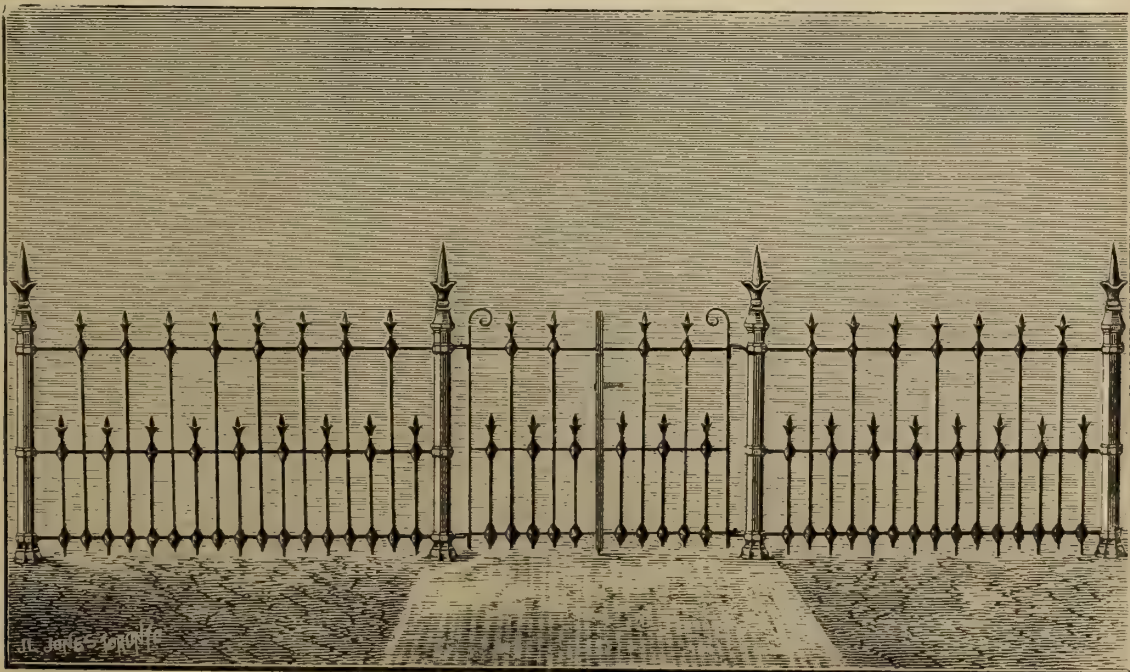
WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use
the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.



Send for Catalogue.

SHIPWAY MFG CO.,

70-76 Victoria St.,
Toronto.

BUSINESS TENACITY.

The temptation to abandon one vocation for another is greatly increased by the false lights in which you see other people's work, and other people's circumstances. Most men prosper to their neighbors, who see only their mode of life, and their expenditures, knowing nothing of their toil or of the economy which they find it necessary to practice in private. So, too, every man's work seems easier and more agreeable than our own, simply because we see it from the outside, knowing nothing of the drudgery incident to it, the difficulty of doing it or the poverty of its results as its doer knows them. Of our own work we tire now and then, and when we do we exaggerate its difficulty and disagreeable things attending it. Its results are much smaller than we had hoped, perhaps, and we naturally assume that they are smaller than those obtained by our neighbor. We draw unjust comparisons between his lot or his work and our own, knowing our own perfectly and his imperfectly. Now it is a well ascertained fact that the profits of different handicrafts do not materially vary from one standard, and it is safe to say that there is no great difference between the net results of all the different vocations open to any one man. In other words, every man's money making power is limited by his character, his intellectual capacity, his education and his capital. These enable him to follow any one of certain vocations, and his earnings will be substantially the same whether he adopt one or another of the callings thus open to him. What the result would be if he had a larger capital, or a better education, or greater capacity, and so were fitted for some business which he cannot follow at all as he is, it is not worth while to inquire. Such as he is, he is capable of making a certain amount of money, and he could hardly increase the amount if his business were other than it is. To change, therefore, from one of the businesses open to him to another which cannot pay better, it is useless in any case, and, when the change is from a calling in which the man is an expert to one in which he is a mere tryo, it is mere folly. And yet changes of this kind are made every day by men who seriously hope to better their conditions in this way. Now and then one does benefit himself by such a change, and this fact serves to tempt others all the more strongly. But cases of this kind are rare exceptions to a well-nigh universal rule, and when they occur at all, there is nearly always some factor involved which is not common to all other cases at all. The man has some special fitness for the new undertaking, or was in some way specially unfitted for the old; or he is a man of more than ordinary versatility; or he has entered upon his new calling under peculiarly favorable auspices; or, as is sometimes the case, pure accident has come to his assistance. Whatever the cause of his success may be, it is exceptional, and in no way affects the rule that it is always dangerous and often disastrous to change from one vocation to another.—B. C. Commercial Journal.

SPECULATION CLOSES AN IDEAL ALL CASH STORE.

The widely prevalent theory or belief in storekeeping circles that selling for cash exclusively, must always result in success, says an exchange, received something of a knock out blow the other day in St. Louis, in the suspension of what may be called a fairly ideal cash establishment in the way of the retail grocery trade. It was conducted at least under an ideal system, with respect to selling exclusively for cash. No individual book accounts were kept, no charge of any sort made against the customer; the expense of booking and collecting current accounts was wholly done away with; and yet the system, perfect in theory, proved defective in practice. The plan comprehended the retailing of wares at but a trifle above jobbers' prices, this policy, being possible, it was conducted through the C. O. D. system, for the cash was always collected on the delivery of the goods. Selling upon so close a margin the house soon secured and maintained for years a very large trade; one, of wholesale proportions, indeed. Ample capital was necessary and utilized, and was believed with large profit until a few days ago.

It is now shown that the system employed was as near perfection as was claimed for it, and had it been carried out in practice strictly on the theory upon which it was based, must have succeeded. But after all, business is something of a humdrum, the more so if a system is rigidly followed, and there is constant temptation, at least in the city trade, to travel outside of the lines of what sometimes becomes monotony.

In this instance, what the operators on 'Change would call "occasional flyers" were taken in the way of before-hand purchases of large lots of goods. So long as these deals were confined to staple wares in steady demand and within reasonable proportions, the effect was not especially detrimental to the current business of the house, although extensive speculating even in his own line of goods, can rarely be entered upon by the retailer, without injury to his current trade. The purchase of carload lots of goods at an opportune time may prove a profitable speculation, if confined to wares in regular and constant demand rather than fluctuating inquiry, but even then, there is danger of becoming habituated to speculation to the neglect of plain every day trade; and the development of the speculative mania in the storekeeper is to be deplored.

So it proved in this instance. Speculation was itself made a specialty of and a single article having place in the general stock necessarily limited on account of its character, was pushed to the front, or "boomed" it might be said, at the expense of more staple goods. Now, while a specialty in any trade is often pushed with much advantage, it can be readily overdone, and this was the result here. The speculative transactions in

this single article in demand as compared with the general stock in a proportion of less than one to fifteen, ultimately absorbed the profits of the more staple goods in stock and drained the large resources of the storekeeper to an extent compelling him to suspend operations. While not entirely going outside of the line of his regular business, he was forced to neglect the latter or to use it as a prop for the speculative article that was unable to stand alone. It was as if a hardware dealer, conceiving the idea of a possible extraordinary demand for monkey-wrenches had loaded himself up with a sufficient supply for three or four seasons at once, and to work off the excess was compelled to devote his sole attention to that effort to the exclusion of furthering the sale of other goods in current demand. In storekeeping the speculative and the strictly legitimate cannot go together long; one must ultimately fail. Such a result is inevitable, and therein lies the moral contained in the foregoing narration of the failure of a prosperous business. The country storekeeper is fortunate in being subject to less temptation than the city dealer to speculate, and hence is more likely to give exclusive attention to the current and legitimate demands of his trade.

GOOD AS NICKEL STEEL.

Last week another armour trial was concluded at the naval ordinance proving ground at Annapolis, and its results are fully as important as those of any of its predecessors in the series being made for the development of American armour plates. The object of this last test was to show what could be done with all steel plates' containing a very low proportion of carbon, and treated by the Harvey process.

In the last previous trial it had been found that all steel plates of higher carbon treated by this process had a tendency to crack under the impact of the shots. Two plates were ordered from Carnegie, Phipps & Co., each containing but one-quarter of one per cent of carbon. These plates were tested by the Harvey process at the Washington Navy Yard, and were then shipped to the proving ground. Like the last plates tested they were three inches in thickness, and were attacked with a six-pounder Hotchkiss, firing the best quality of forged steel projectiles at 1811 feet initial velocity, giving them striking energy enough to pierce a piece of ordinary steel four inches thick.

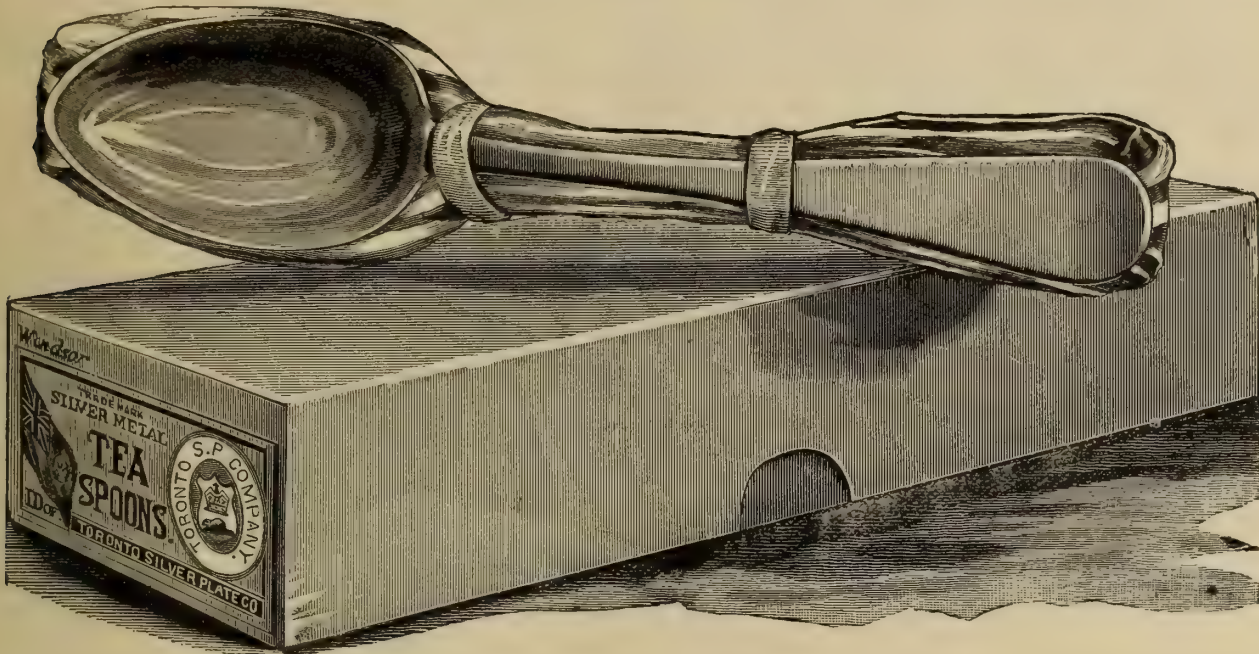
Fourteen projectiles were fired at each plate and when they struck its hard surface every one was shattered as though it had been cast iron, while the plates were practically uninjured at the completion of the test. Not a crack of any kind was made, and the penetration of the shots was insignificant, only being enough to scratch the surface of the plates.

The results compared very favorably, with the nickel steel plates treated by the Harvey process and tested at the last trial. It is now the opinion of the Ordnance Bureau that nickel may not be necessary to make a very good armour plate when the Harvey process of treatment is used.—American Manufacturer.

THE TORONTO SILVER PLATE CO.

Manufacture the Highest Grades of ELECTRO-PLATED WARES, and guarantee all goods of their manufacture having their NAME and TRADE MARKS

A New Discovery in Precious Metals.



⊗ TRADE MARK ⊗
TORONTO SILVER PLATE CO. { SILVER METAL.

=: SILVER METAL :=

AS SPOONS, FORKS, LADLES, Etc., made of this new metal are superior to Sterling Silver in point of non-tarnishing, and equal to Solid Silver for durability, and at one-fifth the cost.

FOR HOTELS, RESTAURANTS AND FAMILY USE, Silver Metal Table Ware is without a parallel.

AS THERE IS NO PLATE TO WEAR OFF, any silver powder, polish, chalk or electrone can be used to clean them. The more they are cleaned the whiter and more beautiful they become.

DO NOT CONFOUND SILVER METAL with the varieties of Nickel Silver imposed on the market. We claim for them no relation. This wonderful discovery is controlled by us, and we sell no metal except made into Spoons, Forks, Etc. All genuine goods bear our trade mark :—

TORONTO SILVER PLATE CO. { SILVER METAL.

LIST PRICES AND DISCOUNT QUOTED ON APPLICATION.

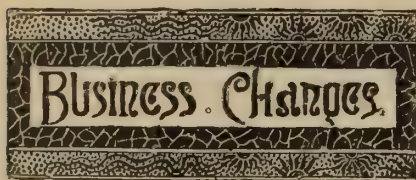
E. G. GOODERHAM, Manager.

J. C. COPP, Sec.-Treas.

Tipped Pattern.



TORONTO CANADA.



SALES MADE OR PENDING.

Isabella Lawlor & Son's, hardware and grocery stock, Dartmouth, N. S., is advertised for sale.

PARTNERSHIPS FORMED AND DISSOLVED.

W. & J. Kirkup, hardware dealers, Vancouver, B. C., have dissolved partnership.

Reid & Curry, machinery manufacturers, New Westminster, B. C., are incorporated as the Reid & Currie Iron Works Co.

REMOVALS AND DEATHS.

J. H. Treleavan, general merchant, Tara, Ont., is dead.

FIRES.

R. R. Philp, hardware dealer, Castleton, Ont., is burnt out.

H. P. Gould, general merchant, Castleton, Ont., is burnt out.

Mrs. W. T. Bonathan, tinware dealer, Newcastle, Ont., is burnt out.

E. Morgan, hardware, produce and egg dealer, Delhi, Ont., is burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Matthias St. Pierre, general merchant, Sursfield, Ont., has assigned.

L. Lanoix & Co., general merchants, St. Guillaume d' Upton, Que., have assigned

M. A. Kemp, tinware dealer, Colborne, Ont., has assigned to Fred W. Casey, Colborne.

Dougherty Bros., general merchants, Warsaw, Ont., have assigned to Robert Fair, Peterboro', Ont.

THE TRADE BUYER AND THE SELLER COMPARED.

Perhaps in no department of trade is there unity of opinion regarding the relative merits and worth of buyer and seller. It is probable that there will always be differences of opinion on that point and strong reasoning in behalf of each.

To A. T. Stewart, the merchant prince, is credited the statement that a salesman was not very hard to find, and if not readily found, one could easily be trained up, but a buyer is a product of nature, that is to say a good buyer. Yet even this experienced judgment can hardly be said to apply in all cases. It may be and probably is, that the buyer is of supreme importance in his own department, but his relations to the public, even to the trade, are limited. The buyer of raw material for the manufacturer is not generally known outside of a comparatively small circle handling raw products. Even the buyer for the jobber, or purchasing agent as he is more generally termed, operates within a comparatively small circle of manufacturers or importers, although his dealings are of immense magnitude, larger by far than those of any salesman of like experience and standing. He is a factor in the market, yet in a limited sense

and not as the purchaser who is himself a seller that directs and deals directly with the consumer. Necessarily, buyers are not so numerous as salesmen and for that reason alone are not so well known through all the ramifications of trade and commerce down to the consumer.

Yet no one would underrate the importance of the seller to the trade at large nor deny that the successful salesman has acquired an art as of great value to himself and his employer as the buyer could possibly attain. To the student of human nature the salesman is a greater and more interesting study than the buyer, and this is true whether the art of selling is represented by the man behind the counter in the store or by the commercial traveler whose life is spent on the road. The successful salesman must himself be a student of human nature and a close observer of persons especially, the better to enable him to deal with his customer. Patience, caution and determination are also elements in the make up of a good salesman. It is difficult to realize the tax to which these characteristics are often subjected, especially the trait of patience. Customers are naturally unsympathetic and sometimes imagine it a special privilege to exact for themselves more than ordinary deference. But the salesman must take no umbrage—nor could a buyer under like circumstances—that's what he is there for, to sell if he can, but at all events not to antagonize the customer. The latter is especially true in retailing, and the storekeeper who is largely his own salesman, assisted it may be by one or two others, finds it especially incumbent on him to restrain himself, as so many have learned by unpleasant experience.—Stove and Hardware Reporter.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

BROKERS

—AND—

COMMISSION MERCHANTS
IN CANADA

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

SAPOLIO Is a solid handsome cake of **SCOURING SOAP** Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.

36 Front st., East, Toronto, Ont.

Dominion Agents.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

P. DOTY & SON,

Successors to

W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

P. DOTY & SON

Oakville, Ontario.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION \$1
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO.
THE J. B. MCLEAN CO. (LTD) PUBLISHERS.

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL--Consumers want quality. Buy "Jessops" Standard make.

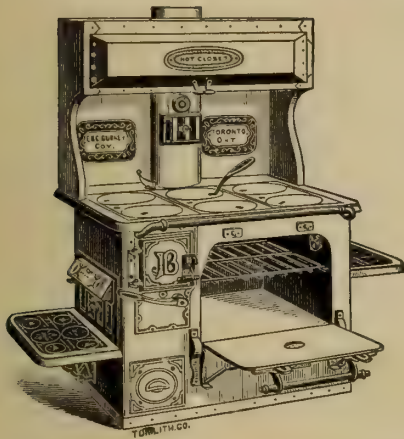
A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.
PETROLIA, - ONTARIO.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

**Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.**

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

BRUSHES

—FOR—

Painters' and Artists'

Household,

Toilet and

Stable use.

All lines guaranteed first-class workmanship and quality as represented.

Illustrated Price List sent on application.

CHAS. BOECKH & SONS,

MANUFACTURERS,

OFFICES AND WAREHOUSES : 80 York St.

FACTORIES : 158 to 168 Adelaide St. W.

TORONTO.

F. E. DIXON & CO.,
MANUFACTURERS OF

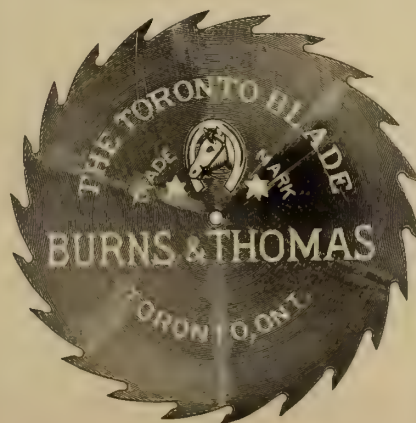
**UNION TANNED
STAR RIVET**

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.



SAWS CIRCULAR, Shingle, Re sawing
Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

JOHN WILSON'S Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade  Mark.

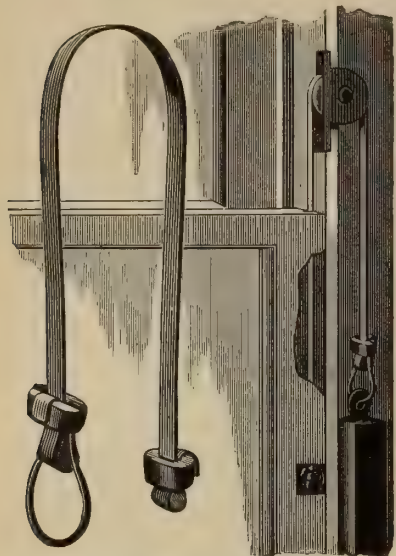
PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

The Gardner Steel Sash Ribbon AND PULLEYS.



Is being adopted for the largest and best buildings now being erected in Toronto because it surpasses cord or chain.

Samples and all information from

JOHN HARGREAVES,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

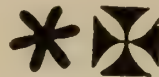
CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE



GRANTED

MARK.

1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—		
56 and 28 lb ingots, per lb	23, 24	
Strip	25, 27	
Tin Plates—Charcoal Plates, Bright.		
Bradley M.L.S.	Per box	
I.C., usual sizes	\$6 25 \$6 50	
I.X., "	7 50 7 75	
I.X.X., "	8 75 9 00	
Raven & P.D. Grades—		
I.C., usual sizes	5 25 5 50	
I.X., "	6 25 6 50	
I.X.X., "	7 25 7 50	
I.X.X.X., "	8 25 8 50	
D.C., 12½ x 17	4 75	
D.X., "	5 75	
D.X.X., "	6 75	

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—		
I.C., usual sizes	4 75 5 00	
I.C., special sizes	5 00 5 25	
B.V. Grade, I.C., usual sizes	4 85 5 00	

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—		
I.C. 20 x 28, 112 sheets	8 75 9 00	
I.X. Terne Tin	10 75 11 00	

Charcoal Tin Boiler Plates.

Cookley Grade—		
I.X.X., 14x56, 50 sheet bxs	Per lb.	
" 14x60, "	6½c, 7c	
" 14x65, "		

Tinned Plates.

72x30 up to 24 gauge	6½ 7	
26	7½ 7½	
28	7½ 8	

Iron and Steel.

Common Iron, per 100 lb	Base Price.	
Refined	\$2 05 2 10	
Horse Shoe	2 45 2 55	
Band	2 50 2 55	
Hoop	2 50 2 55	
Swedish	2 65 2 80	
Sleigh Shoe Steel	4 00 4 25	
Tire Steel	2 50 2 75	
Machinery	3 00 3 25	
Best Cast Steel, per lb.	3 00 3 25	
Russian Sheet	0 13½ 0 14	
Tank Plates	0 10½ 0 12	
Boiler Rivets	2 00 2 25	
	4 50 5 00	

Boiler Tubes.

2-inch	10½c	
1-inch	15	

Boiler Plate.

½ inch	\$2 45	
5-16 "	2 35	
¾ " and thicker	2 25	

Sheet Iron.

1 to 20 gauge	2½ 3	
22 to 24 "	2½ 3	
26 "	3½ 3½	
28 "	3½ 3½	

Canada Plates.

Blaina	½ bright 3 10	3 15
Abercarne	3 20	3 25

Iron Pipe.

Wrought 60 to 62½ p.c. dis.		
Galvanized, 30 and 5 to 35 p.c. dis.		
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.		
Hodgson's Wrought, 60 to 60 and 10 p.c.		

Galvanized Iron.

Queen's Head—		
16 to 24 gauge, per lb	5½, 5½	
26 gauge, "	5½, 6	
28 "	5½, 6½	
Gordon Crown—		
16 to 24 gauge, per lb	5½, 6	
26 gauge, "	5½, 6½	
28 "	5½, 6½	

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	7 7½	
" 1 " "	5½ 6½	
" 5-16 " "	5 6	
" ¾ " "	4½ 5½	
" 7-16 " "	4½ 5½	
" 1½ " "	4½ 5½	
" 3 " "	3 60	
Trace, per doz. pairs	\$3 60 5 90	
German coil, per 100 ft	1 65 2 70	
Jack chain, iron, single, per doz yards	0 13 0 50	
Jack chain, double, per doz yards	0 15	
Jack chain, brass, single, per doz yards	0 20 1 10	

Copper—Ingot.

English B.S.	0 14½ 0 15	
Roll or Bar.		
Cut lengths, round, ½ to 1 in.	\$0 25 \$0 28	
round & square		
1 to 2 in.	0 23 0 26	
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.		

Untinned, 14 oz. and light.		
16 oz, 14x48 and 14x60	\$0 18 0 19	
Untinned, 14 oz. and light.		
16 oz, irregular sizes	0 19 0 20	
Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.		
Planished and tinned, 14x		
48 and 14x60	0 29 0 30	
Brassers. (In sheets.)		
4x6 ft, 25 to 30 lb ea, per lb.	0 22 0 26	
" 35 to 45 "	0 21 0 22	
" 50 lb and above per lb	0 20 0 21	
Boiler & T. K. Pitts.		
Plain Tinned, per lb.	0 25	
Spun	0 29	

Pure, in coils—		
From 1 to 20 gauge	0 25 0 27	
From 20 gauge, up	0 28 0 30	

Brass.		
Roll & Sheet, 14 to 26 gauge.	0 21 0 25	
" 27 to 30 "	0 23 0 29	
" 30 and up	0 26 0 32	
Sheets, hand-rolled 2x4 ft.	0 25	

Foreign, per lb.	0 05½ 0 06	
Domestic "	0 05½ 0 05½	

5 cwt casks.	0 06½ 0 06½	
Part casks	0 06½ 0 07	

Lead.		
Imported Pig, per lb.	0 04 0 04½	
Domestic "	0 03½ 0 04	
Bar, 1 pound	0 05 0 05½	
Sheets, 2½ lbs, per square ft.		
by roll	5 00 5 25	
Sheets, 3 to 6 lbs, per sq ft.		
by roll	4 75 5 00	
Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.		
Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.		

Solder.		
Half-and-half (guar.) per lb	0 17 0 19	
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.		
Antimony.		
Cookson's, per lb.	\$0 15½ 0 16	
Other makes	0 14½ 0 15	

White Lead.		
Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb.	5½	
No. 1 Do.	0 5	
No. 2 Do.	0 4½	
No. 3 Do.	0 4	

Prepared Paints.		
(In ½, 1 and 1 gallon tins.)		
Pure, per gallon	\$1 05 \$1 10	
2nd qualities	0 85 0 90	

Colors in Oil.		
(25 lb tins, Standard Quality.)		
Venetian Red, per lb	0 05	
Chrome Yellow "	0 11	
Golden Ochre "	0 06	
French "	0 05	
Marine Black "	0 09	
Green "	0 09	
Chrome "	0 08	
French Imperial Green "	0 14	

Colors, Dry.		
Yellow Ochre (J.C.) in bbls, per cwt	1 40	
" (J.F.L.S.) "	2 75	
Venetian Red (R.C.) "	1 50	
Ven. Red, Cookson's "	1 80 1 90	
English Oxides "	3 25	
American "	2 25	
Paris Green, per lb	0 08½	
Burnt Sienna "	0 05	
Burnt Umber "	0 05	
do pure "	0 08	
Drop Black "	0 09	
Chrome Yellows "	0 12	
Greens "	0 12	
Golden Ochre "	0 03½	

Varnishes (in bbls).		
No. 1 Furniture, per gal	0 70	
Extra "	1 00	
Brown Japan "	0 70	
do Turpentine "	0 90	
No. 1 Carriage "	1 50	
Gold Size Japan "	1 40	
Pure Orange Shellac "	2 00	
Hard Oil Finish "	1 50	

Linseed Oil (in bbls).		
Raw, per gal	0 62	
Boiled "	0 65	

Turpentine (in bbls)		
Selected Packages, per gal	0 57 0 58	
Castor Oil.		
Best, per lb.	0 09 0 09½	

Cod Oil.		
Cod Oil, per gal.	0 48	
Gtue (in bbls)		
Common, broken	0 10 0 11	
French medal	0 11 0 12	
Cabinet makers	0 17 0 18	
White	0 16 0 17	

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, "..... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 pc. cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Jenning's Gen, net list to 5 p. cent dis.

Expansive.

Gilmour's, 47½ to 50 per cent

Clark's, 15 per cent.

Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... per doz. 1 25 1 75
Mascot "..... 1 35 1 85
Erminie "..... 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per
cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8..... 6 00
" No. 9 "..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz., 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 70 pe
cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50

Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold "..... 1 10
Queenston "..... 1 10
Napanea "..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.

Canadian, dis 35 per cent.

Tanged Firmer per doz..... 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00

Side..... 3 60 4 00

Enterprise, No. 0..... 1 35

" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00

Coil, per doz..... 0 88 1 60

English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50

P. S. & W., dis. 40 per cent

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis 20 to 33½ p.c.

Fawcetts.

Cork Lined, per doz..... 0 30 0 60

Wine, per doz..... 1 30 2 25

Star, "..... 2 80 3 90

Fenns Corkstops, No 2 p.doz..... 1 70

Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foote's discount Am. List,

50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5

per cent.

Canadian, dis., Amer. list 60 per cent.

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Rasps, Kearney & Foote's dis

Am list, 50 pc. 50 p.c. to 50 and 5 p.c

Horse Rasps, dis. 45 p.c. Amer. } Hellers

50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list

33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50

and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00

Enterprise, discount 10p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star.

Per 50 ft. Per 100 ft.

1.45 2.80 2.15

1.55 3.00 2.45

3.40 5.30

3.70 5.80

4.00 6.30

4.21 7.40

4.50 8.40

5.40 10.00

11.50

13.65

Pilkington.

Ordinary

1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 6 50

Picture Glass.

Pilkington's ordinary.

1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 76

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.

Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50

Store door "..... 1 00 1 80

Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50

Socket Firmer "..... 3 25 8 00

Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p.c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.

" Shepard's Noiseless, dis. 60 p.c.

" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb..... 0 42 0 05

Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets.

Screw, Eureka..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring..... 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mortar, etc., discount 40 per

cent.

Planter's per doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross.. 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.
Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg. 3 60 3 75

Ice Picks.

Star, per doz. 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper. 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-

lock, Am. per gross. 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz. 2 75 3 25

Bronze, Gem. 6 00 9 00

Lava. 8 75 10 00

Shutter, porcelain, F. & C.

L screw, per gross. \$1 30 4 00

Ladles.

Melting, per doz. 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz. 2 20 5 60

Galvanized, 1 87 3 85

King, wood, 2 75 2 90

" glass, 4 00 4 50

All glass, 1 20 1 30

Lines.

Fish, per gross. 1 05 2 50

Chalk, 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz. 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to
33½ per cent.

English and Am. per doz. 50 6 00

Scandinavian, 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz. 1 25 1 50

Carp'trs' hickory, 1 25 3 75

Lignum Vitæ, 3 85 5 00

Caulking, each. 1 60 2 00

Mattocks.

Canadian, per doz. 8 50 10 00

Meat Cutter.

Enterprise, dis. per cent. 20 25

Canadian, 37½ to 40 per cent.

Home, each. 42 2 35

Mining Knives.

American, per doz. 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price. 2 30

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American. 1 85 3 50

Nail Sets.

Square, round and octa-
gon. 3 38 4 00

Diamond. 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety. 0 18 0 18

Canada W.W. 0 20

American W.W. 0 25

S. R. Seal. 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz. 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass, 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz. 2 25 3 25

Pencils.

Dixon's, per gross. 1 00 4 25

" Carpenter. 2 25 3 60

Picks.

per doz. 6 00 9 00

Picture Nails.

Porcelain Head, p. gross. 1 65 3 00

Brass Head, 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis. 45 to 50 per
cent.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz. 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz. 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz. 1 35 2 00

Pruning Shears.

Per doz. 4 00 5 50

Pulleys.

Hothouse, per doz. 55 1 00

Axle. 22 33

Screw. 27 1 00

Awning. 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz. 1 00 1 85

Conductors' 9 00 15 00

Tinner's solid, per set. 72

" hollow, per inch. 1 00

Putty.

Bladder, per 100 lbs. 2 00 2 25

Tins, lbs. 2 50 2 75

Rail.

Barn Door, per foot. 3 3½

Sliding Door, 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz. 7 50 11 00

Wade & Butcher's. 3 60 10 00

Razor Stropps.

Currier's, per doz. 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis
Iron " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb. Sisal. Manilla.

7-16 in. and larger. 9 12

¼, 5-16, ¾ in. 9½ 12½

3-16 in. 10 13

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute " 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis. 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set. 0 85 0 90

N P.

" 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz. 4 75 5 00

Sand and Emery Paper.

B. & A. sand, 30 p.c.

Emery, per quire. 55 90

Sash Cord.

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each. 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D. dis. 30 to 35 per cent.

Hack, complete, each. 1 75 2 75

" frames only. 75

Saw Sets.

Per doz. 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz. 2 10 4 50

Foot, 40 3 50

Screens.

Window, patent, per doz. 6 00 7 50

Screw Drivers.

Sargent's, per doz. 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. 72½ " "

" F. H. Brass 75 " "

" R. H. 70 " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz. 3 25 4 00

Bench iron per doz. 4 25 5 75

Scythes.

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Ætna, dis. 75 @ to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves.

Sliding Door, per set. 77 1 40

Shot.

Canadian, dis. 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent

Sieves.

Wood Rim, black, p. doz. 1 15 1 35

" tinned, 1 35 1 60

Tin Rim, 2 30 2 45

" black, 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, 3 00 5 00

Lock, Andrew's. 4 50 11 50

Soap

Sapolia ½ gross boxes. 3 25

½ and ¼ gross boxes per
gross net cash. 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English. 1 80 5 00

Iron, American. 1 35 2 35

Spoons and Forks.

Tea Spoons. per gross. 7 50 12 00

Dessert " 21 00

Table " 30 00 30 00

Dessert Forks. 24 00

Medium " 27 00

Table " 36 00

Squares.

Iron, per doz. 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb. 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb. 0 15 50

Hindostan, per lb. 0 06

Slips, per lb.

Labrador, per lb. 0 13

Axe, 0 15

Turkey " 0 50

Arkansas " 1 50

Water-of-Ayr " 0 10

Scythe, per gross. 3 50 5 00

Grind, per ton. 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimp, blued, dis. 35 p.c.

" tinned, dis. 45 p.c.

Swedes' iron, blued or tinned, dis. 42½ p.c.

Upholsterers' dis. 42½ p.c.

Copper Tacks and Nails, dis. 35 p.c.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING Co.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

SIMPSON, HALL, MILLER & CO.,

16 & 18 DeBresoles St.,

MONTREAL.

MANUFACTURERS OF THE

FINEST QUALITY

ELECTRO-PLATED WARE.

And Sole Manufacturers of the Celebrated

WM. ROGERS' Knives, Forks, Spoons, etc.

A. J. WHIMBEY, Manager.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

SEND

For our Fifth Edition

HOW TO SELECT, LAY and PAINT

A TIN ROOF

SENT FREE OF COST.

MERCHANT & CO.,

PHILADELPHIA.
NEW YORK.

CHICAGO.
KANSAS CITY.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

80W

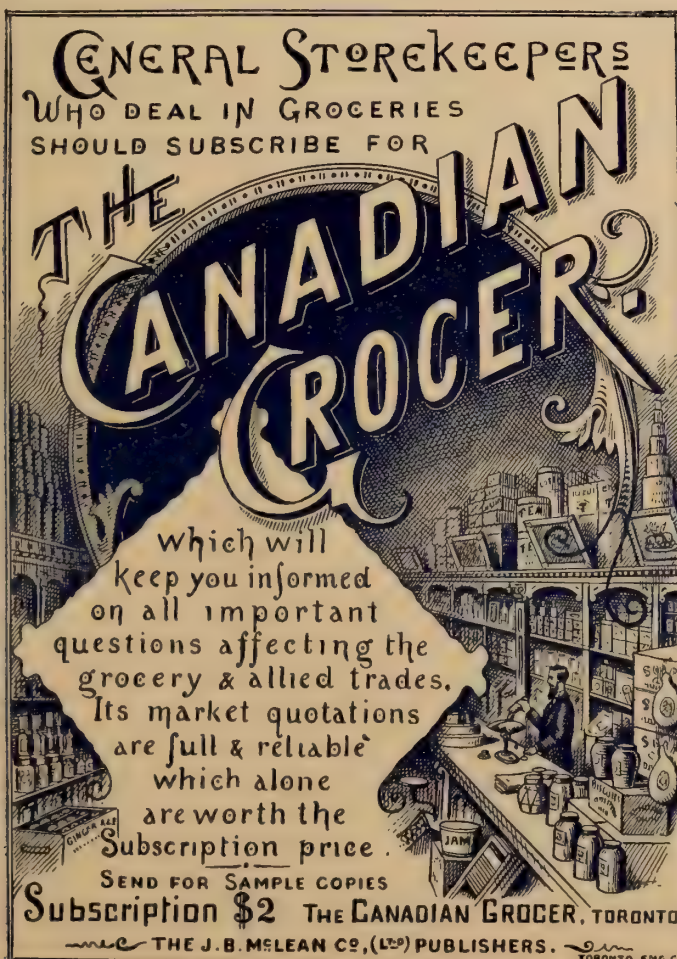
GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

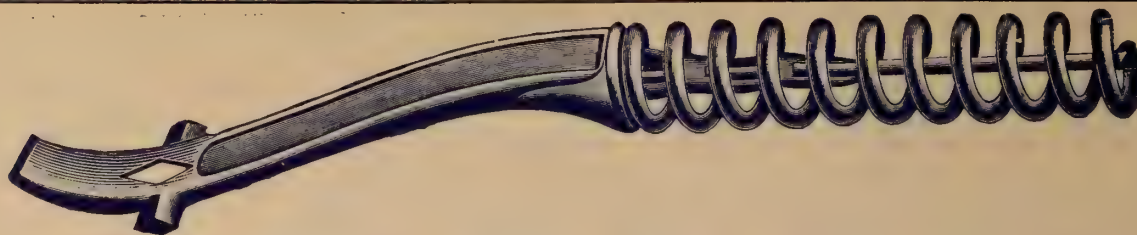
SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD.) PUBLISHERS. TORONTO, ONT. CAN.



USE
SPOONERS
BOX-METAL
COPPERINE
FOR SAW MILLS
AND CIRCULAR
SAWS. PLANING
MILLS AND
FINE SOLID
HEAVY WORK.
OLD MACHINERY
GOOD AS NEW.
ALL SELL IT.
PERFECT FOR
THIS WORLD. IN
PATENTED.





Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by **H. R. IVES & CO., Montreal.**

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

DEALERS SHOULD STOCK UP WITH

DOMINION Ammunition —AND— "TRAP" Shot Shells.

THEY ARE NOW IN GREAT DEMAND BECAUSE OF
THEIR SUPERIORITY.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

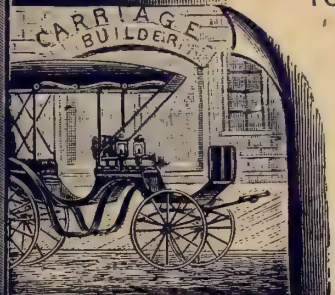
Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

AUG. 8, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



Machinists' Tools

Twist Drills,

Emery Wheels,

Taps and Dies,

CHUCKS, REAMERS, &c., &c.

RICE LEWIS & SON

LIMITED.

General **HARDWARE** Merchants.
TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada



-: Superior Quality Rubber Goods. -:

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

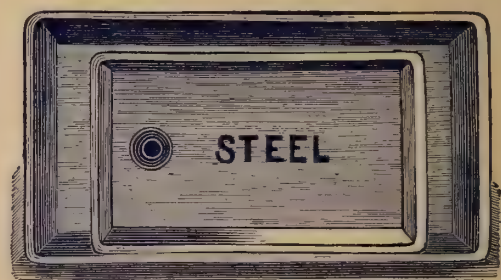
Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

**SEAMLESS WROUGHT STEEL
Kitchen Sinks**



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAK-AGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

TORONTO OFFICE: 6 Wellington Street West.

MONTREAL OFFICE: 115 St. Francois Xavier Street.

Vol. 3.

TORONTO, AUGUST 8, 1891

No. 32

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

TIN PLATE MAKERS.

For the manufacture of tin plate in the United States skilled labor is an indispensable requisite, and in order that the industry shall make the progress its sanguine promoters expect it to make, it will be necessary to import the skill and not await its development out of independent experience. To attain to the production of a first-class quality of plate in a reasonable time it seems absolutely necessary that Welsh tin plate makers be brought into the country. In Wales alone has the secret of the manufacture been properly learned, and Welshmen are the only ones who can impart it.

Circumstances seem to favor the transfer from Wales to the United States of a part of the skilled labor whose market has heretofore been confined to the Principality. The artisans have the advantage over the capitalists. If they move they carry with them the seeds of an industry which was a monopoly in their native land. If they stay they hinder more probably than any other agency the early establishment on a solid footing of a tin plate industry in the United States. At the same time on neither side of the water do the immediate features of the situation warrant extraordinary inducements in the form of wages. The cessation of the United States demand since the extra duty was put on has been followed by a very dull spell at the Welsh factories, and the employment of full staffs or the maintenance of full

wages is not the step that corresponds to this condition. On the other hand, the industry being in its experimental stage in the United States, it is premature for wages to be offered that would invite an exodus of workers from Wales. Nor is the demand at the moment so strong in the United States as to justify a heavy output of stock even if the industry there were in a position to make it.

The tin plate workers evidently appreciate the fact that they have the upper hand in the situation, as the Tin Plate Workers' Union has made it a condition of its support to the masters that the latter shall continue to pay full wages. They threaten to go to the United States unless full wages are accorded them, and full wages the present lull at the manufactories does not warrant. They insist on the masters making the sole sacrifice which the attempt to establish the tin-plate industry in the United States entails, and they claim that the masters can afford it out of the large profits they have made.

While the conditions exist to expatriate a portion of the skilled labor from Wales, unless the masters bow to the necessity of the situation, there are no obstacles from the side of the United States to such a movement. Proposals from American manufacturers have been made to Welsh workmen, whose importance as an auxiliary to the planting of the industry is recognized. Nor is the alien contract labor act, so inflexible in excluding immigrants who have been hired abroad to work at other occupations, allowed to be a hindrance to the setting up of a tin plate industry upon a foundation of imported skill. The superintendent of immigration in the United States has uttered the following deliverance which, as the American artisan says, is only an opinion and not a decision, upon the question:—

The law plainly intends that skilled labor may be imported into the United States to do work in an industry not yet established,

provided skilled workmen in that industry cannot be found among our own people. The discussion in connection with recent legislation disclosed the fact that the manufacture of tin plate is not an established industry in the United States, and that we have but few laborers skilled in its manufacture. Skilled tin plate workers may, therefore, be imported into the United States at this time, under contracts made abroad to follow that employment.

The Artisan says: "The alien contract labor law was passed at the behest of organized labor to frustrate any attempt which might be made by employers to bring in foreigners to take the place of striking union men. In the last session of Congress this law was strengthened by additional prohibitive clauses. The principal features of the law as amended are as follows:—It is unlawful on the part of an alien to enter the United States under any contract to perform labor or service. If a master of a vessel shall bring any such alien into the United States he shall, beside being subject to fine and imprisonment, be required to return the alien to the port of embarkment. It shall not be lawful for any person or corporation to encourage any alien laborer, mechanic or artisan to emigrate from any foreign country to the United States by promise of employment, through advertisement or otherwise. Any alien thus encouraged to emigrate shall not be permitted to remain in the United States. The provisions of the act shall not apply to professional actors, artists, lecturers, regularly ordained ministers of the Gospel, learned professors of colleges and seminaries or professional singers. It will be noted that this gives no license for the importation of foreigners for the ostensible purpose of starting a new industry; indeed, when under the unamended law some of the Pittsburgh glass makers brought over English and German glass blowers to inaugurate a system of glass making by the tank process, upon the complaint of the associated labor unions of Pennsylvania the Treasury Department officials were very active in their efforts to discover and punish the offenders."

CANADIAN PIG IRON.

The production of domestic pig iron should be and no doubt is, an interesting subject for all who are interested in the development of our natural resources. At the time the Grand Trunk contracts were awarded there was some controversy as to the capabilities of our home furnaces for supplying pig iron, but if there are any doubts on the subject they are groundless. There are now already in operation in Canada three different establishments, two for the production of charcoal iron, and the third for the production of coke pig, and these will shortly be increased by another whose facilities for the production of coke are said to be unequalled. In the matter of charcoal iron, the leading establishment in point of production is that at Drummondville, Que. Its yearly output is in the vicinity of 4,500 tons. The other charcoal furnace, at Rodnor, is of smaller capacity, but its capabilities have been improved recently by the erection of a larger furnace which should increase its output to almost the same quantity as the above. The difficulty with these works, however, is the scarcity of fuel, but the quality of the iron produced at both is unsurpassed, for malleable iron work, car wheels, etc.

The coke works are of greater capacity, and they should be susceptible of still further development. The one at present in operation at Londonderry, N. S., has turned out in the vicinity of 25,000 tons per annum, or about half the importation of Scotch pig. It is anticipated, however, that the output will be largely increased this season. Previously the company endeavored to fill the position of a Jack of all trades; that is they devoted their attention to bar iron, etc., as well as pig. They have now decided to reform this, have erected a much larger "stack" this season; will drop other lines, and devote their sole intention to pig iron, and therefore ought to produce a sufficient supply and not insufficient as heretofore. They now tap their furnaces four times a day, drawing twenty tons at each tap, or eighty tons a day. The new stock, however, it is claimed, increases their facilities by 50 per cent., so that their position is materially altered. As regards the quality of the iron it is fair on the whole, but the draft and ore vary considerably, which leads to irregularity.

In addition to these works enumerated above a furnace is in course of erection at New Glasgow, N.S., of equal extent, the location of which affords exceptional facilities. Briefly their ore, limestone, and coal are all procurable at one place, and any one who knows anything about the production of iron will recognize the advantages in this. It will be seen therefore from the above facts that our pig iron industry is assuming respectable proportions for so young an infant.

CEMENT AT PRIMARY MARKETS.

Last week we referred to a glut in cement at Montreal. In view of the large supplies at that point, some reference to the condition of the market in Great Britain should prove interesting. According to recent advices a steadier feeling has gradually permeated the market in Great Britain, especially among those makers who rely more for the outlet of their production on promiscuous business, than extensive yearly contracts. Delivery is more freely called for from the home trade, but in connection with our supply in Canada, it is worthy of note that the low ocean freights have recently induced a larger export demand, encouraged by the moderate prices which are expected to continue. Except in one or two cases of large holders, stocks are considered moderate, and suppliers who sell more on the merit of quality than demand find it difficult, it is said, to keep their output ahead of their demand, and on calling for a slight advance in price for early fall delivery. It is considered a healthy sign, therefore, that in spite of the falling off of support in the aggregate that these conditions prevail. It is interesting to note also that statistics of exports to date are an argument in favor of a firmer tendency. From January to the end of May, 1890, the exports from the United Kingdom were 280,435 tons, while in 1890 the figures for the same period are 254,410 tons or a decrease of 26,025 tons. The deductions from the above facts as relating to our own position are that a steady market is anticipated at primary sources for foreign cement and that if the present supply is worked off prices ought to steady a bit. At any rate according to reliable data to hand the imports of British cement to Canada, for the six months ending June, have only increased 1,705, the figures being 12,564 for 1891, against 10,859 for 1890.

PRICES UP OR DOWN.

Shall a merchant advance or reduce prices on goods in stock as their market value may change? This is an interesting question, particularly for the merchants in the smaller towns, where they have one or more competitors. Jobbers advance or reduce prices on goods as the market changes. Jobbers and manufacturers as a class are successful in business, so the rule would appear to be a good one for retailers to follow. But to return to our question: If, for instance, I bought a line of goods at prices that were unusually low, and by the time they were delivered the price had advanced 25 per cent., would it not be better to make the selling price conform to present cost, or to make a leader of the goods and rush them off, ignoring the rise in the market?

If the goods were rushed off in a hurry it would no doubt attract temporary custom, but when the supply was exhausted the same goods could not be placed except at an

advance. As long as the goods lasted the low prices would no doubt worry my competitor, but my object is to build up my business, not to break down his. If, on the other hand, the goods in question had declined after mine had been bought, and my competitor had bought at the lower price, I should have had to lower my price to meet his. The fact that a merchant often has to follow the downward tendency of the market is an argument in favor of his taking advantage of an upward tendency and realizing large profits. If he is obliged to drop his price to meet competition let it be done quickly and to all customers alike. Do not fear your competitors, but if there is money to be lost lose it in a week rather than in ten weeks. Prompt action on your part will show that you intend to meet any price that is necessary to hold your trade, and it may be that one lesson of this kind will be all that will be required. I should advise a close and continuous scrutiny of the tendency of the market and a revision of prices of goods in stock to conform to such changes.—A. F. G. in Iron Age.

THE ART OF SELLING.

To the student of human nature probably no greater field to study odd and peculiar characters presents itself than in several departments of a large retail house. A few days spent at one of these houses will bring one in contact with more quaint and curious people than one would encounter in a long journey. The machinery of a salesman's life does not revolve as smoothly as one would suppose, judging by a superficial glance.

It is generally supposed that a salesman's duties consist merely in showing his goods and having them wrapped up. A more mistaken idea could not be imagined; for, if this were all, selling would be a pastime. The successful salesman must be a close observer to enable him to "size up" his customer at a glance and know how to approach him. He must be cool, cautious, determined, and possess an almost inexhaustible supply of patience.

In nearly all houses there is a rule that if a salesman fails to effect a sale he must transfer his customer to another salesman. The sales made by these transfers are numerous, proving conclusively one or two things—either the first salesman, through some reason or other, failed to make the proper impression, or the customer was such a peculiar character that the manner and language, combined with the different tactics of the second salesman, happened to catch his fancy. No one without the personal experience can realize the tremendous strain and tax to which a salesman's patience is subjected. He must be prepared to meet all sorts of statements and arguments and be able to disprove them promptly and in a genial manner. Under no circumstances must he lose his temper; if he does he is lost, no matter how much time and labor he has spent or menial worry he has suffered.—Am. Storekeeper.

WHAT TO DO WHEN BUSINESS IS SLACK.

It occasionally happens in retail shops that, from some cause or other, there comes a dull day when the visits of customers, like those of angels, are few and far between; the receipts fall very much below the average, and the employer's countenance falls in a corresponding degree as he reflects on the stubborn fact that his expenditure for that day is just the same as for the day on which he did most business. It may be that it is a sort of holiday not fully recognized by the trades-people of the town, or mayhap there has been some public ceremony on, or again, it may be a bout of bad weather that is answerable for the absence of business.

At any rate it is not this temporary loss of trade which concerns us on the present occasion, but the means by which the active assistant may keep himself occupied during such a time. No industrious ironmonger will need to be reminded that if he do not employ his time during a slack hour or two at some little job or other, the hands of the clock move with wonderful slowness; and not only that, but, according to the writer's experience, a short period of idleness in the forenoon sometimes enervates a man for the remainder of the day. How often do we hear an assistant exclaim even in the middle of the day, "How I wish it were six o'clock!" or whatever the closing hour happens to be. This can be avoided by forming the habit in early life, of diligence, by a close application to our respective duties.

I propose in this article to show how the assistant can profitably fill his time during these intervals of dullness. There is always something to be done about the shop, no matter how perfectly it may appear to be kept; and even though advantage may not be taken of the first slack time which occurs to perform those duties, yet they have to be done eventually, and might as well have been started whilst you were standing idle behind the counter. At such a time the manager or leading assistant would do well to take the initiative, with the aid of those under him, by essaying some necessary work about the shop, such as replenishing the shelves with fresh stock to take the place of that which has been sold, filling any of the bins which are empty with nails, etc., seeing that there is an ample supply of screws, and the many other small articles that are usually kept in drawers in the ironmonger's shop.

It is rather paradoxical to speak of the advantage to the hardware man of an occasional dull hour. One would naturally think that no employer would be content with an enforced slackness of business. Yet if it were possible for all the hands in a shop to be perpetually engaged attending to customers from morning until night, the result would be that the unfortunate shopmen would be obliged to remain in after hours to

tidy up the shop, and parcel up all the goods which had been opened during the day, and refill all the shelves with stock parcels for the morrow. Hence, it will be apparent to all that certain things must be done in the periods of leisure, and those which I have mentioned have the important advantage of not occupying the assistant's time to the detriment of any customers who may enter the shop during the progress of the work.

As comparatively few people make their purchases in the forenoon, the following plan is adopted in many establishments, and with very good results. One assistant is told off to attend the front counter, and the rest undertake in concert some work of a more formidable nature than the preceding, as, for instance, one shelf of goods is selected at a time, and all the parcels are removed from off it on to the counter; the shelf is thoroughly dusted, each parcel is examined and, where necessary, re-papered, and where there are two "broken" or semi-exterminated parcels the contents of both are put together and made into one. The parcels, thus squared up, are placed back on the shelves, and look better for the cleaning they have received. Another work of a similar character, but which calls for the artistic taste of the ironmonger, and exercises his skill and ingenuity to a great extent, is the displaying of goods to the best advantage, so as to catch the eyes of customers, and thereby effect a speedy sale. In the columns of Ironmongery have appeared from time to time several methods of showing goods which deserve to be studied by all who are connected with the trade, and, if possible, put into practice during these spare moments. It is usual to change the contents of the shop window once a-week. This will probably be best accomplished on each Monday morning, but all the various articles should be removed, and the window itself thoroughly cleaned, on the previous Saturday, so as to leave everything in readiness for an early start on Monday. I am now speaking of early closing shops; for those which remain open to a late hour on Saturday evening other arrangements would be necessary.

Then, again, in most shops there is at least one glass case for the fancy goods and electro-plate, and this must get a periodical cleaning.

It is not always expedient that the assistant should brighten up fenders, fire-irons, and the like, which have become rusted, for he is liable to be called away to serve a lady without having time to clean his hands from the grease and dirt consequent on the work he was engaged at. At the same time, he should know how to clean bright goods. And I think it important that apprentices should be put to an occasional task of this description. Then there are various parcels to be faced and kept straight, and if the stock is kept in wood boxes such as was recently described in this journal, it will sometimes occur that the outside sample may have to be taken off.

All such boxes should have a fresh pattern screwed on at the earliest possible opportunity.

The dull hour is also the time you need to provide a supply of rapping paper for counter use, to fill the stationery holder and ink-bottles, to settle the circulars which are sometimes fancifully arranged on the counter, and, in fact, to do all similar little jobs about the shop.

To the assistant who may, perchance, be dismayed by this programme as being to formidable, in addition to his duty of serving customers, I will just mention in one word the means by which all these labors may be easily and successfully accomplished, and that is by—method. The assistant, by marking out his work and allotting a certain portion to be performed in his leisure time each day, will find it become a second nature to him. There is an old and a true saying, "Doing nothing is doing ill," and happy and contented are we who, seeing the necessity in their youthful years of forming industrious habits, have, in consequence become the smart, energetic assistants and managers and employers of the present day.

"An idler is a watch that wants both hands.

As useless when it goes as when it stands."

—Ironmongery.

HARDWAREMEN FIND BICYCLES PAY.

The bicycle business among the retail dealers in New York city this year has been better than ever before. The paving of some streets with asphalt has been a great incentive to "cycling," but there has been a growth natural in its way which seems common throughout the civilized world. Dealers have an income in three different ways. There is the selling of the wheels outright. In this the "safety," with the cushion tire, takes the lead. Very few of the large wheels are sold, one dealer saying that he could not get "safeties" fast enough, but has only sold so far one new large wheel. Dealers do considerable trading of new wheels for old. The latter are repaired, newly painted and an honest penny turned in this way. The leasing of bicycles by the hour or longer is also a lucrative business. A charge of 50 cents per hour, 25 cents for the second hour and \$2 for a day is readily obtained. For tricycles and tandems a larger sum is obtained. Deposits for the safe return of the wheel, varying from \$2 to \$5 are required. This is really the most lucrative part of the business. Then comes the repair shop, which is a source of profit. The selling of bicycle sundries also helps toward furnishing a total not to be despised.

These dealers are very enterprising, fostering clubs and endeavoring to make their commodious stores headquarters for expert riders, club gossip, and cycling literature. All information seems to radiate from these places, and all in all, a high order of enterprise finds its home in many of these stores which the hardwareman who intends taking on this line of goods would do well to visit.

—N. Y. Hardware.



Mr. Peter White is opening up a tin shop in Lanark, Ont.

A. Monette has opened a new tin shop at North Bay, Ont.

S. A. Cawley's large hardware store Chilliwack, B. C., is almost completed.

Mr. I. Linitime, of Springfield Ont., has disposed of his general business here to Mr. E. Hemstreet, of Aylmer.

Fire the other morning, at Cookston, Man., destroyed the premises of A. Holmboe, general merchandise, loss \$22,000.

George Busselle, in Bond Bros.' hardware store, Guelph, had his left wrist broken by being thrown from a delivery wagon in turning a corner.

Mr. J. W. Anderson, accountant in the H. B. Co., general stores, at Winnipeg, has been promoted to the position of chief accountant of the H. B. Co., at Victoria, B. C.

The machinery and timbers for the construction of the new steel bridge at Britt's Rapids have arrived at Smith's Falls. The work will be proceeded with at once.

M. J. Woodward & Co., oil refiners, have assigned. Unsecured liabilities are said to be over \$100,000, while the assets available for creditors are comparatively small.—London Advertiser.

The Albion Iron Works Company have been busily engaged getting out certain supplies for the Vancouver and New Westminster Electric Street Railway Company, which they have almost completed.

The New Westminster Fire and Light Committee has ordered 2,000 feet of Maltese Cross hose at \$1.10 per foot, and also a hose wagon at \$445 from the Gutta Percha and Rubber Manufacturing Company of Toronto.

The Board of Trade, of Victoria, B. C., recommended the council of that city to assist in sending an exhibit to the Toronto Industrial Exhibition, and the council has concluded to act upon the suggestion by voting a liberal grant for the getting up of an exhibit.

The following stove dealers of St. John N. B., agree to close their places of business on Friday afternoons, commencing July 30th, up to and including Sept 4th, Emerson & Fisher, P. Campbell & Co., Sheraton & Selfridge, Coles, Parsons & Sharp, C. B. Allan, Harris Allan & Son.

Mr. R. Gondron, of Montreal, is in the city, a guest at the Manor House. He is a gentleman of means, and has had a good deal of experience in manufacturing enterprises. The object of his visit to Vancouver is to see what can be done in the way of arranging for the establishment here of an ex-

tensive bolt factory which would be able to turn out large quantities of the article now used in this Province. Mr. Gondron saw some of the leading hardware men, and may possibly take up the matter with the Board of Trade on Friday evening.—Vancouver World, 23rd July.

The Town Council of Sherbrooke, Que., and the Jenckes Machine Co. have come to a mutual understanding and the latter have accepted the proposed bonus of \$25,000 cash with one or two minor concessions. A by-law will be submitted to the council and ratepayers in due course.

Burglars entered the hardware store of C. A. Baskerville & Co., on Main street, Montreal, the other night, and carried off several small articles and a quantity of loose change in the till. There is no trace of the robbers, who effected entrance to the store by means of a back window, from which several panes of glass were missing.

Mr. Stafford, proprietor of the Lancaster Machine works proposes placing on the market for the season, a new straw and ensilage cutter. Besides having all the good features of former makes, these machines will have in addition, many useful improvements both in regard to the working and strength of the machines.

Mr. Henry Parsons, brother of Mr. J. Parsons, tinsmith, Markdale, bought a free grant claim to 100 acres of land near Port Arthur about a year ago for \$100, and after a hard struggle succeeded in raising additional funds to pay the Government its \$2 per acre necessary to obtain a patent as a mining location. Since then a rich silver mine has been discovered on the farm and Mr. Parsons, is said to have been recently offered \$100,000 for his claim.

The property in Gananoque, known as the Leeds Foundry, has been purchased by Mr. Geo. Gillies. The property adjoins the carriage hardware works of Mr. Gillies, and will be used as a bolt works, an industry which he has recently started, and which has been phenomenally successful. So far the additional room has been much needed by the rapid growth of this branch. Mr. Gillies is one of Gananoque's most enterprising citizens, and while this sale, might, if made to an outsider, have added one more to the number of manufacturers in Canadas "Sheffield," we are sure no outside purchaser would have made it more advantageous to the place than Mr. Geo. Gillies.

For some time past D. C. O'Carr has carried on a tinsmith business on the corner of Colborne and Charlotte streets. He was apparently doing a successful business, but such it seems has not been the case. On Monday morning last he got out about 3 a. m., driving his household effects to Hamilton, where he shipped them to parts unknown. Mr. A. J. Wilkes is the largest creditor, to whom he owes about \$400: \$250 of this was for rent and the rest was money

advanced to assist O'Carr. He also owes a number of other debts and his liabilities will reach between \$600 and \$800. The stoves which were in the shop were owned by a London firm, who held a lien on them.—[Brantford Expositor.

The price paid by the English syndicate which bought the Anaconda copper mine was £5,000,000 sterling. The mines have a capacity of 1,500 daily, and when in full operation furnish employment to 3,000 men. The Famous mine was bought in 1881, the price paid being £30,000. The St. Lawrence mine, which is the second largest of the group, was purchased later for something over \$62,000, making the total original cost less than \$100,000. Since the purchase, \$20,000,000 in improvements have been placed on the plant. It is estimated that during the last ten years about \$13,000,000 have been taken out of the mines. It is understood that the English syndicate will work the mines to their fullest extent.

A large number of the old friends of Sam. Grigg, the late proprietor of the Grigg House at London, gathered in the lecture room of the Young mens Christian Association the other afternoon to hear him speak to commercial travelers. He gave a simple unvarnished account of the manner in which he had been led to accept Christianity and and give up his position of hotel-keeper. "From whiskey to the Word of God" might have been taken as his text. Mr. J. C. Madill, the vice-president of the Travelers' Circle, occupied the chair, and Miss Grace Walton Sang a solo at the close of the address.

The other evening, the merchants of West Lorne held a meeting over McPherson Bros. store, and organized as the Commercial Union, with Dugald McPherson, President, F. Mettam, Secretary, and a committee of management, consisting of the Pres., Sec'y., and W. Colwell, the object being to establish a better cash system of doing business, more particularly, for the benefit of the cash paying customers, in order to give them the full benefit of their cash, and in all cases to give them a cash discount, and to encourage cash transactions, to regulate trade, and establish a good market for all kinds of produce in West Lorne.

Letters patent have been issued by the Dominion Government incorporating Messrs. Chas. T. Sise, Geo. W. Moss, Hon. J. R. Thibaudeau, F. L. Beique, Q. C., John Carroll of Montreal; Chas. A. Hamilton, Henry D. Stanley, of Bridgeport, Conn.; E. F. Phillips, of Providence, R.I., under the name of "The Montreal Metal Works," (Limited), with a capital stock of \$50,000. The principal objects of the Company are to manufacture and deal in every description of apparatus and metals, and the appurtenances of the same used in connection with the business of telegraph, telephone, electric light, electric railway or cable companies, and also to purchase or lease electric light, telegraph, telephone or cable plants, works, lines or apparatus.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.

ALL KINDS OF DEBTORS AND HOW TO MEET THEM.

There is a class of debtors in every community regarded as hopeless. Some of them, strange to say, are in business and getting credit, and yet have been regarded as hopeless for years. They manage to continue in business by preying upon the inexperienced or careless seller, whose object is rather to make a sale than to make a collection. There is a form of advertising now resorted to by many new concerns which consists in putting out goods everywhere, no matter what the credit, for the purpose of introducing them, and with the ultimate object of dropping unworthy customers when the goods have found a market. This and many other similar reasons may be given for the long life of many business houses that are utterly insolvent and unworthy of credit, and that live only to beat their creditors and to boast of it. Claims received by lawyers against these houses, extending through a series of years, tell the story of the fraud of which such houses are guilty, and of the fearful ignorance or carelessness of some salesmen or credit men. There is one house in Detroit, to-day, doing an apparently thriving business on a leading thoroughfare, which seems to meet with no difficulty whatever in getting goods, and yet inquiry of almost any lawyer in the city will show uncollectable bills all the way from a day to six years overdue.

The faithful efforts of the mercantile agencies, instead of killing this business, seemingly have no effect upon it, for what can the agency do when men will fly in the face of unfavorable reports and sell their goods notwithstanding. The most independent man on earth is frequently the hopeless debtor. His very hopelessness is his strength. Lawyers do not threaten, because they know it means ridiculous failure. Collectors do not bore them because they know

them to be proof against duns. The sheriff does not bother them, because previous efforts have proven the unsatisfactory outcome of levies.

Thus, so long as he can get goods—and there appears no limit to his ability to do so—he is all right. Men will sell this sort of a tradesman, and then blame the collector for what appears to be lukewarm effort to collect. The failure to realize is charged to the lawyer's or the agency's incompetency, instead of placing the burden of blame where it belongs, that is, on the credit man.

The way to meet this man is never to sell him—and if he once becomes your debtor do not hesitate to recognize your mistake and blame the proper person for it. You can close this man up, but at your own expense and with little profit to yourself, and for this reason you will let him run to suck the blood of other victims. A sharp, watchful attorney may some day see a chance to slip in and get a stray dollar, and that is your only hope. The best way to meet this class of debtors is to keep away from it.—The Collector.

TOO SMART.

The red flag fluttered over the door of Gillam's Emporium. The villagers were crowding the sidewalk, while from within came the sound of the auctioneer's nasal tones and the rap of his hammer. Mr. Whiffin, a merchant from the neighboring county town, stopped in a group of men outside.

"Ned Gillam sold out by the sheriff! What does that mean? I should have said that of all the young men in this village he was the one who would make his way. Has he taken to drink?"

"Not at all," said the squire. "He's sober enough."

"Ned understood his business," pursued Whiffin, still curious. "He was a salesman for me for two years, you know. I never had a more polite fellow to customers, nor one who could run off goods faster. I never had any damaged goods left on his counter. He sold them at full price. He was almost too smart."

"You have hit the nail on the head, there!" said the squire. "Gillam is a pleasant, polite fellow, but tricky. When he

opened the Emporium we all went there to buy. I took my custom from old David Longaker at the corner, thinking that we must have the 'fine table delicacies' which Ned promised.

"But presently I discovered that whenever he could palm off inferior goods for the best he did so. I never went back to him. David's goods were just what he represented them to be. He's a crusty old fellow, but his word is to be taken."

"Our experience was the same," said the doctor. "My wife and daughters wanted to keep up with the fashion, and bought their hats and gowns which Ned declared were the style in New York."

"But when they found they were old auction goods which he had bought cheap and sold at high profit, they never went into his store again."

"That is the history of his dealings with most of the villagers. One after another dropped away until he had nobody left. Hence—the red flag and the sheriff!" waving his hand.

"Well! well! I always thought Ned Gillam would score a success in this world!" said Mr. Whiffin, as he climbed into his buggy and drove toward home. "Such a polite fellow and so agreeable to everybody!" he muttered, flicking his horse gently.

Young Gillam himself, as he watched the auctioneer and the buyers, wondered bitterly at his defeat. He had started with but little capital, but clear of debt. Now he owed every one, and the assets would not cover his debts.

"I tried to be civil and pleasant," he said. "I looked sharply after my own interest. I don't know where my mistake was!"

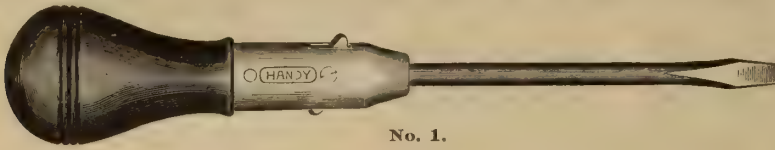
But every villager in the crowd knew.

The secret was a truth as old as the first trade which was made between the children of Adam; it repeats itself in every individual life to-day; and most readers who have seen this glimpse of village history can tell what it is.—Youth's Companion.



NEW GOODS.

THE HANDY RATCHET SCREW DRIVER



No. 1.

This screw driver is a strong, light, neat, rapid, convenient implement. It is reversible, to turn right or left (in or out) by a single motion of the finger on the projecting pawl, without removing the blade from the screw or changing the position of the hand on the tool. The blades are hand forged from special steel, and are carefully tempered and thoroughly inspected. The ratchet, pawl, and all of the working parts are manufactured from steel. All of the parts are finely proportioned, highly finished, and combine the greatest possible strength and durability.



No. 2.

This cut represents ($\frac{3}{4}$ size) the Pocket size No. 1, which is especially adapted for electrical, telephone, store service, and similar work where a convenient pocket screw-driver is much needed. It is very strong, light and neat. They are manufactured by Tower & Lyon, 95 Chambers Street, New York.

THE UNIQUE POCKET LEVEL.

This level combines a level, plumb, Inclinator, bevel protractor, etc. The Unique Level weighs three ounces and is packed one in a paper box, size $2\frac{1}{2}$ inch square by $1\frac{1}{2}$ inch thick. It is designed for use as an independent tool or in connection with a steel or wood rule, straight edge, steel square, tri-square, or bevel, or for determining the boring

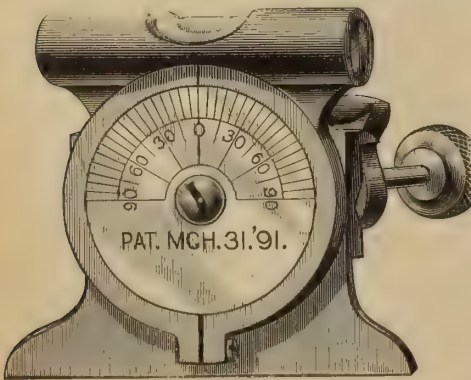


Fig. 3.

the angle of an auger bit or drill. It is light, convenient to carry, accurate, and either independently, or in connection with a steel square or straight edge, will be found a perfect substitute for more cumbersome and expensive

tools. The stock or frame is made with three sets of shoulders and V bearings, made true with its base, and adapted with the set

Fig. 6 illustrates its use for boring or drilling at any given angle the tool is readily and accurately attached to the bit or drill by the V bearing and set screw.

As shown here the base of the level assumes the perpendicular and serves (detached from the bit) as a plumb. The compactness of the Level and the combination of uses to which it may be applied are certain to

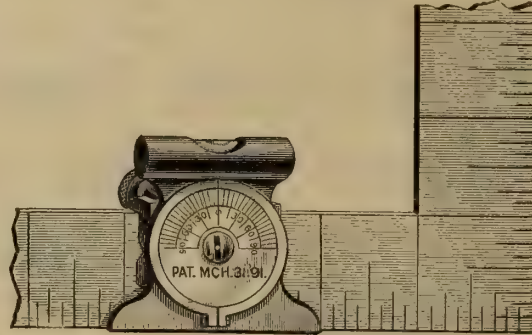


Fig. 4.

make it a favorite with carpenters and all craftsmen who use a level. The tool is well made and carefully finished, either in highly polished and lacquered brass or nickel plate. In the former style of finish the price is \$9 per doz., in the latter \$12 per doz. It is manufactured by Tower & Lyon, 65 Chambers street, New York.

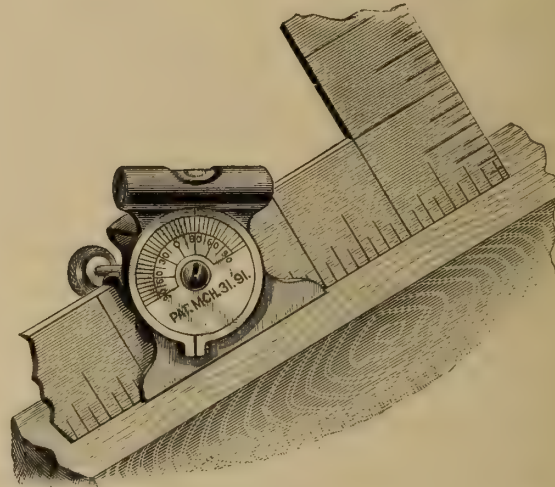


Fig. 5.

screw, for attaching it to a straight edge, bit or other tool. The frame also carries a graduated rotary disk which may be instantly adjusted at any angle from the horizontal to ninety degrees. When adjusted at ninety degrees, the base edge forms a right-angle with the level, thus giving an accurate plumb. The illustrations show a few of the uses of this tool, and many others will occur to a practical mechanic or a careful amateur.

Fig. 4 shows the Level applied to a steel square, tri-square, straight edge, steel or wood rule for a level, or to find the plumb by reversing as shown on the bit in the cut below.

Fig. 5 shows its use as an inclinometer or bevel the graduated rotary disk showing accurately by degrees any angle,

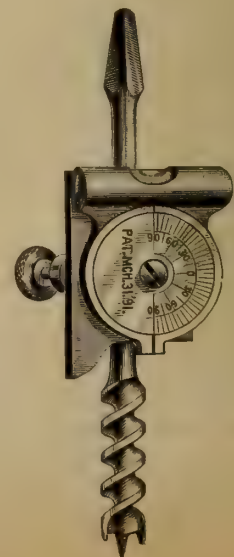


Fig. 6.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C. Clarkson, F.C.A.
W. H. Cross, F.C.A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

Do You Sell Paint ?

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

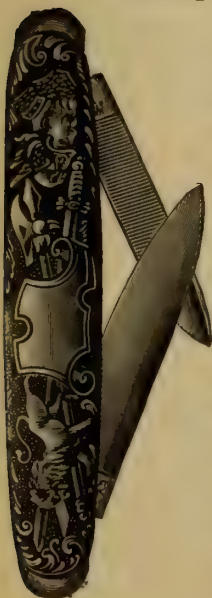
Only agents for this country,

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

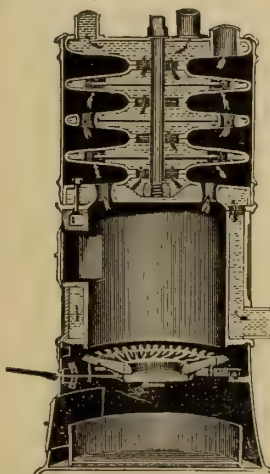
All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: H. D. SIMMONS,

Our name is stamped on every pipe.

74 York St., Toronto.



-THE-
"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

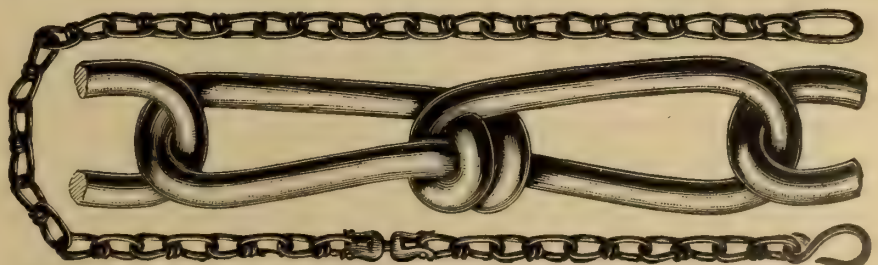
TORONTO OFFICE---74 YORK ST.

H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS.

Made of Brown's Patent Steel Wire Chain.



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.

The B. GREENING WIRE CO., Ltd.,

Hamilton, Canada.

STRUCTURAL STEEL.

The introduction of steel into architecture is one of the modern appropriations of an element of strength that in economy of space and durability of use is in direct coincidence with the progress of metallurgical science. We, as a nation, are amongst the youngest of the scions of history. Our ancestors were amongst the best products of modern civilization, and though, for a time, the modest forms of architecture had the sacredness and dignity of home, the idea of scope, strength and beauty was in the instincts of the pioneer, as the grace and majesty of the oak is in the husk of an acorn. As a nation we are rapidly getting away from the pioneer and preliminary types of architecture, and as the centers of business are being definitely located and the focus-points of future commerce and greatness are being established, we are adopting what is stable and permanent in our public edifices. The temporary and frail is being relegated to the backwoods; and in conformity with this historic fact we have the predestined coincidence of appropriate means, improved methods, and an unlimited amount of subservient material. Iron is becoming the rib of modern civilization. On the basis of old uses our iron industries would be largely superfluous. With its service limited to the old formula, 99 per cent. of our iron industries would be wiped off the slate of labor.

We are rapidly developing the uses of iron and steel, and perhaps in no direction in so pre-eminent and definite a manner as in that branch of service in which structural steel or iron is a prominent factor. The skill of the Vulcan moves with the science of building. Our bridges and temples, our city blocks and our congressional halls are making a continuous and increasing demand on the product of the mine, the furnace and the forge. From ocean to ocean iron girdles the continent and climbs the sky, and no contribution of Mother Earth to the needs of man, next to that of the food he eats, is so important as the iron on which he travels and under which he lives.

We might cite as examples such cities as New York, Chicago, St. Louis, etc. Many of the public edifices in these metropolitan cities inclose thousands of tons of iron and steel in their brick and granite ribs. We quote the following from a contemporary in regard to the use of steel in the architectural work of Chicago. It says:

"This Chicago style of architecture, as the steel-skeletoned business blocks may be termed, is six years old. The Chicago Opera House was the first fire-proof building in the city in which this radical departure in building rules was made. The floor beams were those first used of steel. The columns were of cast iron. Then followed the Rookery, Counselman, Gaff and Board of Trade Buildings, all with steel beams and cast iron columns. But steel is gradually replacing

cast iron for columns. The Rand-McNally building was the first in which steel was used exclusively. But the Monadnock, Pontiac, Caxton, Kearsarge, Northern Hotel, Masonic and Temperance Temples, and the Fair Building are all steel structures. The steel used besides the beams and columns is found in the frames of bay windows, roof work, supports for roofs—in fact, everything that assists in holding the weight of the building. The foundations also are of steel."

This is but an instance of what is being done in all of our great centers of industry, and also in older countries, where they are not behind us in iron if in liberty. The future of structural iron and steel is by no means unpromising, and, perhaps, in no department more sure of increasing demand.—Age of Steel.

BRIBERY IN SELLING PAINTS AND VARNISHES.

The Oil, Paint and Drug Reporter thus descants upon a new outgrowth of excessive competition in the paint and varnish trade of the United States: A disease which is at once insidious and malignant, is something about which the public welfare demands plain speaking, and no false delicacy should prevent the defining and explaining of it, and, if possible, a suggestion as to treatment.

With the growth of the paint and varnish trades has grown an abuse, the proportions of which are already large enough to be alarming, and whose present vitality is indicative of future development. It has been the established practice of large users of these goods, such as furniture makers, carriage and car builders, and others, to leave the purchase of paints and varnishes in the hands of the foreman. This practice was based on the logical premises that the man who was responsible for the work should be allowed to select his materials. So far, so good; but, unfortunately, the character of the competition was such that the foreman, in the nature of things, could not long remain incorrupt. A drink, to close a bargain, is a practice which obtains amongst working people the world over, and the foreman was made to travel, rapidly, and perhaps not unwillingly, from beer at the corner saloon to wine at the hotel. Very soon, drinks were found to be not sufficiently material, and the giving of some trifling present at some particular season was added. From that, it was an easy step to giving a *pour-boire* in the shape of a five dollar bill every time an order was obtained. As mighty oaks from little acorns grow, so from apparently insignificant beginnings has grown a system which it is certainly worth while to pause and think over.

According to what appears to be good authority, many foremen are now obtaining in cash about twenty per cent. of the amount of all the varnish used in their respective shops, and possibly an approximate per-

centage of the amount of the paints and oils. One varnish house is said to give a certain foreman \$600 a year, paid in regular monthly sums, without regard to the amount of business obtained.

In many shops, little subsidy means little order, and no subsidy means no order—as many a disgruntled salesman can testify. That there are any number of foremen still inviolate in a comparative sense, and some of them so in a positive sense, goes without saying, but how long, it may well be asked, will it be before the twenty per cent. subsidy system becomes general?

A varnish maker relates an interesting experience with one of the U. S. navy yards, which is valuable as throwing some light on the way workmen regard these subsidy claims. He had been awarded the contract for supplying seven hundred dollars worth of varnish—his bid having been considerably lower than any of the others—and, after he had made delivery of the goods, he was called upon by a workman from the navy yard, who, with perfectly unabashed front, demanded, on behalf of himself and his fellows, the sum of one hundred dollars in consideration of their using the varnish supplied. The varnish man, who had already cut his profit to the vanishing point, very naturally declined, whereupon the workman departed in anger. A day or two after the navy yard authorities notified him to remove the goods, as they had been condemned in the shops as of inferior quality. The varnish man protested, and demanded that a new trial by competent men be made. Again came a letter saying that a second trial had been made with precisely similar result—the varnish was unfit for use, and must be removed. By this time the varnish man was fighting mad, and he proceeded to handle the navy yard people, from the executive down to the foreman, in a manner which conveyed his sincere intention of having somebody's scalp. His goods were finally accepted and paid for.

If there is any reason why foremen should exact a commission it certainly does not appear on the surface, and the whole paint and varnish business is unquestionably debased by the practice.

Where it has been possible, the manufacturer has, no doubt, made the purchasing house pay in the price the subsidy exacted by him, but in the nature of things this could not continue. With competition every day more keen, the buyer is gradually paring the seller down closer and closer to his production price, and leaving less and less margin out of which to satisfy the itching palm of the autocrat of the shop.

If the present practice is allowed to continue, the time will come when the manufacturer will be compelled to choose between the two alternatives of giving up his legitimate profit or of debasing his goods sufficiently to leave him a living margin. There is another alternative which may suggest itself to the sturdy American character—the exercise of which may possibly be painful to the feelings of the foreman, but will certainly be salutary.

The question is: Which of the three alternatives will the manufacturer take? It is an important question.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£90 17s. 6d.	£90 10s. od.
Future—	91 10s. od.	91 00s. od.
Copper, B.E.S.—	57 10s. od.	58 00s. od.
Lead, S.E.	12 10s. od.	12 10s. od.
Spelter,	23 15s. od.	23 17s. 6d.
Antimony,	48 00s. od.	48 00s. od.
Tin Plates—Cokes	13s. 6d.	13s. 6d.
Pig Iron—Scotch } Warrants.	47s. od.	47s. od.
No. 3 Middlesboro,	40s. 1½d.	40s. 3d.

MONTREAL MARKETS.

MONTREAL, Aug 7, 1891.

The week's trade in all lines has been unimportant, and consequently there are few features to refer to. Pig iron is steady, sheet material quiet, and other lines are unchanged.

PIG IRON.

The pig iron market is quiet and business during the week being unimportant. In fact the only feature of the week is the comparative dearness of Eglinton as compared with Carnbroe, sales of it being reported at \$19.50, while Carnbroe is at \$19 to \$19.50. Superior brands are unchanged at \$21 to \$21.50. Cables show no change on makers' brands, but ocean freights are higher as the fall season approaches.

BAR IRON.

Bar iron furnishes nothing special, there being a quiet jobbing business to note on the basis of \$2.

SCRAP IRON.

There is very little business doing in the old material. Wrought iron scrap stands at \$17, and cost a few figures less.

TIN PLATES.

There is little that is new to say about tin plates, business moving in a small way at \$3.60 to \$3.75 for cokes, which is the same as last week, while charcoal sells at \$4.75.

TERNE PLATES

This article furnishes no special features, the movement being small but prices are shady at \$7.25.

CANADA PLATES

There is little doing in this line business being small while prices are somewhat lower at \$2.85 to \$2.90.

NAILS.

The nail market remains as before and business generally is quiet. A nominal basis is the old range of \$2.15 to \$2.20.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	.....\$3.05
9 dy to 60 dy "	.....3.35
8 dy to 60 dy "	.....3.60
7 dy to 60 dy "	.....3.90
6 dy to 60 dy "	.....4.20
5 dy to 60 dy "	.....4.20
4 dy to 60 dy "	.....4.50
3 dy to 60 dy "	.....5.40
3 dy fine,	.....6.50

GENERAL HARDWARE.

Various lines of shelf and other hardware share in the quietness that generally prevails now, and there are few features to note. There is some demand for sporting specialties in an occasional way, but nothing special. Heavy lines, such as locks, hinges, etc., and other supplies, are quiet.

BARB WIRE.

The demand for barb wire is fair with the movement of an ordinary character. For business in a small way from jobbers 4¼c. is the idea.

CHEMICALS.

There is nothing new to note regarding chemicals, for trade is now passing through its quiet period, the wharves being all clear. Consequently there is little doing from first hands or in a jobbing way either. Prices remain as before and nothing new comes over the cable.

OILS.

It has been a rather quiet week in oils with little to note in any particular. Cod oil has furnished some business but is quieter now; while linseed, seal oil, etc., present no new features.

LEADS.

Leads furnish a quiet jobbing trade and prices are unchanged. We quote:—Choice, 6 to 6½c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c.; red ditto, 4½c.

GLASS.

There is only a quiet business doing in glass and prices are more or less nominal. From \$1.40 to \$1.50 is quoted, but this would be cut for a round lot.

NAVAL STORES.

There is only a small trade to note in naval stores and prices have not been subjected to any change except turpentine, which is somewhat easier. We quote:—Turpentine, 56 to 57c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¼c. for 7-16 and upwards, and 15c.

for deep-sea line. Pure manilla, 13¼c. for 7-16 and upwards, and 14¼c. for smaller sizes.

BINDER TWINE.

There is a fair business in the article consequent upon the harvesting, and some good orders are noted from Ontario and the west generally. Values rule the same, 9 to 14c. according to brand.

CEMENT, ETC.

The market maintains its easy tendency, and although receipts have fallen off within the week the supply on spot is still considerable. English cement is quoted at \$2.30 to \$2.45, Belgium at \$2.25 to \$2.35, and German \$2.65 to \$2.90. Firebricks move slowly, the small lots on the basis of \$17 to \$23 per 1,000 ex. ship.

PETROLEUM.

The movement in this article is of the average character for the season: business being small, while values have an easy tendency. Prices are not quotably changed for refined, but Canadian crude is now quoted at \$1.32½ per brl. at Petrolea. We quote:—Canadian, 12¼c. to 12½c. at Petrolea, 14c. to 14½c. in car lots at Montreal and 15c. for single casks. American, 20¼c. in car lots and 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots and 22c. for single brl. 2 per cent. off for cash; American benzine, 23c. to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Aug 7, 1891.

Trade in metals has been a fair one for a midsummer week. Prices have been steady. The fall prospects have not yet assumed any distinctness of outline, but a confident feeling, based upon the general reports of the crops, is entertained. The hardware trade of the week calls for no special comment. In that line of trade there is always something selling; it has so many resources for keeping trade going that if business is dull in one thing it is usually stirring in another.

IRON AND STEEL—The business in pig iron has been quite nominal. A few small lots have changed hands but owing to their fewness and their smallness they might be neglected in a consideration of the week's business. There are some inquiries, but they do not contemplate the movement of stock in large lots. Some single cars of Canadian are being booked for future delivery. There is a tendency towards stiffness.

MARKETS—Continued.

Their is scarcely any casting going on now in the founderies, and for what business there is doing there the stocks are ample.

BRITISH—

No. 1 Calder \$23. No. 1 Middlesboro \$20.75
No. 3 Calder \$22. No. 3 Middlesboro \$19.75
No. 1 Sum'ree \$22.75 Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21.50,
Gloss \$22-\$23.
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

The firmer tendency noted in bar iron a week ago has ended in greater ease. Ordinary now quotes at \$2.05 and refined at \$2.50. In manufactured iron and steel there is something doing. The engine and boiler makers are busy. A falling off in British Columbia trade is a noticeable feature. The South American States which afford a market for the lumber of that province are now agitated and dullness, which affects the bar iron and kindred trades here, supervenes in British Columbia.

COPPER—is a shade easier, which makes consumption more active. Prices are 14½ to 15c. for ingots and 18 to 20c. for sheets.

TIN—The New York market is firmer for ingot tin, which is in moderately good demand here at 23 to 23½c.

LEAD—Is dull. Round lots are quoted at 3¾c. On this price concessions can be obtained. Ordinary lots are 4c.

ZINC AND SPelter—Continue firm and active at 6 to 6¼c. for blocks and 6½ to 6¾c. for sheets.

ANTIMONY—Is very quiet. Cookson's quotes at 15½ to 16c., and other grades at 14½ to 15c.

TIN PLATES—Are arriving more freely. In face of this fact it is safe to say that purchases could be made under quotations. This applies more particularly to 14 x 20 plates. In large sizes, 20 x 28 and others, the market is lightly stocked. Cokes are commencing to arrive. Quotations are:—I. C. charcoal is \$4.75 to \$5., I. X. charcoal \$5.75 to \$6, I. X. X. charcoal \$6.75 to \$7, D. C. charcoal \$4.50.

TERNE PLATES—Have arrived, and are selling under a light demand at \$8.25 to \$8.50.

CANADA PLATES—The demand has not sprung up yet, but stocks in both Montreal and Toronto have come out earlier than in former years. This is in consequence of

difficulties experienced in the past by importers in obtaining prompt deliveries to meet actual requirements. They therefore prefer to submit to a little loss of interest, storage and insurance in order to have stock when they want it, though the margin of profit scarcely warrants any addition to the usual expense of handling. Prices are \$3 to \$3.10.

GALVANIZED SHEET IRON—There is the usual demand of the season, though the city consumption has been somewhat diminished on account of building operations not being up to expectations.

BUILDING HARDWARE—Competition for the contract to fit up the new Parliament buildings with builders' hardware, wrought iron, drill work, etc., is going on just now. The commissioners have the tenders now under consideration. The building hardware trade is likely to be a large one this fall.

HARVESTING TOOLS—Are pretty well out of demand now.

CUT NAILS—Continue to quote on a special basis of net cash \$2.20. The normal basis is \$2.35 in four months.

HORSE NAILS—Are unchanged at 50 and 10 off to 60 per cent.

CORDAGE—Steady at a basis of 12½c. for manilla, 9c. for sisal and 8½c. for New Zealand.

BINDING TWINE—Has not changed in any respect from the position noted a week ago.

WIRE—Has dropped 5 per cent.

OILS, PAINTS AND COLORS.

United States prices on linseed oil are being met by native crushers, and importation is thereby checked. So far it has not amounted to much. Prices are unchanged at 62c. for raw and 65c. for boiled. Turpentine has eased off to 56c., but since the decline outside prices have taken a turn and the position now betokens firmness henceforth. White lead is unchanged at 5½c. All other lines are quiet. The paint and oil trade for July has been a better one than has been experienced in that month for years.

THE BRITISH LINSEED OIL MARKET.

(Tulloch & Co., London, England, Report.)

The market continues in a very depressed condition, and in the absence of any business, values are again weaker. Although the leading crushers continue to ask prices above market value, holders of second-hand parcels, bought on speculative account, continue to meet the decline, and there is at present no signs of any immediate recovery in values.

Linseed continues steady, but with less encouragement for crushing. Spot market continues slow. Supplies of Linseed, afloat, from Bombay and Calcutta to U. K. and Continent are as follows:

	1891.	1890.	1889.
Qrs.	80,577.	125,611	225,644.

Present values to buy are about as follows:
First Brands—July 22s.; July and Aug. 22s. 3d.; Sept. and Oct. 22s. 3d. Ordinary Brands—July, 21s. 6d. to 21s. 7½d.; July and Aug. 21s. 9d. to 22s.; Sept. and Oct. 22s.

GLASS.

The shortage in certain sizes with the impossibility of recruiting them for another month makes the prices firmer in the lines most in request. Quotations are unchanged.

OLD MATERIAL.

The market is unchanged. The following quotations bear repeating: No. 1 heavy scrap, 65 to 67½c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

There is some cutting going on in Canadian refined which is shaded from 16c. to 15c. for ten barrel lots. Other prices hold at former quotations. Business is very quiet.

The Petrolia Advertiser reports: Petroli crude \$1.34½ per bbl. Oil Springs crude \$1.34½ per bbl. Oil has taken a jump in price since the vote on the Budget was taken, and is firm at the above quotations. Refined remains unchanged.

HIDES, ETC.

HIDES—Are steady, last week's quotations holding, viz., 5c. for weights below calls, and 8½c. for others. Cured are featureless at 6c.

SKINS—Pelts are up to 40c., and lamb-skins to 50c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.25	\$4.70	\$4.40
" Net.....	3.79	4.19	3.92
Egg Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Stove Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Chestnut Gross....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01

CHEAP STOVES.

We were never in better position to supply, and customers may rely on getting every advantage of the market.

7 NEW LINES OF STOVES THIS SEASON.

Something new in nestable pipes, 50 in crate. Cheapest yet quoted. It will pay you to find what we have to offer before giving any orders.

We can supply repairs for the Crown Jewel Base Burner.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.



AMERICAN METAL MARKETS.

NEW YORK, Aug. 6, 1891.

Iron and steel, in one form or other, are passing into consumption at a fair rate, but there are no signs of greater freedom of action on the part of buyers, nor do the surrounding influences afford a great deal of encouragement. The idea is prevalent that the fall season will witness a turn for the better in those departments in which railway and other structural work is an important factor, but, up to the present time this belief is not strengthened by actual business or new inquiry. To the contrary, orders come along in a rather aggravating dilatory manner, and the fair business doing in certain other lines, such as agricultural implements and various small productions of foundries, fails to compensate for the stagnant state of affairs in the market for the heavy forms of finished productions. Values are held remarkably steady considering the trying experience of two or three months of positive dullness, there being no signs of weakness except on low grade pig iron and some few of the minor varieties of manufactured goods.

Some few of the most popular Pennsylvania brands of pig iron are still moved out at \$18 for No. 1 foundry and \$16.50 for No. 2 do, but others that do not enjoy as enviable reputation are slow at 50c. to \$1 per ton less. Good Southern brands are also holding their own fairly well, being quoted at prices equivalent to \$16.25 to \$17.25 for No. 1, \$15.50 to \$16 for No. 2 and \$15 to \$15.25 for No. 3. Grey forge is offered with some pressure, however, and is weak at \$14 to \$14.50, according to brand. On Bessemer a higher price than \$16 at furnace is exceptional at the moment, and sales are rather light. Charcoal iron varies between \$17.50 to \$18, Buffalo delivery, for Lake Superior, and \$18 at furnace for best Southern. Spiegeleisen, 20 per cent., is quoted at \$27.50 to \$28.50, and ferro manganese, 80 per cent., at \$63.50 to \$64.50, with little demand. For old material the demand is without improvement. Iron tee rails are quoted at \$20.50 to \$21, steel at \$17, and No. 1 wrought scrap at \$20 to \$20.50, f.o.b. cars at shipping port.

There is no visible improvement in the demand for steel rails, but prices are held firmly by the combination at \$30.75 to \$31 for tidewater delivery and \$30 at mill. Billets, slabs and rods are barely steady at last week's prices, and meet with limited sale. Some few lots of foreign rods are coming in, but these go chiefly on for

delivery on orders placed some time ago, and have little, if any, effect upon the market.

TIN—On pig tin there has been a further decline, due to inactivity on the part of buyers, and probability that upward of 2,500 tons will arrive here and in London before the end of the month. Speculation has been spiritless at the decline, and purchases for consumption are still on a very moderate scale. Ten ton lots were sold at \$20.05 to \$20.10 net cash, and at 20c. with seller's right to double. Smaller parcels went at 20 $\frac{1}{8}$ to 20 $\frac{1}{4}$ c. regular, out of store. London cables were £90 17s. 6d. for spot and £91 10s. for futures.

COPPER—In the market for ingot copper there has been no radical change. Home consumers are following the same extremely cautious policy that has prevailed for some time past, and export movement is confined chiefly to consignments and deliveries on old orders. Production continues on a large scale and supplies still accumulate despite the suspension of work latterly at the Anaconda mines. Lake Superior product may be quoted at 12 1-4 to 12 1-2c, and for common casting brands 11 3-4c is still named. Tuesday's London cables quoted merchant bars at £52 5s for spot and £52 15s for futures.

LEAD—Pig lead is not offered as freely as it was a week ago, and, while the demand continues spiritless prices are a shade firmer at 4.40 to 4.50c. Spelter is still quoted at 5.05 to 5.10c. for prime Western, with sellers firm but only a moderate business passing.

TIN PLATE—Tin plate is without further change as to price, and the market for the moment rather dull.

TO FOREIGN BUYERS.

The fact that pig lead produced in the United States is sold in Canada at \$3.60 to \$3.75 per hundred-weight has recently been the subject of some discussion in the columns of the Toronto trade journal, **HARDWARE**. The price of the same kind of lead in the same form in this city is \$4.40 per 100 pounds.

We invite the attention of the expounders of McKinleyism to this evidence that the protective producers of pig lead in this country sell lead in Canada at a price lower by 18 per cent. than the price which the people of the United States are required to pay. We re-

mind them, as we have reminded them before with respect to the prices of other protected goods when sold to foreign buyers, that they have been induced by designing and dishonest persons to declare that all such assertions concerning prices are "lies." "Infamous and outrageous falsehoods," were the words used by Senator Hiscock, if our memory serves us, and every McKinley journal, from one end of the country to the other, has used words like these in dealing with the same subject.

The tariff duty on pig lead is \$2 per hundred pounds. This was equivalent to 77 per cent. in 1890, and it gave the protected producers the home market. Now they take from the buyer in the home market \$4.40 per hundred pounds, and at the same time ask the foreign buyer in Canada to pay only \$3.60. This exported lead cannot be imported again profitably, for the duty would raise the price of it here to \$5.60.

We understand that the White Lead Trust, which controls 96 per cent. of the industry in the United States, sells white lead in Canada at a price much lower than the price which it requires buyers at home to pay. It is enabled to keep up the price at home by a tariff duty of \$3 per hundred pounds. We cannot expect that our high-tariff friends will try to explain these things, for even when we have copied from their own columns the plainest kind of evidence as to similar transactions they have simply repeated their original assertion that it was all "an infamous lie" told by "enemies of their country's industries." The Chicago Inter Ocean severely denounced the domestic manufacturers of cartridges for selling their goods in Canada at prices about 25 per cent. lower than the prices exacted at home, but when we ventured to remind our contemporary in Chicago that this was not strictly in accordance with the sweeping assertions it had been making, the Inter Ocean easily forgot all it had said about cartridges, and in a short time it was playing the same old tune about the "lies" of the opponents of McKinleyism concerning reduced prices to foreign buyers.—N. Y. Times.



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

THE TORTOISE AND THE HARE.

'Tis an old story which has been often and often repeated, says an exchange that it is not the first in the start of the race which wins, but the one who gets by the winning post before any of the others. Every one of our readers, no doubt, remembers the nursery legend of the Hare and the Tortoise. It may appear somewhat foolish on the face of it, but, nevertheless, it is having pertinent illustration in every day life. The hare is no doubt the fleetest and would, under ordinary circumstances, outstrip the tortoise, but the tortoise has got an indefatigable power for hard work when it starts out to accomplish a certain object, but there is just a possibility of it beating the hare. So far as everyday business is concerned we can recall to our mind many illustrations of the fact that the tortoise in business has many times outstripped the hare.

It is not where you start in life by which you are judged, but where you end. Shakespeare says, "All's well that ends well," and there is no better illustration to be found of this maxim than in the business and commercial world. We have in our mind two young men who about twelve years ago were in positions very wide apart, so far as remuneration and responsibility is concerned. One of them was earning in the neighborhood of \$1,000 a year, and the other was earning somewhere in the neighborhood of \$250, or about one-fourth. There was very little difference in their ages, and the young man who was earning \$1,000 a year looked down upon the \$250 cuss with a certain amount of contempt. Time passed on and about three years ago these same two individuals happened to meet in our presence. The gentleman with \$1,000 a year income was still earning \$1,000 a year and no more, but the disparaged individual, who formerly was struggling hard for his \$250, was earning \$6,000 a year. "All's well that ends well," and in this case as in many others, it was not the one who had the most advantages and opportunities who succeeded the best. If anyone had been told that the individual who was then earning \$250 a year, had the audacity to even aspire to \$6,000 a year, let alone to actually accomplish it, or to absolutely earn it, they would have been considered fit subjects for a lunatic asylum. While this case may appear to a very large extent a romantic one, such things are accomplished, or are in process of being accomplished every day in the year.

As an illustration of how easily money can be lost or rather wasted, we may mention that quite recently a very apt illustration came under our own personal notice. A young man of more than ordinary intelligence entered a business. It was new to him. He had very little experience in it and less cautiousness than he had knowledge of the trade in which he was engaged. He

took a place the rent of which would frighten an ordinary business man, fitted it up elaborately and expected great things, but was lamentably surprised when he found that customers did not walk in and buy his wares with a rush. The expenses were still continuing but the customers failed to realize. The result was that in less than six months he had sunk a round six thousand dollars in the business without the remotest possibility of ever getting it back again. His only assets were his fixtures and these put up by the hammer would not realize sufficient to pay the auctioneer. He attempted to be a hare in the race for business but he was many degrees below the slowest tortoise ever born. Young men commencing business should always remember the story of the hare and the tortoise. It would be serviceable to them as well as profitable. "All's well that ends well." Never mind the beginning but take good care of the finish; then you are all right.

LIFE BEHIND THE COUNTER.

Life behind the counter is a deceptive one. Thousands are attracted to it on account of its apparent ease. The farmer comes to town these hot days with a load of wood or a load of hay and after tramping about for an hour or two he disposes of it. After paying the horseshoer for the setting of a new shoe to replace the one lost off coming in, and a new neckyoke to replace the one he broke trying to back his load into an alley, he starts for home. As he jolts along over the cobble stones astride of his boom pole, covered with dust, and the muddy sweat dropping from the end of his nose, he occasionally passes a store. He peeps in under the heavy awning and catches a glimpse of the smiling face of the trader as he stands in the open doorway, in his nice clean white shirt sleeves with a pencil over his right ear and surrounded with a most temptingly display of goods. It looks so cool, cosy and pleasant that it reminds the farmer of an oasis in a desert, and he soliloquizes, "Now that Jones had only \$600 when he went into business. He worked Tom Brown's farm on shares and didn't know any more about the business than I do. My little farm is worth \$3,000, and yet I am compelled to keep my nose on the grindstone from morning till night and work like a confounded slave and be baked in the sun, smothered with dirt and dust, and be dubbed a dolt and a fool by every young upstart in town. I am subjected to all this simply for the sake of keeping soul and body together, while Jones, with a capital of only \$600, can live like a gentleman, wear fine clothes, smoke cigars, go to the theatre, live on top shelf and make money beside." And so the farmer goes home with a flea in his ear and resolves to sell his little farm and embark in the mercantile business and join the great army of men who live behind the counter. In my travels I come across many a man who had thus

been lured away from safe moorings and had become stranded on the rock of merchandising. We say life behind the counter is a deceptive one. The seeming ease that appears on the surface is a fraud and a delusion. No man who chooses a life behind a counter, for the sake of comfort and ease, and finds it, will ever succeed. It is a great mistake (and a very common one, too) to suppose that a man can dress up and sit down in an easy chair behind the counter and smoke and read and make money. Thousands have made this mistake to their sorrow, and thousands more are making it to-day, but will not make the discovery until it is too late.

When men learn the fact that a life behind the counter requires a careful preparation and that certain qualifications are absolutely necessary to insure success, then will fewer mistakes be made. No farmer is stupid enough to suppose for an instant that he could succeed at the bench, build a house or make a watch without some previous training, yet large numbers of them are just foolish enough to suppose that no special qualifications are necessary to conduct a successful mercantile business. Did you ever go behind the counter and look under? I shall never forget the first time I went behind the counter. I was a little fellow and lived on a farm. One day I was in the village store and the merchant, who was busy at the rear end of the store, sent me behind the counter for a box of old nails and the hatchet. I had always held a very exalted opinion of the counter. It was so nicely painted and finished and I had seen so much money pass over it and drop with a "chink" into some mysterious receptacle, and then the man who stood behind the counter was a very important personage in my childish estimation, and my highest ambition was to become a great man just like he was when I got to be a man. But when I looked under that counter and saw its skeleton, I was frightened. I saw its rough frame work braced in every direction with dusty old cob-webs. I saw the ruined remains of what had once been quite a collection of useful articles, and I was afraid to explore for the nail box for fear that I might discover the remains of some human being.

Since that early event in my life I have passed through many experiences, some of which have been bitter ones, and have learned a great many things. To-day, when I look under the counter, I see in my imagination the dust-covered bones of thousands of farmers, and mechanics, and young men with money but nothing else, who made the fatal mistake already referred to, and were sacrificed on the altar of ignorance and incompetency.—E. A. Owen in Michigan Trader.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

THE CONTRACT SYSTEM.

We hardly understand why a number of trade journalists are frothing at the mouth in their highly wrought indignation regarding "contract system." We will admit, at the start, the contract system may have its faults, but did it ever occur to these editors that a manufacturer has the right of having his own property rights recognized.

Say two men start in the manufacturing of plug tobacco. By care, attention, good judgment, push and advertising, they begin to thrive. Soon their tobacco begins to be actively called for. Why? Because the wholesaler has pushed its sale? No! But because of the two men's care, attention, good judgment, push and advertising.

Soon these two men find that people are trying to make capital or improve their own business by pushing the two men's plug—selling at cost—below cost—and then making their profit up on other goods. Have not these two men the right to protect what is their own, and to say to these wholesalers, who, by selling at or below cost, would deter scores of others from selling the tobacco. "Now, to protect ourselves, and in justice to the majority, we ask you to agree to sell our own property at the price we shall establish, or we cannot sell you what we have made entirely through our own care, attention, good judgment, push and advertising?"

Take away this contract system, which compels the cutter to make a profit, and protects the careful, legitimate wholesaler,

and in less than five years the largest plug tobacco manufacturers in the United States will lose 50 per cent. of the business they built up entirely through their own care, attention, good judgment, push and advertising.

We have followed this matter for many years, and we know the manufacturer is justified, by facts and figures, to protect himself against the jobber selling at cost.—Ex.

SAPOLIO Is a solid handsome cake of **SCOURING SOAP** Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to.

EMIL POLIWKA & Co.
36 Front st., East, Toronto, Ont.
Dominion Agents.



When writing to our advertiser please inclose the above.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.**-STORAGE-**

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,
TORONTO

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Now is the time to purchase your supply of the following. Our stock is complete and prices right.

Lightning Ice Cream Freezers; Dish Covers, Round and Oval, Blued and Tinned, Granite or Agate; Enamelled and Brass Preserving Kettles; Cherry Stoners, Apple and Peach Parers; Fruit Presses; Ice Picks and Tongs; also good stock of "Never Break" Kettles; Sauce and Fry Pans.

WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.

WHAT THE RUBBER TIRE HAS DONE.

The rubber tire first made the bicycle a possibility. Before it was invented there had been two-wheeled machines somewhat resembling in general construction the bicycle of to-day, but they were heavy, clumsy things little better than toys. The steel-tired velocipede was only a slight improvement on the old hobby-horse of 1840, which latter was propelled by the rider pushing against the pavement with his feet.

When, however, the rubber tire came out it revolutionized the entire trade. The man who invented it made a large fortune in royalties. Bicycles became the rage. Throughout the country the boys went wild as one man over them. Steel spokes were substituted for the clumsy wooden ones, spring saddles and frames were introduced, the bearings were improved and the bicycle began to compete with the horse in point of speed.

But the solid rubber tire, like the steel tire of the old velocipede, outlived its usefulness. Notwithstanding the improvements which had been made in the frame of the machine, the tire allowed of too much vibration to satisfy the manufacturers. The cushion tire made its appearance. There were many varieties of this tire, but they generally consisted of a thick tire with a hole in the middle. Some of the tires have five or six holes running through them, after the fashion of an electric cable. The air in the holes acts as a cushion and reduces considerably the vibration of the wheel while going over a rough road. Still the cushion tire is not perfect, although the best makes are very durable.

But the pneumatic tire is nearer to perfection than anything else can be. It gives the easiest motion to the rider and jars the delicate parts of the machine less than any other form of tire. On a bicycle with a pneumatic tire, one can ride over the roughest cobblestones with the same smoothness as over a billiard table.

The pneumatic tire is a hollow rubber belt from 2 to 2½ inches in diameter. It is inflated with air by a special process, and is attached to the machine in a different manner from the ordinary and cushion tires. The air in the tire acts as a cushion and reduces the vibration to a minimum. Besides, the action of the tire helps to propel the wheel.

The main objection to the pneumatic tire is that it is apt to burst if it receives a severe shock. The mere pressure of the weight of the machine and rider does not break it, but if the cyclist becomes so enthusiastic while riding over a smooth sidewalk that he forgets to dismount when he comes to a crossing curb, the jar is pretty apt to burst the tire.

A recent invention, however, does away with this difficulty by making the tire extra thick at the point that touches the ground, and also strengthening it still more by certain mysterious, patent-applied-for arrangements in its internal economy.—New York Sun.

ARMOR-PLATE TESTS.

A comparative armor test to ascertain the relative qualities of all-steel plates and nickel-steel plates for use in arming the protective decks of naval vessels has been had at the naval ordnance proving ground at Indian Head. The object of the test was to obtain data to be used in determining whether the protective deck of armored cruiser No. 2, the New York, being built by Cramp & Sons, should be made of ordinary tough steel plates or of nickel steel.

Two pairs of plates were tested. Those of all steel were furnished by Cramp & Sons, and were each 1¼ inches thick and had 80,000 pounds tensile strength. The nickel-steel plates were from Carnegie, Phipps & Co., of Pittsburgh, and had 92,000 and 102,000 pounds tensile strength. Each pair of plates was bolted to substantial live oak supports, one plate being placed directly on top of the other. This gave the all-steel target a thickness of 2½ inches and the nickel steel a thickness of 3 inches. The plates were inclined at an angle of 22° to the line of fire, that being the angle at which defective decks are inclined. The gun used was a 6-inch breech loading rifle, firing cast-iron ogival-headed projectiles weighted with sand to 100 pounds. Against the inclined armor, where the shoulder of the projectile strikes, instead of the point, these projectiles would have substantially as great an effect as an armor-piercing projectile. The striking velocity was fixed at 1515 feet per second, that being about the velocity at which a 6-inch shell fired with the service charge would strike at a range of 2,000 yards.

At the short range on the proving ground but 27½ pounds of powder were required to give that velocity. On the first day of the firing the all-steel plates were tested. The first shot was fired at a spot 26 inches from the right-hand edge. It struck the mark square, and bent the plates downward, forming a dish or depression elliptical in form, with its apex 3 inches below the normal surface of the plates, and with its longest axis in the direction of the line of fire. The surface of the plate in this depression was smooth and covered with copper from the rotating band of the projectile. There were no cracks and no bolts were broken. The projectile broke up, as did all the others fired during the trial, and the fragments were deflected onward through a backstop of heavy timbers, placed with a wrought-iron plate, and were stopped by a pile of sandbags built up behind this.

The second shot struck the target 26 inches from the top and 22 inches from the left edge, and was in effect an exact repetition of the first. The third shot was aimed at the centre of the plates, but an almost imperceptible error in pointing the gun was so magnified by the inclination of the plates that the shot was too high, and struck just between the two previous ones. This made

a row of three shots directly across the upper part of the plate, and subjected it to a very severe test. The two previous depressions were connected by this one, which bent the plates down to 7 inches below the normal, and the centre bolt, which was just ahead of the point of impact, was driven down through its hole. Both plates were cracked from the centre of their upper edge through the bolt hole, and in the upper plate the crack extended in a curve to the rear of the first point of impact.

The fourth shot struck at a point 21 inches from the bottom of the target and 19 inches from the right edge, and was in effect a repetition of the first two shots, as was also the fifth and last shot, which struck 21 inches from the bottom and 22 inches from the left edge. The target has stood the trial admirably, and, though cracked by the third shot, nothing had gone through it. The nickel plates were then put in place and were fired at. The first shot was at a point 28 inches from the top and 16 inches from the right edge, and it made a depression but 1 4-10 inches below the normal surface. The ridges formed on the surface of the plate by the mill scale were slightly smoothed and were polished and coated with copper by the force of the blow, but no other effect on the target was visible. The second shot was at a point 36 inches from the top and 17 inches from the left edge, and it made a depression 1 6-10 inches deep. The third struck in the exact centre of the plate, and was in effect an exact repetition of the first. The fourth struck 22 inches from the top and 18 inches from the right edge, and made a depression 1 9-10 inches below the normal, as did also the fifth, which struck 32 inches from the bottom and 14 inches from the left edge. The greater apparent depth of the depression caused by the last two shots was due to the fact that the plates were made longer than was expected, and there was no room under the target structure for putting nuts on the lower bolts, which were merely driven in, and allowed the bottom edge of the plates to curl. It is thought that the normal depression in both these instances was about 1 4-10 inches.

The wonderful toughness and strength of nickel steel was again demonstrated by this test, and making allowance for the extra thickness of the nickel-steel target, it showed decided superiority over the all steel, and it is highly probable that the result will be that nickel steel will be extensively used for protective deck plating. One point of interest in connection with the test was the low angle at which the shells were deflected, none of them rising to over 5° above the plane of the plate, indicating that if the armor were on board a ship the fragments would probably have been stopped in the coal bunkers.—Iron Age.

The neglect to look after minute details in the factory is a source of great loss to many producers.

SOMETHING FOR NOTHING.

A leading receiver of country produce who had lost the patronage of a leading steamship company which he had held for several years replied when asked in relation thereto: "Some one else wanted to furnish something for nothing. I get nothing for doing nothing, and, therefore, am just as well off. Ain't I?"

Our answer was yes. What is yours? If we judge by the record and results we find that there are thousands, yea, tens of thousands answering differently; they are engaged in furnishing something for nothing. They work supplying goods fourteen to eighteen hours per day, year in and year out, adding nothing to their capital and many trading the something with which they started business for nothing.

Another class distribute popular proprietary articles for nothing; others provisions or staple canned goods. Fortunately, we now and then meet a prosperous retailer who talks in this way: "I get 10 per cent. advance, and average a fair profit all around; we keep such an extensive line of goods that this is much easier to do than formerly." The one in mind has a very extensive business in two large cities and is a type of the successful trader in all cities.

The men who have made their mark in the retail trade are not those who have aimed at selling goods at very low prices; rather, those whose constant study has been high quality, variety and a complete service. With such a policy one can win against all competitors, irrespective of location or class of customers served.

In one of our large city markets is a man who has made a fortune selling butter and cheese. His stand is crowded from morn till night, in marked contrast to other nearby stands where customers are only seen occasionally. His inflexible rule has been to keep only the finest grade of butter cheese and eggs. The result has been a reputation for quality that is in itself worth a competency.

Another of our most successful retailers, who started fifty-one years ago with \$900, and to-day is a millionaire, said, when asked for the secret of his success: "Only one thing, Always reliable. Everything we sell must be of that character; there must be no deviation.

People are willing to pay for satisfactory service. It is akin to paying your tailor, or shoemaker for style and fit, or your doctor for his skill and experience.

Even the heathen prefer to pay for the gospel than have it free. Father Gavazzi, the Italian missionary, said the free distribution of Bibles was a mistake, because the poor argued that what was not worth paying for was not worth having, and so they lit their pipes with the tracts and Testaments that cost nothing, treasuring them, however, when they were obtained at some cost, no matter how slight.

People are always suspicious of the merchant who offers something for nothing, or next door to nothing. And they are right.

Customers know that it costs something to open a store, heat, light, superintendent and carry it on, and that they are expected to pay therefor, in addition to a fair price for the merchant's time, knowledge and service. The moment the seller announces goods at cost he challenges suspicion. Why then pursue the wretched policy of "giving something for nothing, when you can get nothing for doing nothing.—Ex.

DISASTROUS RESULTS OF OUTSIDE SPECULATIONS.

The recent failure of several large mercantile firms in a prominent New England city, says an exchange, some of which had been in business for over half a century, and the notable instance of the financial embarrassment of the leading banking house in Great Britain, leads to the inquiry if mercantile and financial concerns, like individuals, especially in this speculative era, have not a limit set to their existence. Certainly the disasters we have noted seem to warrant this belief. All these firms under their founders and their immediate successors were highly prosperous, but the conservative method of doing business which characterized their management of affairs seems of late years to have been changed for a policy of rash and hazardous speculation which brought its usual results. In several recent conspicuous instances where large mercantile firms have failed it has been due wholly to operations outside of their legitimate business, to which cause, aside from that of insufficient capital, is to be attributed, no doubt, the greater proportion of such casualties. This is quite as true of the small trader who becomes bankrupt, as of the merchant whose operations involve the investment of millions. The man who has made a success of the dry goods business, for instance, conceives the idea that this sphere of activity is too narrow for his remarkable abilities and that he has only to direct his attention to mines, petroleum, or stocks in order to increase his gains a hundred fold. To hide a light of such enormous candle power under a dry goods counter, he thinks, is a waste of time and energy, and the thought that Jay Gould once sold mouse-traps, and that Rockefeller formerly dealt out oil by the gallon haunts his imagination day and night. The placidity and modest gains of the dry goods business lose their charms, and our friend goes in for the fascinations of speculation or embarks in a line of business which he does not understand and for which he has no natural aptitude. After a career, the duration of which is limited to the extent of the capital he has accumulated by years of saving and self-denial, he joins the army of shorn lambs and ends his career, perhaps, in an insane asylum; takes to drink or degenerates into a seedy insolvent, who shuffles around town among his former business associates, and bores them with musty anecdotes which they have no time nor inclination to hear. This is no fancy sketch, but its truth can, we are sure, be vouched for by all our mercantile readers of any experience. Its moral is obvious.

ADVERTISING IN TRADE JOURNALS.

In contrast with the general announcement of seasonable goods and bargains, in the dailies, the advertisements in trade publications are recognized as of more vital interest to the readers, because they refer to their daily work.

One expects to find in the trade publications advertisements of leading houses, the announcement of new machines, appliances and supplies. A knowledge of these standard machines and supplies is of importance to every business man, therefore the advertising pages of trade publications are of special importance to the paper's clientage.

While the primary object of advertising is to make immediate sales, yet in many lines of manufacture this is not the only end to be gained. The standing advertisement in trade publications gives a familiarity to the production of the advertiser, which will undoubtedly secure business at some time.

"The man who advertises his business once or twice a year," says the Western Stationer, "naturally concludes that it does not pay him. The familiar name of his competitor, who runs a display advertisement the year round in half a dozen journals, becomes insensibly stamped upon the mind of the trade, and the volume of business, by a certain instinct, drifts to him, and the less enterprising man ceases to advertise even semi-occasionally, losing the small patronage he might otherwise command."

"The dealer does not throw aside the trade journal unread. He may not order a bill of goods from every number of the journal he receives, but when he does want to stock up, it is to the trade journal he goes for information as to who and what offers him the best inducements. The more humble the business the more efforts should be made to sell your goods. There is no firm so strong, so well known, that it cannot be benefitted by judicious advertising—advertising in a class journal representing its business."

The value of the publication also depends largely upon the degree of consideration which it receives. The attention of business concerns is especially called to the advertising pages in *HARDWARE*. This journal has received great attention from leading concerns in all parts of the country. Advertising rates will be furnished on application.

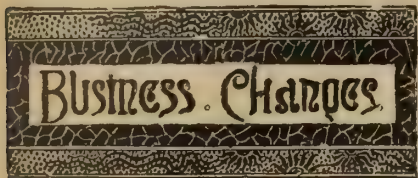
BROKERS

—AND—

COMMISSION MERCHANTS IN CANADA

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.



SALES MADE OR PENDING.

The stock in the estate of Wm. White & Co., Winnipeg, has been sold.

REMOVALS AND DEATHS.

Chas. Siefert, general merchant, Westchester, N. S., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Hyman Levius, general merchant, Waterville, Que., has assigned.

M. J. Woodward & Co., oil refiners, Petrolia, Ont., have assigned to John Fraser.

Miller & Co., warehouse and commission men Toronto, have assigned to Henry Barber.

Jules Goudron, wholesale and retail hardware dealer, Montreal, has assigned to Kent & Turcotte.

Thos. G. Somerville, general merchant, Fitzroy Harbor, Ont., has assigned to J. H. Gordon, Ottawa.

A REVIEW OF THE TIN PLATE TRADE.

It is possible—unless the history of the tariff legislation of the United States repeats itself—that the quantities of tin plates exported from this country during the first six months of the present year to that country will never be surpassed, at any rate in a comparative sense. It has been the endeavor of the British manufacturers that as much tin plate should be imported into the States as possible, previous to the operation of the prohibitive duty levied under the McKinley Act. There is not much likelihood of the recurrence of such an opportunity, considering the fact that the high tariff will remain until the internal demand of the United States is satisfied by the home production. We may, therefore, take it for granted that the tin plate trade of the United Kingdom—at any rate, so far as the United States are concerned—has reached the zenith of its power in the first half-year of 1891. At this special time a retrospective view of the industry may not be uninteresting.

The origin of the manufacture of tin plates has not found its way into the pages of written history. The only traces we have of its birth are that it was known to be existent in Germany previous to the beginning of the seventeenth century. Antiquity, however, reveals the knowledge, by certain discoveries, that tinned vessels were used so early as the days of Pliny (23 A.D.): The tin, most of which came from the Cornish mines, was transported by the Phœnicians to Southern Europe and the East, where it was utilized for the coating of iron and other purposes,

The process of tinning was, however, a much more tedious affair than is now in vogue, and therefore the supply was slow and restricted. Up to the first half of the seventeenth century the manufacture of this ware was confined principally to Germany, but in the reign of Louis XIV., under the supervision of the great Colbert, though it struggled on for only a few years.

About this time the English iron trade, then in its infancy, was suffering from the importations from Continental countries. The price of tin had greatly fallen to nearly half its original price, and the miners were in great distress. It was in the midst of this depressed state that the process of tinplate manufacture was instituted on the English soil, South Wales being the district chosen for its inception. Through the dishonesty of one, who had been granted a patent for its production, and who was totally unable to carry out the work, the industry languished and failed, and not again until 1720 was an endeavour made to reorganize the works. From this time onwards we find that great additions and improvements were made in the method of manufacture. Two of the most important epochs in the tinplate industry are the introduction of Siemens steel (1875) and the adaption of Bessemer steel (1886.)

An evidence of the great growth of this industry, when once fairly founded in England, is shown by the increase in the number of works erected for the purpose. In 1750 there were only four works in existence; 50 years later nine was the total at work. In 1850 there were thirty-four; in 1860, forty; in 1870, forty-nine; and in 1885 there were ninety-six.

As regards the production (in boxes) of tin plates themselves, the following figures will show the amount of progress that had been made, though, unfortunately, records of early out puts were not forthcoming (1=1,000):—

	Boxes.
1870	3,460
1875	2,952
1877	4,050
1879	4,250
1880	6,000
1882	5,944
1887	7,463
1889*	7,402
1890*	7,181

*Exports.

This table shows a marked and gradual increase in the quantities of tinplates manufactured in the United Kingdom, though some of these figures may be conjectural as far as real amounts go, no definite returns

being made, but a fairly correct idea as to the growth of the industry may be gained from the exports, which have been as under:

	Tons.
1872	118,000
1875	138,000
1880	218,000
1882	265,000
1887	365,000
1889	431,000
1890	419,000

whilst for the first half of 1891 the exportations have reached the unprecedented figure of 306,206 tons, out of which total the United States have been the recipients of 263,225 tons. This, as an average for the year, which is an improbable one, would bring our exports of tinplates to the large figure of over 600,000 tons. This industry is one which has always relied for existence and development chiefly upon the requirements of foreign countries amongst which the United States has ever been the greatest customer, and which has increased from the receipts of 87,000 tons in 1872 to 337,000 tons in 1889, and 318,000 tons in 1890.—Colliery Guardian.

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."
—JOSEPH BILLINGS.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION \$1
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J.B. McLEAN CO. (LTD.) PUBLISHERS.

SILVER PLATED WARE
STAMPED
IS THOROUGHLY RELIABLE

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,
Front St. E. Toronto.

STORAGE

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St., MONTREAL. 18 Front St. West, TORONTO.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.
PETROLIA, - ONTARIO.

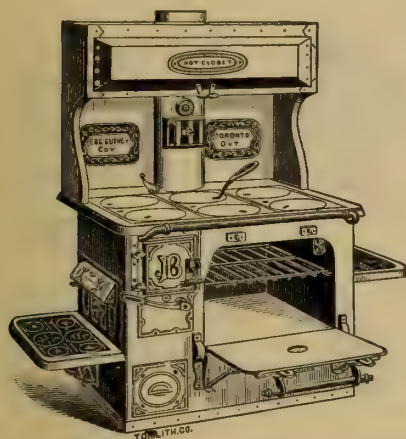
It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

BRUSHES

—FOR—

Painters' and Artists'

Household,

Toilet and

Stable use.

All lines guaranteed first-class workmanship and quality as represented.

Illustrated Price List sent on application.

CHAS. BOECKH & SONS,

MANUFACTURERS,

OFFICES AND WAREHOUSES: 80 York St.

FACTORIES: 158 to 168 Adelaide St. W.

TORONTO.

F. E. DIXON & CO.,
MANUFACTURERS OF

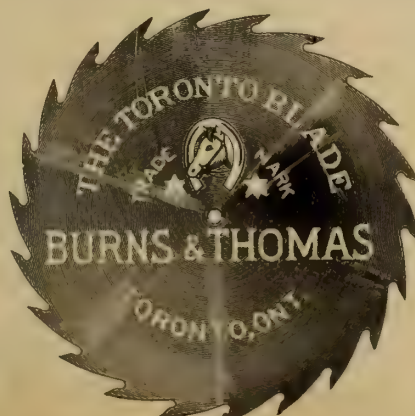
UNION TANNED
STAR RIVET

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.



SAWS CIRCULAR, Shingle, Re sawing
Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE
HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,

CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:
McGill, Wellington, Grey Nun and Youville sts.
MONTREAL.

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10.
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Axl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " 7 25 8 00

Axl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axl Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 pc. cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Gilmour's, 47½ to 50 per cent

Expansive.

Clark's, 15 per cent.

Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascot " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per
cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's. 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City " 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 5 00 4 25

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 per
cent

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bisell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanea " 1 10

Chalk.

Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red " 0 05 0 06
Crayon, per gross. 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz. 16 00 51 50

P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis 20 to 33½ p.c.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70
Petroleum, per doz 4 50 6 50

Files.

Kearney & Foot's discount Am. List,
50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis.
Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foot's dis
Am list, 50 pc. 50 p.c. to 50 and 5 p.c.

Horse Rasps, dis. 45 p.c. Amer } Hellers
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star. Double Diamond

Per 50 ft. 100 ft. Per 50 ft. 100 ft.

16 to 25 1.45 2.80 2.15

26 to 40 1.55 3.00 2.45

41 to 50 3.40 5.30

51 to 60 3.70 5.80

61 to 70 4.00 6.30

71 to 80 4.20 7.40

81 to 85 4.50 8.40

86 to 90 5.40 10.00

91 to 95 11.50

96 to 100 13.65

Pilkington.

Ordinary
1st break 33 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 6 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 30 per cent. to 35 p.c.

Hoe.

C. & B., discount 30 per cent. to 35 p.c.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb. 0 42 0 05

Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets.

Screw, Eureka 1 13 1 80

Gate, Clark's 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per
cent.

Planter doz 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz 0 50 1 10

Clothes Line, " 0 27 0 63

Harness, " 0 72 0 88

Hat and Coat, per gross. 1 00 3 00

Chandelier, per doz 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 17½, 20 p.c. off Canadian list.

BINDER TWINE

ALL KINDS.

Composite Silver, Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000, " 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg 3 60 3 75

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper, " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross. 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " 6 00 9 00

Lava, " 8 75 10 00

Shutter, porcelain, F. &
L. screw, per gross. \$1 30 4 00

Ladies.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " 1 87 3 85

King, wood, " 2 75 2 90

" glass, " 4 00 4 50

All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to
33½ per cent.

Patiock.

English and Am. per doz 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vitæ, " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Gutter.

Enterprise, dis. per cent 20 25

Canadian, 37½ to 40 per cent.

Home, each 42 2 35

Mining Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.

Cut, 3 in. and upwards, 2 30

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American, 1 85 3 50

Nail Sets.

Square, round and octa-
gon 3 38 4 00

Diamond, " 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " 0 18 0 18

Canada W.W. " 0 20

American W.W. " 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter, " 2 25 3 60

Picks.

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis. 45 to 50 per
cent.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels.

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz. 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " 22 33

Screw 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz. 1 00 1 85

Conductors' " 9 00 15 00

Tinner's solid, per set. 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 34

Sliding Door, " 34 34

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Stropps.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis
Iron " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb.

7-16 in. and larger 5 12

¾, 5-16, ¾ in. 9½ 12½

3-16 in. 10 13

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute " 08 08½

Rules.

Boxwood, dis. 75 to 10 to 80 p.c.

Ivory, dis. 37½ to 40 per cent.

Sad Irons.

Mrs. Potts, per set 0 85 0 90

" N. P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c.

Emery, per quire 55 90

Sash Cord.

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 24 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50

Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" K. H. " 72½ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz 3 25 4 00

Bench iron per doz 4 25 5 75

Scythes.

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Ætna, dis. 75 @ to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves.

Sliding Door, per set ... 77 1 40

Shot.

Canadian, dis. 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent

Sieves.

Wood Rim, black, p. doz 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap.

Sapolia ½ gross boxes 3 25

½ and ¼ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons, per gross 7 50 12 00

Dessert " 21 00

Table " 30 00 30 00

Dessert Forks, " 24 00

Medium " 27 00

Table " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 15 50

Hindostan, per lb 0 06

Slips, per lb 9

Labrador, per lb 0 13

Axe, " 0 15

Turkey " 0 50

Arkansas " 1 50

Water-of-Ayr " 0 10

Scythe, per gross 3 50 5 00

Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimp, blue, dis. 35 p.c.

" tinned, dis. 45 p.c.

Swedes' iron, blue or tinned, dis. 42½ p.c.

Upholsterers' " dis. 42½ p.c.

C

HARDWARE

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,
6 Wellington St. W., Toronto.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

SEND

For our Fifth Edition

HOW TO SELECT, LAY and PAINT

A TIN ROOF

SENT FREE OF COST.

MERCHANT & CO.,

PHILADELPHIA.
NEW YORK.

CHICAGO.
KANSAS CITY.

ASK FOR and see that you get "Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

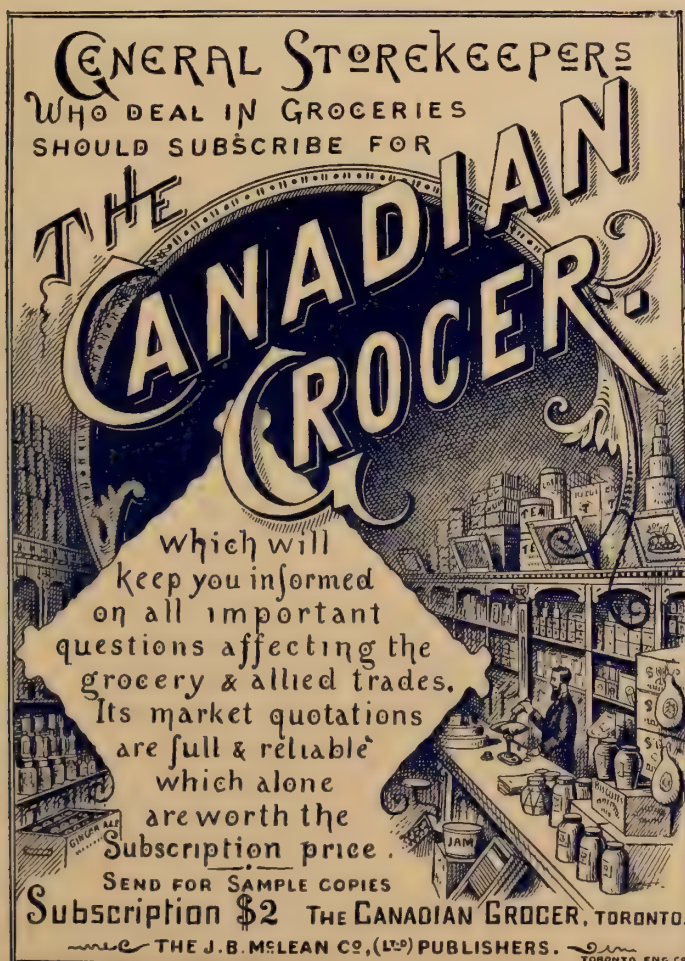
GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will keep you informed on all important questions affecting the grocery & allied trades. Its market quotations are full & reliable which alone are worth the Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS. TORONTO ENG. CO.



TORONTO CO. ENGRAVING

53 KING STREET W.
ENTRANCE ON BAY ST.

EXTS FOR ALL
ILLUSTRATIVE
PURPOSES.

FIRST CLASS WORK • MODERATE PRICES

OVER 100 PROCESSES:
WOOD ENGRAVING
PHOTO ENGRAVING
ZINC ENGRAVING
HALF TONE
WAX ENGRAVING
DESIGNING

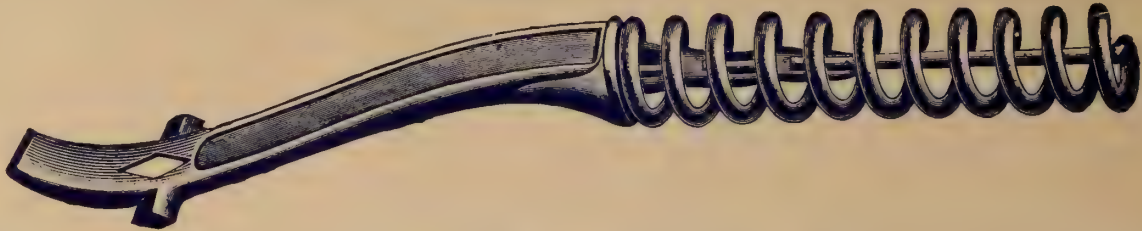
F. BRIDGEN MGR



USE
SPOONERS
BOX-METAL
COPPERINE
FOR SAW MILLS
AND CIRCULAR
SAWS.

PLANING
MILLS
AND
FINE SOLID
HEAVY WORK
MAKES
OLD MACHINERY
GOOD AS NEW.
ALL SELL IT.
PERFECTION
THIS WORLD, IN
PATENTED.





Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

DEALERS SHOULD STOCK UP WITH

DOMINION Ammunition —AND— "TRAP" Shot Shells.

HEY ARE NOW IN GREAT DEMAND BECAUSE OF
THEIR SUPERIORITY.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.
H. D. WARREN, Pres. and Treas. CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

AUG. 15, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

Machinists' Tools

Twist Drills,

Emery Wheels,

Taps and Dies,

CHUCKS, REAMERS, &c., &c.

RICE LEWIS & SON

LIMITED.

General

HARDWARE

Merchants.

TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec.-Treas.

F. SCHOLDS, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

Forsyth (Boston
Belting Co'y)

Patent Seamless
Rubber Belting

For the Dominion of Canada



-: Superior Quality Rubber Goods. -:

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET,
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, AUGUST 15, 1891

No. 33

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clémes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

SHOP FRONTS DURING THE EXHIBITION.

Toronto's Industrial Exhibition for 1891 will soon be here, with its galaxy of attractions and its throng of people. Of what proportion of the latter can it be said that there is method in their sight-seeing? Probably a rather small one. The majority see much, but observe little. It is rather big an undertaking for anybody to give every exhibit its due amount of attention and study within the time and amid the hurly-burly of the Exhibition. Each visitor is supposed to have a special interest in certain things, and it is better that it should be indulged than that an attempt should be made to comprehend the whole thing. For those of a reflecting turn of mind all the Exhibition will not be within the Association's grounds. There will be spectacles outside of the grounds, for which now and then the observer will have a stronger affinity than for sights within the Exhibition walls. For, the shops of the city are then on parade, and their fronts will deserve more and will attract more than a passing glance.

The object lessons in window-dressing, display and neatness of effect will be numerous and instructive to him who has eyes to see. The hardware stores will be a part of the Exhibition that visiting hardware dealers should inspect. They will be at their best, and the effect of the beautiful appearance they are sure to have ought to be analyzed by every principal and salesman who represents an outside hardware store.

Why are these stores made to look so attractive? It is not that they may elicit the admiration of other hardware men. It is to make business. Extraordinary pains are taken, great expense is incurred, taste and inventiveness are taxed, all for the purpose of producing an effect that will arrest the eye of people who are eligible or disposed to buy. One year follows another into the past, and yet there is no relaxing of the efforts to make the shops attractive for the Exhibition. On the contrary, the stimulus seems to increase. This appreciation, by sharp, experienced and economical business men, of the great value of a fine appearance to a store, is one of the best evidences that window-dressing and stock-displaying pay. No casual passer-by, no matter how devoid of taste in his own personal get-up, will elect to go into a hardware store that has an ordinary every-day look about it, while some bright vision of window-dressing art beckons to him from the other side of the street. And if hardware stores draw more custom by their array during the exhibition in Toronto, they will do so at any time and in any place. All times and places do not call for signal efforts to make the shop beautiful, but there is no time nor place which exempt a dealer from the duty of taking reasonable pains to have his shop attractive.

BOG IRON ORE.

This ore furnishes the raw material from which our Canadian charcoal iron is produced. It has been worked in Canada from old French colonial days, when the Jesuits erected a furnace in the district back of Three Rivers, Que., which turned out a small quantity of charcoal iron for use in the colony. The ore is a mixture of brown hematite and phosphate of iron occurring in marshy districts of recent formation, there being several deposits of it in different sections of the St. Lawrence valley, the best known being those in the vicinity of Three

Rivers, Drummondville, on the south shore, and again in the county of Vaudreuil, from which district recently the Drummondville works have been drawing the major portion of their supplies. There are other deposits, in fact bog ore may be said to exist all over the province of Quebec, adjacent to the St. Lawrence, where the ground is low and marshy, as anyone who cares to take out a mining compass and watch the deflection of its needle will attest.

The present production from this ore is in the vicinity of 6,000 to 8,000 tons at the very outside, and the question as to whether it is susceptible to much further development is a matter of controversy. In fact there are difficulties. When a pocket becomes exhausted it takes nine years before it can be worked again, and this means a constant hunting around for ore, which is difficult in itself. This is the case with the establishments at Radnor and at Drummondville. At the former the ore in the marsh is practically worked out and it is under consideration to drain the lake adjacent to the works, as it is known that deposits exist in its bed. The same remarks apply to Drummondville, where the firm are drawing their supplies, as we have said, from Vaudreuil.

Then, in addition to the question of ore, there is the matter of fuel, for charcoal is not an elastic commodity as to its future supply, for it is contracting. On the whole, summing it up carefully, there are large sized difficulties which make it unlikely that the production of iron from this ore will ever assume extensive proportions.

TENDENCY OF IRON.

It is just the lull now in the iron trade previous to the opening of negotiations on account of fall shipment, and so far there is nothing actually to note in this connection as affording any indication of fall prospects. In the ordinary course of events there ought to be a good healthy movement in Canada for undeniable reasons. The supplies throughout the country are small, for at no period during the summer did any buyer operate ahead sufficiently to accumulate any

considerable stock, while the lots in store in Montreal are generally admitted to be less than they were last year. It seems natural to suppose therefore, considering the otherwise favorable conditions of the country, that buyers will be wanting some iron this fall, while another reason that should induce them to fill their wants is low values.

Right in this connection, though, there is a possibility that buyers will be inclined to hold off in the expectation of better terms, for the feeling at primary markets at present is dull and easy, and prices on Scotch pig at least tend in buyers' favor, while the same remarks apply to Cleveland iron. Pig iron warrant speculation, too, has been exceedingly dull, and the shipping demand for iron is restricted. Such conditions do not infer that any firmness is anticipated in the immediate future, while in allied lines more marked easiness is shown. Hematites still show a declining tendency, and the steel trade generally in Great Britain is in a depressed condition. With these conditions in view it does not seem likely that we will see any change in prices of an upward nature, but rather the reverse.

Statistically the position is favorable. Stocks of Scotch pig in canals and Glasgow stores on the 31st of July, 1891, were 504,952 tons, against 507,656 tons for the previous week, and 687,570 tons for the same week in 1890. This is a decrease of 182,618 tons for the present year. Stocks of Cleveland iron on the 31st were 154,005 tons, against 152,055 tons for the previous week, and 93,002 tons for the same week in 1890, or an increase of 61,003 tons. Stocks of hematite on the same date were 139,207 tons, against 138,207 for the previous week, and 260,525 for the same week in 1890, a decrease of 121,318 tons for the present year.

The shipments show a much restricted movement this year as compared with last. Of Scotch pig and shipments from Scotland from the 1st June the 25th July, 1891, were 146,999 tons, against 273,378 tons in 1890, or a decrease of 126,379 tons for the present year. From Middlesboro the figures to the end of July 493,737 tons, against 443,632 in 1890, an increase of 50,105 tons and of Cumberland hematite 266,971 tons against 293,654 in 1890, or a decrease of 26,683 tons for 1891.

CAPABLE STORE HELP.

The merchant who has good store help ought to congratulate himself, for in that he possesses a most powerful auxiliary for the doing of a successful business. The instances are numerous enough where men in trade have made money in spite of their own business incapacity, and because of the fidelity and capability of employes. There are a great many men to-day in the forefront of commerce who laid the foundations of their eminence in the conscientious discharge of their duty to others in whose service they

were. We know of stores which do what may truly be termed a clerk-made business. There is no denying the fact that the part the clerk can play in building up an enduring trade for his employer is a very large one. It is according to the extent to which a clerk is instrumental in enlarging or confirming the scope of the business his employer does, that his rating as a good, indifferent or bad shop assistant should be. By that test he should stand or fall.

But in these times the maximum benefit is rarely got out of clerk service. There is less to assist the enthusiasm and loyalty of clerks in their employers' interests, to develop their business powers or to select the fittest men for the calling. Undoubtedly there is to-day behind the counters of Canadian stores a large number of shop salesmen who are the peers of the very best, but these are the exceptions. There is another but much larger number of clerks who are not the fully equipped men they should be, and not by any means the men they would have been were they employed in similar positions some years ago or in old country stores. There is too little in life behind the counter to induce the best raw material to take to it on a very large scale nowadays. There are young men now engaged as street car drivers who left the ranks of salesmen to accept that position. And they were not driven out by better men. Their places were taken by worse men, if willingness to accept lower pay be taken as an acknowledgment of inferiority. The men who left the stores to become street car drivers did so because they could make more money as street car drivers. They are good drivers as they would have been good clerks.

The shop salesman is becoming, like many another of the best adjuncts of sound business, a sacrifice to the spirit of competition by which trade is possessed. Profits are little more than nominal, adulterated and inferior goods are eagerly taken up, every device whereby prices can be let down is studied. Business is increased, the labor of the shop assistant increases in direct proportion, while his rate of pay declines from the standard of sounder times accordingly. Small pay cannot purchase a high quality of service. Boys and girls consequently have to be taken to fill places that men experienced in business and skilled in human nature ought to occupy. And when these boys become men, when they ought to be ready trained shop hands, they usually betake themselves to some other occupation where their service will find better pay. Manual labor, though less, attractive is usually more remunerative, and several take to it in preference to salesmanship.

The clerk is not only underpaid, but he is not nowadays trained in so healthy a school as he was years ago. His calling is a less dignified one, and for the reason that the whole bent of his training is to perfect him in the one art of persuading customers to believe in the incomparable cheapness of his

prices. He has to make prices appear lower than those of others, rather than to know how to gain a customer's confidence and attach trade for future years. This does not tend to bring out his best parts as a business man any more than the meagre pay he receives tends to bring the best men into the work. The solid, personal qualities and business practices that are guarantees of genuineness and fair-dealing are the valuable elements in a clerk, and the ones it pays to give a good salary to keep. Brains, integrity, experience, tact and industry have still a market, even if the salesroom does not afford it, and to that market the best material will take itself. There are merchants who pay good salaries, and their wisdom is approved by its results.

The retail dealers cry out against the wholesale dealers that the latter are so hedging themselves round that retailers have no chance to make their way into wholesale circles. The clerks have at least equal reason for exclaiming against the retailers that the latter are placing all the obstacles they can in the way of the clerks becoming master-traders. And if the ranks of the master-traders are not to be recruited from the ranks of the clerks, whence are they to be recruited? Are the farms and workshops to be the training schools of the merchants who are to succeed our present storekeepers? One reason why trade has got into its present unsatisfactory state is that too many traders have not had the benefit of a good training as clerks. Let the clerks be well paid and they will make ample return. They can easily be made one of the strongest mainstays of business. It is conceivable that clerks should organize upon the cardinal principle not to work for price-cutting employers. It would be a good way to establish a fund in retailers' profits for the adequate payment for employees' services.

CURIOSITIES OF IRON.

Add carbon to pure iron and it becomes steel. Add a hydrocarbon to iron and steel itself becomes so extensively modified that its properties are not recognizable. Thus steel may be as soft as pure iron. Add hydrogen, in varying quantity, and it has the quality of resilience, as in the watch spring, or in the quality of tenacity, as in the knife or razor, or may be given nearly the hardness of a diamond, as in a file. With steel at a low temperature, from 405° to 450° Fahr., edge tools are produced, the color in the yellow shades; from 500° to 525° various sorts of springs are produced, color blue; while by heating iron to whiteness and plunging it into water, which is mainly composed of hydrogen, files are produced or forms even harder.—[Journal of Useful Inventions.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller

OUR LONDON LETTER.

LONDON, July 30, 1891.

FACTS ABOUT THE TIN PLATE QUESTION.

I notice that the tin plate question is receiving much attention at the hands of your readers, due no doubt to the excellent articles which have appeared on that subject in your recent issues. Being connected with manufacturing concerns all over the United Kingdom, I may be able to throw some light on the present rivalry of the United States. In the first place our exports thence have increased as follows:—

6 months ended June, 1890.	
139,027 tons.	£2,088,158.
6 months ended June, 1891.	
263,225 tons.	£4,368,088.

The act came into force, so far as tin plates were concerned, on July 1st last. Up to within eight or nine days of that date the heavy shipments continued. Last week, the clearances of tin plates from Swansea fell to 640 tons, the lowest on record, as against 4,000 tons in the corresponding week of 1890. These few figures show in a practical way the real effect of this clause on Britain's tin plate industry. But the question of questions is, "What is the future of the trade likely to be in England?" and, "Will the States be able to compete favorably with the United Kingdom?" Any one who understands the question will answer, at once, that it will be a long time before America can supply all its own wants; but it cannot be denied that it is prepared to enter on the struggle to control British supremacy. It is bound to contribute a proportion of tin plates to the home market or else the new duty will be removed. America can easily supply the capital; there is no question as to plant; while thousands of skilled workmen can be obtained from our works. If the States have the will to begin there is no reason why they should not succeed. That they are prepared to fight this question will be seen from the following facts, absolutely impartial and disinterested. The British Consul at Chicago advised our Government, on April 17th last, that "tin plate manufacturing will soon be fairly started in Chicago as one of its many industries . . . and within three or four years plates will be made greatly cheaper than those now imported from England and entirely of American material, and with American labor. It is confidently believed that the appliance of new processes invented, everything being done by machinery, will lower the cost of production to a point which will in a few years remove any fear of competition, and entirely exclude imported plate. Now, that is the frank opinion of an eye witness who would, if possible, have made out a bad case against United States makers of plates. The tin mines in the Black Hills and other districts should provide at least a proportion of this material. Even if the States had to im-

port all the tin required that would not present an insuperable difficulty. We ourselves import large quantities from the East Indies and Australia; and the supply from the Cornish mines is exported, to a considerable extent, in the form of block tin, the imported tin being thought to answer the purpose better for coating tin plates. Intelligent Americans say: "If Great Britain can make tin plates with imported tin we can certainly do the same." The United States Government is undoubtedly determined to assist American tin plate makers to the fullest extent, and it has just decided that, under present conditions, skilled tin plate laborers will be allowed to enter the States under contract without being guilty of violating the Contract Labor Law. The mere stoppage, for one continuous month, of 44 out of about 99 works, and a further stoppage of 26 works for a similar period, but spread over a longer interval, making a total reduction in the output of about 800,000 boxes, is indeed a make-shift arrangement to keep up prices. The question of keeping up prices is of secondary importance to the vital point—namely, How can English exporters produce at a cheaper rate? British tin plate makers are heaping blunder upon blunder. Closing their works means a loss to the 25,000 workmen of £130,000, who of course bitterly resent this, and it is more than likely that they will refuse to go in again at the old rates of pay. There exists the maximum amount of ill-feeling between the wasters and the men. It is not a question of keeping of prices, but of keeping down the cost of production, and yet these employers are doing their level best to drive the men to America, or else cause them to strike for an advance. I am fully aware that U. S. capitalists will be shy of risking very much money in the industry, until the permanent retention of the duty (from 1c. per lb. to 2½c.) is assured. Briefly, if America goes into this trade earnestly, it will succeed—moderately, but steadily; in the meantime English makers should adopt new methods for production and better plant, whereby production may be increased and cost reduced. Juggling with prices is pure insanity.

GOODS WANTED IN NEW ORLEANS.

I learn from a trustworthy source that there is a good opening in New Orleans for tinned sheet iron household utensils. "Agate" ware is in much demand, also sheet and white iron goods, tinned and plain, varnished, polished and painted iron utensils. A reduction of about 40 per cent. is allowed by New Orleans merchants to customers on this ware, which, together with "granite" ware has practically driven enamelled articles from this market. A 2 per cent. discount is allowed for cash down on sales effected, or otherwise payment for sales at two months' date.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

WHY CO-OPERATIVE STORES FAIL HERE.

Distributive co-operation has been, perhaps, brought before the public most prominently through the success of the so-called co-operative stores in England, says B. F. Thurber in the July North American Review, but such stores, strange to say in this country have not been a success, although other forms of co-operation here have succeeded admirably. The reason, however, is probably found in the different conditions. In England the retail trade had grown into a system of long credits. Many landed proprietors and others received their incomes only at long intervals, and this led retail merchants into the habit of selling a large portion of their trade on long time, which inevitably resulted in considerable losses from bad debts; so the dealers had to raise their margins of profit upon all their customers to a point which would still leave a living. This was virtually making the cash-paying customer support the customer who did not pay at all; and when this abuse became extended the persons with fixed incomes who paid their debts naturally objected, and the result was the formation of societies for co-operative distribution on an economical cash basis.

THE MAN BEHIND THE COUNTER.

This individual has it in his power to create or destroy trade, and it is for that reason why every employer should exercise the closest scrutiny as to the character of those they employ, particularly as to the temperament and disposition of employees. A man may be an early riser, attentive to business, industrious and sober, and yet a most undesirable salesman. One of the most important matters to be taken into consideration when employing a salesman, is whether or not he is good natured and obliging. If he lacks these two very essential qualifications, then he lacks the principal ingredients that go to make up a successful salesman. The disobliging sour-faced and ill-natured clerk will wreck any business, if he is employed long enough; and all the advertising in the world will not help matters. If there is one thing more than another that irritates and annoys, it is to be waited upon by an ill-natured clerk. One such experience is enough for the average person, when they invariably go elsewhere for supplies. The majority of persons will never say anything or make any complaint, but they transfer their patronage elsewhere just the same. This is usually a very effective remedy, and a satisfactory one. This is forcibly illustrated with the traveling salesman, who will always give a hotel the "go-by," if not "boy-cott" it, and all on account of a surly, impertinent specimen of humanity behind the hotel desk as an excuse for a clerk. It is a safe plan to always avoid the disobliging clerk, to the extent of withdrawing one's patronage from the store where he is employed. Anyone who would knowingly employ or retain in his employ one of those miserable creatures, is not deserving of success.—Grocers' Monthly Review.

A DUTY ON TERNE PLATES.

The customs authorities have taken importers of tin and terne plate by surprise, by issuing an order to collectors to impose a duty of 12½ per cent. upon the latter description of plates. Everywhere else terne plate is regarded as a description of tin plate and is admitted upon the same tariff terms always in the United States. But our customs authorities maintain that terne plate cannot be classified as tin plate, and, like the latter come in duty-free. Consequently the heavy duty of 12½ per cent. is imposed. There is the strongest disapproval of this on the part of the trade, who feel that an injustice is done them, by the distinction which rests on no essential difference between tin plate and terne plate.

MONTREAL NOTES.

Mr. Macdonald, of the late firm of Macdonald & DeCarle, Brockville, Ont., was in town for a few days visiting the principal hardware houses with a view to getting "on the road."

Late advices from Mr. Harry Newman, of the firm of Crathern & Caverhill, say that he is still touring on the Continent, but expects to return thoroughly rejuvenated for the fall trade.

Mr. Andrew A. Brown, Montreal, manager for the McClary Mfg. Co., is at present down by the "Sounding Sea" visiting the principal towns in the Maritime Provinces, combining business with pleasure.

Mr. Robert Munro, of the firm of Fergusson, Alexander & Co., Montreal, has taken a run over to Glasgow, Scotland, leaving the business in charge of Mr. W. H. Evans. All the travelers for this firm are taking their annual summer vacation, but Messrs. Fergusson, Alexander & Co. report that they are not losing by this arrangement, as they are experiencing a steady and gratuitous flow of letter orders.

THE MAN WITH THE BOYS.

"Your Uncle Solomon" in the *Grocers' Monthly Review*, offers the following advice to "the boys": Be patient and industrious, and, above all things, do not become possessed with the idea that your employer cannot get along without your services. This is a mistake, and oftentimes a fatal one, that is made by many who are otherwise good salesmen. None of us know it all, and there are none of us whose services are so valuable but that we could be dispensed with, and upon short notice, too. Did you ever, gentle reader, cast a pebble into the placid waters of a mill stream? If so, then you may have noticed that the pebble at once disappears from sight, without so much as disturbing the smooth surface of the water. A circle or two may be effected, but it is all over almost immediately. Where's your

pebble? It is at the bottom of the stream, unnoticed and forgotten. It is out of sight, out of mind here. And so it will be with you when you get to that point where you imagine you are a bigger man than the boss, and that he cannot get along without you. He can get along without you, and with a double quick motion. So, therefore, it behooves you to go slowly and mind your p's and q's.

A successful salesman must necessarily know a good deal, but he does not want to know too much. Such a large fund of knowledge as the latter usually proves fatal, and the disease is very rapid in its progress. Concede that your employer, if only for the sake of making things pleasant, knows more than you do. It is a little thing, but it counts, for it is apt to please your employer and inspire within him a bit of confidence in your discriminating sense and acumen.

Next, obey orders, especially when those orders are mandatory and allow of no discretion on your part. Do as you are told to do; the boss is guiding the canoe, not you. You are only one of the paddles, not even the hull; the boat will float and get along even though one of the paddles runs foul or gets lost. That's you.

The next thing in order is—understand your business well and thoroughly, and talk business during working hours only. Get plenty of sleep, and have lots of fun, but let them come in the following order: sleep, business and then fun.

Don't get drunk, and don't abuse your stomach with mean liquor. If you feel that you must have a drink, take one, but let it be the proper stuff, and take as little as you can. A little liquor goes a long way with the right kind of a salesman. You are better off without it.

Don't treat your customers with the view of making a sale. The man who must be treated in order to get his business is not worth having as a customer. And besides, you are ruining your stomach and destroying your digestion, which is a pretty poor piece of business in itself.

Don't swear. You will find that a good many of your customers or contemplated customers are churchmen, and they do not take kindly to oaths. If you find that you must swear, then wait until you get back to the hotel, and if the steak is bad, you are at liberty to let go at the cook. But it is better not to swear at all. It is just so much steam wasted in a bad cause.

Mind the expense account. The boss foots the bills, of course, and it is awful clever of him to do it, and never say much if anything about it. But then, maybe the boss is thinking, and it is not always a safe investment to bet money on what the boss is thinking about. You are liable to get fooled some day. Better keep down the expense account so that you will always have such a nice boss. The boss will appreciate t.

Never run down your competitor's goods. That's bad business, young man, and it is not going to help the sale of your own merchandise. Praise your own goods, and mind your own business. Stick a pin in this, and make a note of it.

Tell the truth, and tell the liars to go to the D—. But then, they'll get there without your telling them.

Don't oil your hair, and keep your nails clean. These are sure signs of a gentleman.

Never boast of how wicked you have been, for you might have a relapse.

Smoke not cigarettes, if you would be known as a man of brains. Young men with brains don't smoke cigarettes.

Don't use cologne. This is bad form, and it often raises a bad smell.

You should not get yourself up too pretty. Somebody might steal you. "Neat, but not gaudy," as the monkey said when he painted his tail sky blue. Blue may be a good color for a cravat, but it would hardly do to decorate a "biled shirt" with. Avoid loud colors, and don't eat onions.

Do not expectorate on the floor and expect your host to wipe it up and call you a gentleman.

If you should be so unfortunate as to have "hocked" your jewelry for the sake of a little loan, don't, in a fit of absent-mindedness, pull out one of these tickets in place of a business card. Such a little thing as this might injure the standing of your house, and tend to bring you your letter of recall.

Don't write to your best girl on the firm's paper. It's apt to get you into trouble.

It is not wise to spoon with too many girls in the same town, particularly if any of your customers have nice daughters who like attention. Business first, boys.

You must not tackle the boss too often for an increase of salary. He might get weary, and you might get fired. It is well to put a high valuation on your services, but be careful and take off a liberal discount when you are talking with the old man. He has a little idea of his own what you are worth, and you do not want to outfigure him any more than you can help.

Deal in facts, but when dealing in figures of the imagination, make it millions; but sell for cash all you can just the same. Cash is always an available asset. Money talks.

Don't quote Scripture at the same time you are selling a man a bill of goods. He may not like it. It is not every man you meet who appreciates your good intentions expressed that way. Better leave the Scripture out during business hours, and you are likely to sell more goods. You can't get a good profit out of a man by filling him up with texts from the Bible. The man will get on to you, young fellow, and he will smite thee and call thee Pharisee.

Monkey not with the band wagon. In other words, avoid ye ballet and ye concert hall, for they are a delusion and a snare. The path that leads their way turns short off from the road that leads to glory and renown.

Lastly, look out for the red-headed girl and the locomotive. There is danger in both.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, . . . Toronto.

Rixford's Harvest Tools.

Jones' Spades and Shovels.

Snaths, Hay Rakes, etc.

Stock Assorted.

Orders Solicited.

STRAIGHTENING TEMPERED STEEL.

It is well known that files are not usually drawn after being hardened, and that the hardening frequently springs them out of line. But notwithstanding that the files are made as hard as they can be by heat and cold water, they are readily straightened after being hardened. This operation is performed at once, as soon as the files have been dipped. The files are taken from the bath of melted lead and chilled while red-hot in a tank of running water. This immersion for the instant hardens only the surfaces, while the interior is soft and pliant with heat. At this time the file may be straightened by bending over and under bars. By similar means crooks in steel arbors, reamers and other long tools may be removed, even after they have been hardened and tempered. A cast steel saw arbor had received an offset or crook in the journal at one end just inside the shoulder. The crook was at the worst end, that next the saw, and, although scarcely perceptible to the eye, when the arbor was turned on its centres, it was sufficient when the arbor was in the boxes to throw the periphery of a 2 ft. saw considerably out. The arbor at the bearing part was very gradually heated, not enough to change color, but a "black heat." A V-shaped block was placed in a vice bearing against the offset side of the journal, and the vice screwed up. At a third trial the arbor came out perfectly true. A contemporary says a tempered reamer was straightened in the same way, the point at which it was crooked being heated by an alcohol lamp. The heat was sufficient to allow the steel to give, but not enough to start the temper. Steel that has a blue temper only may be straightened by blows with a peened hammer on a smooth clean anvil, the face of which should be warmed enough to remove the hill.—American Manufacturer.

CAST IRON BRICKS.

Most of the building materials now in use have been employed with greater or less skill for thousands of years. Since primitive man discovered the adaptability of stone, wood and burned brick composed of clay and sand for house building, no equally useful building material has been added to the list. According to the American Furniture Gazette, a German mechanic has recently patented an invention which has certainly many advantages over the old fashioned brick of clay, though the use may not prove it to be in all respects superior.

Its practical design and ingenuity are characteristic of the modern tendency of inventions. It is in the form and of about the size of the ordinary brick, but is composed of cast iron and is hollow.

The shell is so thin that the brick weighs less than the one made of clay. A wall is built of such bricks without the use of mortar, and no skilled labor is required in laying them. The upper and lower sides of the bricks are provided with grooves and projecting ribs, which fit into each other easily and perfectly, and form a great wall of strength.

There are also two long circular openings in the upper side of each brick, arranged so as to receive projections on the lower side of the brick that is to be placed above it. One of these projections is hook shaped, which insures a solid hold. A wall of these bricks is very quickly put together.

After the wall is built it is covered with paint. This closes all the cracks, renders the wall air-tight and prevents the bricks from rusting. By the use of good paint the wall can be made highly ornamental. The bricks are very durable, and a building made of them is, perhaps, as nearly fire-proof as possible.

A wall thus constructed can be taken down or re-built as readily as it can be put up. There is no mortar to be removed, as there

is when clay bricks are used. A house with such walls is cool in summer and warm in winter, for the large air spaces prevent the passage of heat.

With a supply of such bricks a man can put up his own house, and be entirely independent of brick layers, mortar mixers and hod carriers. If he does not like his house, he can take it down and build another with the same material, which is always as good as new.—Age of Steel.

KEEPING HARDWARE STOCK FRESH.

Your hardware stock will not suffer from changes of style as much as it will from rust accumulating on it, caused by frequent handling. The polished blade of a knife, chisel or plane will rust immediately if not at once wiped off dry. The rustic from the backwoods, when he selects a razor or knife, feels in duty bound to expend all his lung power in blowing his breath on the blade to find out how quickly it will dry off or vanish. He has a sort of natural philosophy of his own which enables him to determine the quality of the steel and the temper of the tool by this process. Be very careful to have your hardware in the driest portion of your store. Locate it so that it will get the least heat in winter and have the sunlight in summer. Keep it far removed from the salt and dairy atmosphere of your butter or salt-fish department. The fancy articles which you keep in this line for show-case display, watch very carefully. Keep a flannel cloth where it can be reached handily, and, after showing a customer a knife or razor, wipe the same immediately perfectly dry before putting it in its case. Never display rubber goods in the same case with cutlery. They will cause rust nearly as quickly as water. I refer particularly to soft rubber goods and not vulcanized goods, such as combs, pins, and the like.—"Talks of a Store Crank," in American Ex.



A TIN PLATE OBJECT LESSON.

It has been repeatedly said that upon the issue of the tin plate industry, the McKinley Tariff Act must eventually stand or fall. A moderate duty having failed to counter-balance the advantages secured by the long-established Welch industry, it was determined by the Protectionist party in the United States to increase it by no less than a 120 per cent. But since the consumption was almost entirely confined to the British commodity, the operation of the new duty was deferred for nine months, say till the first of the present month, to allow of both the initiation of the new industry at home, and the accumulation of sufficient stocks prior to the duty coming into force. Therefore, during the first half of the year, there has been an abnormal export of tin plates from here, involving exceptional activity in Wales.

But the day of reverse has come. So long as the trade remained good, and even better than it had been for a long time, both as to output and prices, there was neither time nor inclination to protest. It was a case of making hay while the sun shines, and no complaints were heard. But suddenly, like a bolt from the blue, the country is startled by the statement that from 20,000 to 25,000 men are locked out, deprived of their living for a month at least, and trusting only to the chances of the trade being resumed for full employment in future. The men have indeed been prepared for the catastrophe both by anticipation, and by actual legal notices, and therefore for one month the pinch may not be so severe. But in the uncertainty as to the future lies the chief factor of the situation. It is well understood that the legislation of the United States, on this head, is to a great extent tentative. It is even provided by the McKinley Act that, if after a certain trial period, it be found that the new home industry is incapable of producing the major part of the internal consumption, the tariff is to be remitted—a proviso which, as we have previously pointed out, proves more than anything else the business-like foresight with which the act was framed.

The problem is, therefore, how far the United States can produce for itself. It had been freely stated and believed that atmospheric conditions in America interfered with not only the production of tin plates, but of iron and steel. As to these latter, however, such belief has been entirely falsified. In iron and steel the United States has not only succeeded beyond the wildest hopes, but has taken the lead which the United Kingdom has probably lost forever. It is therefore, at least, probable that the making of tin plates may be equally possible; and that it is very much a question of skilled labor and prices. As to the former, the capitalists of the United States have not been slow in their offers to Welsh workmen. Already during the month's lock-out it is announced that some sixty of the

men have gone for a trip to the United States, to discover for themselves what chance of permanent employment there is, while American agents, now in Wales, are offering wages from one hundred and twenty-five to one hundred and fifty per cent. higher than have recently been paid in Wales. What the future has in store can scarcely be gauged, for supposing it be established that the manufacture is possible, there remains the undetermined factor of prices. In any case, however, and at the best, it is pretty certain our market across the Atlantic is only likely to be maintained by some improved and cheapened method of production, in addition to the reduction of wages and profits on this side.—Fair Trade (London) July 3, 1891.

BRIDGES. ---STEEL V. CAST IRON.

Railway bridge builders, as well as the travelling public, will find some interesting and instructive matter in Sir John Fowler's report to the directors of the Brighton Railway Company on the condition of the company's numerous iron viaducts. The number of grave disasters which have lately occurred at home and abroad from the failure of iron bridges has naturally awakened very general misgivings as to the safety of a large proportion of these structures, and the directors of the Brighton Company are entitled to much credit for the promptitude and sagacity they have shown in meeting the exigency by calling into council the eminent engineer whose report is now before us. There is no reason to suppose that the bridges of the Brighton Company are any worse or less cared for than those of other leading railway companies, but, as a recent lamentable event has shown, they are by no means infallible, and we are not greatly surprised to learn from Sir John Fowler's report that out of 171 iron bridges on the company's system nearly one half will have to be shortly renewed. No less than 80 cast-iron bridges, he declares ought to be reconstructed within the next three years at latest, and 20 of these, including the long Shoerham viaduct, should be replaced at once. That is certainly a rather "large order" for a single railway company of such limited mileage as the Brighton, but even the shareholders must see that in a matter of this kind prompt liberality is the truest economy. A single bad accident resulting from the collapse of a viaduct may cost the company in money alone the worth of twenty bridges, whilst the injury to the prestige and popularity of a railway company from any failure of its permanent way is hardly to be estimated in money. It is no reproach to the company's engineers and contractors that so many of their old bridges have been tried and found wanting, for the science of iron-bridge building has within the last few years undergone something like a revolution, and the best and strongest of cast-iron structures cannot pretend to vie in elasticity and

durability with our modern steel bridges. It is bridges of this latter type that Sir John Fowler recommends, though he is evidently not opposed to the use of wrought-iron in certain cases, and he advocates the appointment of a committee of experts to settle the best order of the work. It is a relief to learn that the great Victoria Bridge, which spans the Thames at Pimlico is not among the condemned structures. On the contrary, we are assured that in spite of the vibration which so many passengers have noticed, this gigantic structure—a local product, we believe—is perfectly strong and sound, and may be expected to last for many years to come. On the other hand, the great Shoreham viaduct, though safe for the present, is in such a condition that Sir John Fowler urges the immediate commencement of a new viaduct alongside it, to be connected by short curves with the existing line when completed. There can be little doubt that the directors who have had the foresight to invite Sir John Fowler's advice on this important question will also have the enterprise to follow it, in which case the builders of steel bridges are likely to have their hands pretty full for some time to come. But the Brighton Company, it must be remembered, is only one of many similar undertakings which are in the same predicament. Sir John Fowler is our authority for saying that the principal considerations upon which his advice is based, namely, the great increase in the weight of modern locomotives and the superiority of wrought-iron and steel as compared with cast-iron, where high-speed and greater vibratory action have to be provided for, "affect the vast majority of railway companies in the kingdom." To be forewarned, we are told, is to be forearmed, but that obviously depends upon the spirit in which the warning is received. Sir John Fowler's report is addressed to the directors of the Brighton Company, but his warning is intended for all; and if, after attention has thus been publicly called by so eminent an expert to the insecurity of a large percentage of our iron bridges, any railway company should neglect to examine and repair or replace its old cast-iron structures by the light of more modern engineering science, a very grave responsibility will assuredly devolve upon it.—Birmingham Daily Post.

TOO IMPORTANT.

A certain dry goods clerk was in the habit of saying to his associates that the concern would find it pretty hard to get along without him. These remarks came to the ears of the senior partner, and he called the clerk into the inner office.

"Mr. Jenkins," he began, "you have been very efficient, and we highly appreciate your services, but we have heard it said that if you were to die, the business could not possibly survive the loss. This has worried us a good deal, for you, like all the rest of us, are liable to drop off suddenly."

"We have concluded, therefore, for our peace of mind, to experiment while we are both in good health, and see if the concern can bear up under your loss. You will accordingly consider yourself dead for one year, and we will try to get on without you for that length of time."

SEND
For our Fifth Edition
HOW TO SELECT,
LAY and PAINT
A TIN ROOF
SENT FREE OF COST.
MERCHANT & CO.,
PHILADELPHIA. CHICAGO.
NEW YORK. KANSAS CITY.

Established 1864.

CLARKSON & CROSS,
CHARTERED ACCOUNTANTS
NO. 26 WELLINGTON ST. EAST,
TORONTO, ONT.
E.R.C. Clarkson, F.C.A.
W. H. Cross, F.C.A.
N. J. Phillips.
Edward Still.

Do You Sell Paint ?
If you do, you should have in stock,
CARMINETTE.
A color renowned
THE WORLD OVER.


Only agents for this country,
WALTER H. COTTINGHAM & CO,
56 St. Peter St. MONTREAL,

Patent Automatic Knife
Nothing better made.
Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.
No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.
We manufacture High
Grade Knives only.
Send for Prices.



The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.
H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.
—REPRESENTING—
Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.
Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.
68 Esplanade St. West, Toronto.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS
WROT IRON PIPE
FOR STEAM, GAS AND WATER.
Made from Imported Scotch strip only. Every
Length tested before leaving our Mill.
All Sizes from 1-4 in. to 2 in.
inclusive.
BEST PIPE IN THE MARKET.



WESTERN REPRESENTATIVE : **H. D. SIMMONS,**
Our name is stamped on every pipe. 74 York St., Toronto.

**-THE-
"Acme"**
HOT WATER BOILER
STANDS AT THE HEAD.
MILLER BROS. & TOMS
MONTREAL.
TORONTO OFFICE---74 YORK ST.
H. D. SIMMONS,
AGENT.




STEEL WIRE CHAIN.
BROWN'S PATENT.


Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel
wire. Actual tests show three times the strength of ordinary welded chain.

We are now making six sizes, viz., 0000, 000, 00, 0, 1 and 2. Send for samples and prices

B. GREENING WIRE CO. Ltd., Hamilton, Ont.



Mr. E. L. Body, late of the Hudson's Bay Co., Vancouver, B.C., is starting in business with his brother in Brantford, Ont.

H. C. Hamelin, having decided to close his general store at Glen Robertson, is now removing the stock to Vankleek Hill.

Mr. Wm. Peacock, manufacturer of sporting goods, Montreal, has received a silver medal for his exhibit at the Jamaica exhibition.

Mr. John White, general merchant, Oak Lake, Man., bought the "Campbell estate hardware store," and will have the building moved back to make room for his new store. The dimensions of the new building will be 25 ft. x 40.

The Beamer Threshing Machine Company of Berlin, limited, has been incorporated, with a capital of \$30,000. The company has secured Hibner's old factory at the east end of Berlin, and will commence operations this fall.

H. A. Nelson & Sons have got out their new catalogue. It covers the whole extensive range of the house's manufactures and wares. It is finely illustrated, is well arranged and has a full index at the back. Every member of the trade should obtain a copy.

It was moved at a recent meeting of the St. John, N. B., board of trade, that the president of the board be requested to confer with the mayor as to the advisability of changing the general pay day to Friday, with the view of having a general half holiday on Saturday afternoons, during summer months. This was carried unanimously.

The Worth Plumbago company, which controls a large tract of mineral land in the vicinity of Donaldson's lake, Que., has completed a large four storey factory for the treatment of graphite. The ore will be prepared for the making of crucibles for which there is at the present time a good demand, also lubricating purposes; lead pencils and stove polish will be numbered amongst its products.

George Keeley, a Vankleek Hill blacksmith, has recently taken out a patent for an improved automatic car-coupler. It is most ingenious in construction, and has been pronounced by competent judges to be the best of the kind known. The object of course is to obviate the loss of life and limb which takes place every year among railroad employees engaged in the hazardous work of coupling cars by hand.

The Business Review of New Westminster, B.C., draws our attention to a very palpable error which escaped correction in our note referring to the newly incorporated

Reid & Currie Iron Works Company, limited. The seat of the new company's manufactory, as was that of the firm Reid & Currie, of which the limited company is an expansion, is New Westminster, not Victoria, as was wrongly said in our note.

Mr. John Leitch, one of Hamilton's pioneer manufacturers, after two months of suffering, died a few mornings ago. He was a successful business man, and his life is inseparably associated with the material progress of the city. He was born in Leith, Scotland, 72 years ago, and on reaching manhood adopted engineering as his profession, being engaged in the Halbeath colliery as chief engineer for several years. In 1858 he came to Canada and settled in Hamilton, entering at once into the manufacture of different styles of elevators and iron work. Advanced age caused him to retire a few years ago, but the industry has continued to thrive under the style of Leitch & Turnbull.

There seems to be practically no limitation to the uses to which paper can be and is applied. To the long list of articles intended for personal use and in the smaller details of construction in rolling stock, such as wheels, axles, &c., there has been added a more extensive application of paper to the needs of every day life by the building of a hotel constructed of this material. This novel residence, which has just been finished, and is situated in Hamburg, has been made entirely of paper boards, which, it is said, are of the hardness of wood, but possess an advantage over the latter material in that they are fireproof, this desirable end being effected by impregnation with certain chemical solutions.

A wood-carving machine which is in reality an embossing machine, pressing any desired figure or form of wood engraving into a plain wood surface, has passed its experimental stage and is now in use with large and practical results. This machine produces perfect imitations of hand carvings of all designs, on any length, width and thickness of stock, and in the most satisfactory manner. The apparatus is simple in construction, occupies only two by four feet floor space, and is noiseless, automatic in action, and free from dust or dirt. It will perfectly finish from one thousand to two thousand linear feet in ten hours, and from one thousand to two thousand pieces of panelling per day.

As is well known, whalebone is getting to be a very scarce article and very high in price. The catch of whalebone, by our whaling vessels, for the year 1854 was 3,445,200 pounds; for the year 1870, 708,000 pounds; for the year 1890, only 309,710 pounds. The average price of whalebone in the raw state as taken from the whale, for the year 1854, was 34c. per pound. for 1880, \$2 per pound; for 1890, \$4.22 per pound. The figures show that the supply is rapidly diminishing while the price is continually

increasing and the entire product could be consumed many times over for any one of the uses for which it seems particularly adapted and from its high price it is evident that some substitute must be used. Whip manufacturers are feeling the scarcity and high price of the material more than any one class of customers. The nearest to a practical substitute yet found is featherbone, made from the large enameled quills of the goose and turkey. Featherbone is very durable and elastic and is now being used largely in the manufacture of whips, and, though much cheaper, possesses more of the nature of whalebone than any material yet found.

The intended autumnal meeting of the American association of charcoal iron manufacturers at Niagara and Toronto early in September next will afford an opportunity for discussing estimates and considering the prospects for the erection of a charcoal furnace in the eastern section of Ontario. The members will extend their excursion eastward to Kingston and thence to the Chateauguay iron mines and forges in the Adirondacks. At Kingston they will be entertained by the board of trade. The association aims at making these annual reunions profitable rather than merely pleasurable, by interchanging experiences and knowledge. Their labors have resulted in the improvement of charcoal furnace construction and management to a remarkable degree. This is no doubt mainly due to the zeal of John Birkinbine, secretary of the association and president of the American institute of mining engineers. "The visit of the association can scarcely fail to give birth to the construction of one charcoal iron plant, and although Mr. Birkinbine has put himself on record against the erection "blast furnaces as town attractions," no doubt any objections on that score will be eliminated from discussion at Kingston and Toronto, and the superiority of the town sites to those in the vicinity of wood and ore will be proved in the estimated expenses of management.

The Star speaking of the starting up of the smelter at Revelstoke says: The Kootenay (B.C.) Smelting and Trading Syndicate's smelter here was the scene of considerable stir this week. On Monday fires were started in the furnace, and for two days following the firing continued. Then the furnace was closed below, it being heated and tons of bar iron thrown into it, and soon after the ore, charcoal, coke, limestone, sand, etc., were shovelled into the caldron of fire. Since that time this shovelling process has been continued day and night. The air from the bellows helped the fierce fire and on Thursday the first bullion was drawn from the big crucible. The "slag" also followed freely, and Dr. Campbell was covered with smiles, soot and perspiration, when he told a Star representative with evident satisfaction that there was the first slag drawn from a smelter in British Columbia, an evidence that all was going well. The ore being treated carries a high percentage of zinc, 15 per cent., more than can be safely counted on to run. Friday was looked upon as the critical time, when if the ores were not going to run freely, they would "freeze" and the fires would be blown out. The ore continued to run, however, and up to Saturday smoke ascended from the smelter stack, and nearly a dozen men were kept busy feeding and attending to the furnace.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£90 17s. 6d.	£90 10s. od.
Future—	91 10s. od.	91 00s. od.
Copper, B.E.S.—	57 10s. od.	58 00s. od.
Lead, S.E.	12 10s. od.	12 10s. od.
Spelter,	23 15s. od.	23 17s. 6d.
Antimony,	48 00s. od.	48 00s. od.
Tin Plates—Cokes	13s. 6d.	13s. 6d.
Pig Iron—Scotch	47s. od.	47s. od.
Warrants.		
No.3 Middlesboro,	40s. 1½d.	40s. 3d.

MONTREAL MARKETS.

MONTREAL, Aug 14, 1891.

The month of August is usually a quiet month in the iron trade, and the present one is no exception, and speaking generally there is no business of special importance except in an odd way, while it is yet a trifle early to talk of negotiations on account of fall shipment, and only one sale of importance in pig iron has transpired during the week, sheet material is quiet aside from some little demand for tin plate, while values generally show an easy tendency, the tone being that way.

PIG IRON.

There has been no change in pig for the very simple reason that nothing inspired to cause any. With one single exception which was a case governed by special circumstances, it is doubtful if even a five-ton lot of pig changed hands during the week. The exception was a round lot of Siemens iron, terms being p. t., but it is thought to have been close to \$20.50. Cable advices show no change in warrants which have been steady for a week and values here are unchanged.

BAR AND SCRAP.

In bar iron there are no particular features. There is always a small jobbing business doing, the nominal basis being \$2. Scrap iron and old material generally is the same. Wrought easy at \$17.

TIN PLATES.

The market is exactly as it was with only a moderate movement to note. A few fair sized lots of coke have changed hands at

\$3-60, one 100 box lot bring \$3.85 for a superior grade, so that prices are steady. Charcoal furnishes a few jobbing sales on a steady basis \$4.25.

TERNE PLATES

This line has been the most active of the week, quite a demand being experienced. The poorer grades are selling at \$7.25 and the superior at \$7.50, but several 100 box lots were placed a shade under both prices.

CANADA PLATES

This article has a weaker tendency, having been done at \$2.75, which is a drop of 10c. from last week, and some go so far as to say that this would be cut on. Advices from the other side quote lower prices.

COPPER AND LEAD.

Lead is weak in feeling and has \$3.50 to \$3.75, and it is claimed that inside figure has been accepted for a one-half ton lot, which is very low. Copper is the same, while spelter is lower at \$5.50 to \$6 per 100 lbs.

NAILS.

There is little to say in regard to nails which share in the general quietness. The nominal idea is on the basis of \$2.15.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

GENERAL HARDWARE.

August is generally the quiet month of the year in hardware and this is no exception. A few sorting up orders turn up at intervals, but matters are very quiet generally and in no particular line is there any special feature to mention.

BARB WIRE.

Barb wire moves along quietly without any change, and the old figure 4¼c. is still the working basis.

CHEMICALS.

There is no particular business in chemicals and nothing is doing yet in the way of fall shipment. But we expect to have something to record in this connection shortly. Prices generally under the control of the union are the same showing no variation, the only change being in bleaching powder which has been advanced and is now quoted \$2.25 to \$2.50.

OILS.

Business in oils has continued quiet with little or nothing to note. Cod is unchanged 40 to 45c., and the same can be said of seal

at 47½ to 50c. Linseed is quiet and other descriptions are the same.

LEADS.

There is only a quiet jobbing trade doing in leads. We quote choice 6 to 6½c., No. 1 \$5.50, No. 2 \$5, No. 3 \$4.50, dry white 6c., red ditto 4½c.

GLASS.

This article furnishes nothing particular in the way of business. The nominal basis is unchanged \$1.40 to \$1.50.

NAVAL STORES.

Trade is limited with the market generally uninteresting. We quote:—Turpentine, 56 to 57c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep-sea line. Pure manilla, 13¼c. for 7-16 and upwards, and 14¼c. for smaller sizes.

BINDER TWINE.

The demand for the article is good on the whole, and a fair business is doing at 9 to 14c. according to brand which is the regular jobbing basis.

CEMENT.

There is the same easy tendency to note, and although some stock has been sent forward supplies here still press upon the market. English cement is quoted at \$2.30 to \$2.45, Belgium at \$2.25 to \$2.35, and German \$2.65 to \$2.90. Firebricks move slowly, the small lots on the basis of \$17 to \$23 per 1,000 ex. ship.

PETROLEUM.

There is a small average movement of petroleum, and prices are not notably changed. We quote:—Canadian, 12¼c. to 12½c. at Petrolea, 14c. to 14½c. in car lots at Montreal and 15c. for single casks. American, 20¾c. in car lots and 21¼c. in 10 bbl. lots, 21½c. in 5 bbl. lots and 22c. for single bbl. 2 per cent. off for cash; American benzine, 23c. to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, August 14, 1891.

This week's business has been more circumscribed than that of last week. In metals the movement has been light, as it usually is in August. General hardware is very dull. In no line is there any activity. Harvest tools, binding twine, etc., are no longer in request. Building contracts have not got well under way, and there is no industry lending special strength to the demand for hardware. Continued favorable reports from

MARKETS—Continued.

the country give a hopeful hue to the outlook, but present business is remarkably dull.

IRON AND STEEL—The pig iron market is virtually in a state of suspension. There have been no transactions this week. Prices quote yet on the basis indicated below. Until our foundries get into their fall activity there is nothing unless a break in prices to cause any great revival.

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$20.75
No. 3 Calder \$22.	No. 3 Middlesboro \$19.75
No. 1 Sum'ree \$22.75	Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50—\$21.50.
Scotch \$22.50—\$23.50.
Rockwood \$21—\$21.50,
Gloss \$22—\$23
Woodward \$22—\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

Moderate activity characterizes the business in bar iron, which remains unchanged at \$2.05 for ordinary and \$2.50 for refined. The prospects are growing for a good trade a month or so hence. Manufactured iron and steel are also in fair request, but improvement will be a probably early feature.

COPPER—Is 14½ to 15c. for ingots, and 18 to 20c. for sheets. A fair demand is heard from.

TIN—Lamb and flag 56 and 28 lb. ingots 23 to 24c., straits 100 lb ingots is 23 to 23½c., and strip 24½ to 25c. The market is not particularly active.

LEAD—Dulness is still the predominant feature. Pig in round lots is 3¾c., with 4c. for ordinary jobbing lots. Bars are 4¾ to 5c.

ZINC AND SPELTER—There is a fair amount of trade doing, probably as much as in any department. Zinc sheets are 6½ to 6¾c., and blocks 6 to 6¾c. Zinc spelter quotes at 5¼c. for domestic, and 6c. for imported. A fifteen ton lot of spelter was sold the other day at 5c.

ANTIMONY—is in very light request. Cookson's quotes at 15 1-2 to 16c., and other discriptions at 1c. lower.

TIN PLATES—Stock is becoming plentiful with the demand keeping up an average circulation for the time of the year. I. C. Cokes are \$4.50 to \$4.75, I. C. Charcoal is \$4.75 to \$5., I. X. charcoal \$5.75 to \$6, I. X. X. charcoal \$6.75 to \$7, D. C. charcoal \$4.50.

TERNE PLATES—Those in stock quote yet at \$8.25 to \$8.50, though the imposition of a 12 1-2 per cent. duty, which a customs order

has caused, may raise this price. The trade looked for terne plates on the same tariff terms as tin plates, that is free.

CANADA PLATES—There is still some delay on the part of the demand. This year the conditions are reversed. The supply has preceded the appearance of the demand, while the demand is usually waiting on the supply. Prices continue to rule at \$3 to \$3.10.

GALVANIZED SHEET IRON—Has not acquired any new feature. Busier times among the builders are needed to awaken trade. Prices are : for 16 to 24 gauge 5 to 5½c., 26 gauge 5¼ to 5¾c., 28 gauge 5½ to 6c.

BUILDERS' HARDWARE—Goes out rather quietly. Harvesting operations are engaging attention in the country and trade is too dull in the cities for much briskness in building.

CUT NAILS—Sell well still under the easy prices holding. The cash basis is yet \$2.20.

HORSE NAILS—Quote now at 60 to 60c. and 5 off.

CORDAGE—Is unchanged at 12½c. for manilla, 9c. for sisal and 8½c. for New Zealand, as basal prices.

BINDING TWINE—A few orders are being filled at unchanged prices.

WIRE—Iron, Nos. 1 to 16 now quotes at 12½ per cent. instead of 7½ per cent from the list price.

OILS, PAINTS AND COLORS.

Linseed oil continues to rule low. The prices holding now are 61c. for raw and 64c. for boiled. Importation from the United States has been held pretty much in check by quotations of native manufacturers, who are determined not to be undersold in their own market. The agents of English houses are also making concessions to hold their own against United States crushers, but so far are 3c. higher than the latter for stock laid down here. The Canadian manufacturers have started to crush this year's crop of flax seed, and new oil is already on this market. White lead is steady at 5½c. The English prices of pig lead having remained unchanged, there is little to cause fluctuation. Turpentine is stationary at 56 to 57c.

The following from the August circular of Andrews, Bell & Co., Liverpool, shows the English market for linseed oil to be also depressed:—Demand was so bad all July that the market for linseed oil kept dropping almost daily, until there were sellers on the 29th at 20s. 6d. for spot and 20s. 3d. for September-December. The lowest point seems to have been touched then, for a recovery of 3d to 6d

has since taken place, more especially for forward delivery. We do not think the low prices were due to anything but the absence of demand, for linseed was kept well up and has indeed been in rather short supply, while we cannot hear of any stocks of oil to speak of in the country.

THE BRITISH LINSEED OIL MARKET.
(Tulloch & Co., London, England, Report.)

LONDON, July 28, 1891.

During the last day or two a better feeling has developed, and the consensus of opinion appears to be that we are now at bottom prices. Crushers maintain that at present values they are losing money, and accordingly dealers to quote forward at present rates, anticipating that it is now only a question of a short time before the Home trade must again come into the market as buyers.

Whilst there is no reason to expect any immediate reaction towards better prices, the general circumstances usually affecting the price of oil are against any further decline, and although the position cannot be said to be better, there is certainly at the moment a more hopeful feeling prevailing.

Linseed continues steady, and owing to the small arrivals spot supplies are smaller. The following statistics of supplies of linseed afloat from Bombay and Calcutta to U. K. and Continent are interesting, as serving to show the fluctuations in quantities afloat, viz.:

	1891.	1890.	1889.
Qrs.	137,520.	134,829.	349,196.

The following are about the present values to buy of first hand parcels :

	First Brands.	Ordinary Brands.
July, - -	21s. 9d.	21s. to 21s. 3d.
July and Aug.	22s.	21s. 6d. to 21s. 9d.
Sept. to Oct.	22s.	21s. 9d.

GLASS.

The market is stocked fairly well with the staple sizes. Unusual breaks are not plentiful, and a large number of orders ask for some proportion of sizes that are not in stock. In glass the import orders are not entirely based upon what the retail trade contract to take by future delivery, as that probably does not cover more than half of what is sold during the year. Sorting up orders are therefore numerous, and are particularly so just now. Prices are unchanged.

OLD MATERIAL.

This is a very dull spell in the market for old material. Stock is plentiful but the demand is lifeless. Prices are : No. 1 heavyscrap, 65 to 67½c. per 100 lbs.; stove cast scrap, 42 to

CHEAP STOVES.

We were never in better position to supply, and customers may rely on getting every advantage of the market.

7 NEW LINES OF STOVES THIS SEASON.

Something new in nestable pipes, 50 in crate. Cheapest yet quoted.

It will pay you to find what we have to offer before giving any orders,

We can supply repairs for the Crown Jewel Base Burner.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.



MARKETS—Continued.

45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

The market is in the same dull condition that it was in a week ago. Prices are unchanged, Canadian continuing week at 15 to 16c.

The Petrolia Advertiser reports: Petrolia crude \$1.34½ per bbl.; Oil Springs crude \$1.34½ per bbl. The oil market at this particular season of the year is very quiet, transactions being very few. Yesterday there were no deals whatever, and consequently no change in the price. The drill continues active, and several small wells have been struck since our last report. Not until the close of the present month or beginning of next may we look for any material change in prices. Refined keeps about the same, and will likely do so until next month, viz.: 12¼ to 12½c.

HIDES, ETC.

HIDES—are 5c. to 5½c. for No. 1 green, the latter price being paid for steers. Cured are rather dull at 6c.

SKINS—are unchanged at 40c. for pelts and 50c. for lambskins.

WOOL—is dull and plentiful at 18 to 19c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.25	\$4.70	\$4.40
" Net.....	3.79	4.19	3.92
Egg Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Stove Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Chestnut Gross...	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01

AMERICAN METAL MARKETS.

NEW YORK, Aug. 13, 1891.

In this vicinity no change is visible in the movement of any description of iron or steel, and the reports received from other centres indicate that quietude is the prominent feature nearly all along the line. There is nothing in the character of current demand

that would afford encouragement to expectations of an early turn for the better. Inquiries for the heavy productions of mills and foundries are comparatively light, at all events, while there seems to be a quite general complaint that trade in nearly all of the smaller commodities is backward for the season. Still it would appear that values hold quite steady and evidence is wanting of any particular pressure to make sales. Northern bands of pig iron are still quoted at \$17 to 18 for No. 1, 16 00 to 16 50 for No. 2, and \$14 50 to 15 00 for No. 3 or grey forge. Southern foundry iron remains at \$16 25 to 17 25 for No. 1, \$15 50 to 16 00 for No. 2 and \$15 00 to 15 25 for No. 3. Grey forge is quoted at \$14 00 to 14 50, according to brand. On Bessemer \$16 at furnace is the general price, but sales are light. Charcoal iron is steady at \$17 50 to 18 00, Buffalo delivery, for Lake Superior, and \$18 at furnace for best Southern. Spiegeleisen, 20 per cent, is quoted at \$27 50 to 28 50, and ferro managanese, 80 per cent, at \$63 50 to 64 50, with little demand. For old material the demand continues very slow. Iron tee rails are quoted at \$20 50 to 21 00, steel at \$17 and No. 1 wrought scrap at \$20 00 to 20 50, f. o. b. cars at shipping port.

STEEL—Steel rail orders are still almost wholly for small lots and few in number, but manufacturers hold prices firmly at \$30 f. o. b. mill for standard sections. Billets, slabs and rods hold their own and a fair business in structural material is noted.

COPPER—There has been a rather better local demand for Lake Superior ingot copper, and that fact, along with a disappearance of cheap outside lots, gives the market rather better tone. Since our last review spot lots have been placed at 12c., which price was subsequently bid, and futures at 12¼ to 12¾c, the entire business involving several hundred thousand pounds. Moderate quantities of casting copper were sold at 11¾c for near future delivery. The London market was cabled weaker at £52 2s 6d for spot and £52 10s for future.

TIN—Pig tin speculation has been on a very moderate scale, and prices have weakened slightly, although the market is given a certain degree of support by the supposed largest holders of stock here and on the way. August delivery has been sold at 19.90c. net cash and September delivery, with sellers right to quadruple, at 19¾c. For spot stock 20c. seemed to be about market value at the close. London cables note a rather weaker market there, with prices down to £91 5s. for spot, and £91 10s. for futures.

LEAD—Pig lead has been rather more freely offered, and prices are a shade lower, with but little movement at the decline, and the demand moderate. For the present 4½c appears to be full value.

SPELTER—Is offered at 5 to 5.10c., as to brand, for prime Western, but larger lots than single car lots are seldom taken, and the general demand is slow.

TIN PLATE—On tin plate there has been no change. A fair business with the smaller class of buyers is passing, but the large trade appear to be well supplied and manifest little interest. We quote: Charcoal, ½ cross assortment, Melyn grade, \$6.40 to \$0.00; for each additional X add \$1.50. I. C. charcoal, 1-2 cross assortment, Allaway grade, \$6.00 to \$0.00; for each additional X add \$1. Charcoal terne—M. F., 14x20, \$7.50 to \$0.00; M.F., 20x28, \$15.50; Worcester, 14x20, \$5.75 to Worcester, 20x28, \$11.40; Dean grade, 14x20, \$0 to \$5.25; Deangrade, 20x28, \$10.50 to \$00.00; D. R. D. grade, 14x20, \$4.85 to ...; D. R. D. grade, 20x28, \$10.00 to \$0.00; I. C. Coke—Penlan grade (iron), \$5.35 to \$0.00; J. B. grade, 14x20, \$5.40 to \$0.00; I. C. Bessemer steel, 14x20, coke finish, \$5.35 to \$5.40; I. C. Siemen's steel, coke finish, \$5.45 to \$5.50; I. C. Bessemer steel, squares, \$5.75 to \$0.00 basis; I. C. Siemens steel, squares, \$5.85 to \$6.00.

THE HARDWARE
CLAUSE IN BUILDING CONTRACTS.

The hardware clause in specifications is daily becoming one of more and more importance, and, as a necessity, more attention is called to this department of building.

As the contractor is being held more closely to detail, the fact is being brought out that the specifications do not specify, and from this fact no little trouble and expense is the result. The most common reading of a specification is this: "As the owner or architect may select," and as the architect is generally too busy to spare time for selection, the matter is left with owner, and he pleases his fancy in regard to metal and design. As a result, the hardware is of a totally different style of architecture or design from the building itself. Then, again, it is a known fact that the hardware is left



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

until the job is nearly completed, and then a hurry, rush and general fault-finding with the manufacturer at the delay.

It is also the case, in most buildings, that an expenditure in excess of the amount intended is made before the hardware question is raised, and then the desire to curtail is at hand, and again the result. The hardware is cheapened, and deviations made from the specifications, because the other departments have exceeded the amount intended, and the hardware manufacturer or retailer is the sufferer. No chance to put in good goods being given, the result is just what may be seen on many of the finer buildings in this city to-day. A handsome front, in a beautiful wood, richly carved, and generally elegant, but the hardware—cheap, mean and offensive looking, and in all probability with locks that will not work and electrical apparatus that will not ring. The fact, for a fact it is, may be overcome. There is no reason why, as soon as the plans and details are worked out, that the hardware should not be selected, and a fair opportunity given the hardware manufacturer to make his department equal that of others. Handsome hardware will do more to give an elegant finish to a building than any other one thing, and still this seems to be constantly overlooked. Then, again, more attention should be given in specifying hardware, to the details; in this matter much delay and expense might be saved.

A selection of trimmings suitable to the general style of architecture may be made in a short time, and with the result of generally artistic effect, in place of an offensive combination of metal and wood, resulting from the fact that no attention has been paid to design or style of trimmings applied. A little more time and expenditure would materially change the appearance of our buildings, reflecting credit upon all concerned.—Lock and Bell.

THE BASIC STEEL PROCESS.

During the interesting discussion of the Master Mechanics' Convention on "the critical temperature of steel and iron," some of the speakers referred to basic steel in a way which gave the impression that by that process of steel making the product acquired some valuable characteristics not possessed by steel made by the common process. This is a mistake. The aim of those who make steel by the basic process is to produce from inferior ores a metal that is as free from impurities as the steel made by the acid process from irons selected for their purity. In the making of steel by the ordinary Bessemer process, a charge of molten pig iron is put in a pear-shaped vessel called a converter, and through this mass a strong hot blast of atmospheric air is blown which burns the extra carbon and several other impurities out of the pig iron, but leaves the phosphorus

and sulphur. As the commoner kind of iron ores contain about 2 per cent. of phosphorus and 0.2 per cent. of sulphur, and steel for rail making must not have more than 0.06 per cent. of phosphorus and 0.03 per cent. of sulphur, pig iron made from selected ore has to be used for the ordinary Bessemer process of steel making. In this country it has not been difficult to obtain pig iron sufficiently free from phosphorus and sulphur for steel making at a moderate price, but in several of the iron districts of England and Germany, ores suitable for steel making had to be brought from long distances. In order to make use of the inferior ores, a Welsh and a Scotch metallurgical chemist named Thomas and Gilchrist, invented a method by which phosphorus and sulphur can be eliminated from the charge in the converter. The ordinary converter is lined with ganister, a refractory mixture, consisting mostly of silica, which is an acid, like phosphorus and sulphur, and has no affinity for combining with them at high temperatures, as the tendency of elementary substances is for acids to combine with bases—the unlikes mixing together to form new compounds. The invention of Thomas and Gilchrist consisted of lining the converter with a basic mixture, principally dolomite, the elements of which are calcium and magnesium. At the high converter temperature, the phosphorus and sulphur combine with the calcium and magnesium, leaving a metal fairly free from these objectionable hardeners. The process of steel making in this way is not so convenient as that by the so-called acid or ganister lining process, for the converter linings are hard to keep in repair, and there is difficulty in clearing out the hard and tough slag formed by the chemical combinations that have taken place. If selected ores are used to produce Bessemer steel by the acid process that has a certain low percentage of phosphorus and sulphur, there will be no difference in the quality of steel made by the basic process that contains the same percentage of the impurities named.

A modification of this basic system has lately been applied to open-hearth furnaces, a lining of basic material being used on the bed of the furnace. By conducting the open-hearth processes upon such a lining, with the addition at short intervals of a small proportion of lime and iron ore to the charge, a highly phosphoric and basic slag is produced during the working, which, owing to the excess of lime present, removes the silicon completely and the phosphorus almost entirely. If the process is carefully conducted the product is a steel with very little phosphorus in it. The best open-hearth steel produced by the basic process is, however, no better nor less free from phosphorus and sulphur than the Otis or Shoenberger steel, which is made by the acid process from carefully selected iron.—[National Car and Locomotive Builder.

COAL-DUST EXPLOSION.

A German contemporary describes a method devised by M. Meissner for the prevention of mines explosions due to coal-dust. The method consists in moistening the coal itself before being hewn, instead of sprinkling water in the galleries. Experiments were first made in the Sarrebruck mines, and particularly in No. 3 and No. 5 seams of the Camphausen Pit, and No. 4 seam in the Kreuzgraben Mine. The *modus operandi* is as follows: At the end of the day a number of holes, about 40 inches deep and 10 feet apart from each other, are drilled in the cutting. A water nozzle is inserted in the hole, the orifice of which is hermetically closed, and then immediately, or several hours afterwards, the pressure is applied. The water injector is from 30 inches to 40 inches long, and it is connected by means of a piece of india-rubber tubing to the general water conduit installed in the galleries. The pressure of water is then maintained from eight to twelve hours, and then the hewing is subsequently commenced, there is said to be absolutely no production of dust. The latter is saturated with water and the coal is moist. During the day the atmosphere maintains its transparency, and no sparking is noticeable in the lamps. The earthy bed of the seam becomes softened, and this facilitates the holing and removal of the coal to which the dust adheres. In view of these favorable results the method has been adopted gradually in all the dusty portions of the above mines. The success of the device depends upon the degree of the consistency of the coal, the amount of the pressure, and the volume of water used. In No. 3 seam of the Camphausen Mine a pressure of from 120 pounds to 150 pounds continued for eight hours in two boreholes, with an area of 19½ feet of cutting, was found to be sufficient to moisten all the coal hewn in the subsequent shift. The water penetrated 5 feet beyond the depth of the borehole, and it was distributed over a larger quantity of coal than the area of 19½ feet. With a pressure of 300 pounds in No. 4 seam in the Kreuzgraben Mine, maintained for 16 hours, it was found that the coal was moistened 13 feet above the last boreholes. The coal has, of course, to be won quickly after the cessation of the pressure, so that the bulk moistened has no time to become dry.—*Colliery Guardian*.

Goods conveniently located save time, money and temper in showing.

A feather duster disperses but does not remove the dust from the store.

Credit is often too cheap and overbubing far too common. Don't be guilty of the one, and don't abuse the other.

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."
—JOSH BILLINGS.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

SAPOLIO Is a solid handsome cake of **SCOURING SOAP** Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.
86 Front st., East, Toronto, Ont.
Dominion Agents.



When writing to our advertiser please inclose the above.

"EXGELSIOR" STOVE PIPE DAMPER.

No Springs to Burn out.



Damper held by the Spring of the Pipe.

Has numerous advantages over all others. Nickel-plated or Japanned "Always Cool" Ventilated Handles.

Put up in pasteboard boxes of one dozen, and packed in wood cases of one gross.

For sale by all principal jobbers.

SOLE MAKERS:

SHEPARD HARDWARE CO.,

Mammoth Foundry, Buffalo, N.Y.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

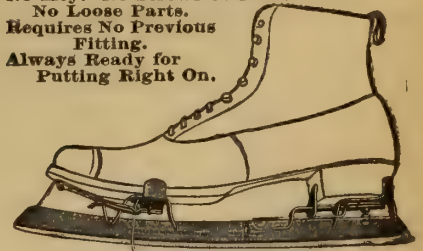
FORBES' NEW PATENT SKATE.

The Most Beautiful, Convenient and Perfect Skate ever invented.

Every Principle Entirely New. Fully Patented in Skating Countries.

FASTENS FIRMLY ON ANY BOOT WORN.

No Key. No Screws or Nuts.
No Loose Parts.
Requires No Previous Fitting.
Always Ready for Putting Right On.



SIDE VIEW, ATTACHED TO BOOT.



TOP VIEW, HEEL LEVER (DOTTED) OPEN.

Greater Possibilities in Speed and Points than any Skate ever produced.

Only First-Class Goods Manufactured. No Second Quality.

THE FORBES MAN'FG CO., Ltd.

SOLE MAKERS,

17, 19 & 21 Bedford Row, Halifax, N.S.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Now is the time to purchase your supply of the following. Our stock is complete and prices right.

Lightning Ice Cream Freezers; Dish Covers, Round and Oval, Blued and Tinned, Granite or Agate; Enamelled and Brass Preserving Kettles; Cherry Stoners, Apple and Peach Parers; Fruit Presses; Ice Picks and Tongs; also good stock of "Never Break" Kettles; Sauce and Fry Pans.

WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.

DETAILS.

To most men details are irksome, and that is probably the chief cause for the failure of the many and the success of the few. The mastery of any subject, profession or calling is impossible without a thorough grasp of details. The want of a shadow may spoil a picture otherwise perfect; failure to know a road, or to post a sentinel may lose a battle; that twice one are two must be learned before difficult mathematical problems can be solved. And yet how we rebel against the application and energy demanded in the acquisition of rudiments or details! Now and then we meet a man who is called a "born genius," and yet the world's history and our experience teaches that the so-called genius is master by dint of hard work and application. For instance, Edison.

Plain as is the fact, conscious as we are of its truth, we are painfully conscious of an inward rebellion against detail. It is easier to jump at a conclusion than to reach it by reasoning. We aim to "get rich in a hurry," rather than patiently work, save and acquire. And all the time there is before us the practical demonstration that the leaders in all the walks of life have won their honors by dint of patient toil, slow but steady growth. Successful merchants are not born great, but have acquired greatness because of their mastery of the little things, the obnoxious, wearisome, worrying, incessant, provoking details.

Unfortunately there are many who think they can become merchants without previous training. They claim that "any one can sell goods," utterly oblivious that buying as well as selling is an art; that experience is a school, that training is discipline, that there is a business alphabet to be acquired, failing which there can be no progress, no success. Such soon come to grief, their numbers swelling, far too fast, the long list of bankrupts.

There is another class, and we regret their large numbers; those who have had their early training and experience, and still neglect—details. They work, and work hard, year in and year out, and never forge ahead. We recall those who have been in business in one locality for ten, twenty, and even forty years, and are no better off, if as well conditioned, as when they started. They have ignored details. Year after year rolls away and no inventory is taken. Goods are bought and received without the thought of checking them off by the invoice to see if all that is to be paid for has come to hand, or whether the count, weight, measure or gauge is correct. They are utterly oblivious of what margin of profit they are getting; the relation of the expense account to gross profits; the proportion of the sale of any one article to all goods in stock. Railway charges and classifications are not examined to see if freights are properly adjusted. There is no well defined system of

keeping accounts. The stock is poorly arranged and no means adopted to check the accumulation of old stock or avoid being overstocked. There are leaks innumerable, for there is no check upon the cash, nor upon goods sold upon credit to see if they are properly charged; the clerks are unrestrained, and there is pilfering and waste at every turn and all the time.

The only remedy for these ever present evils is in a thorough mastery of detail. That it is possible to cover every feature of a business by a thorough system has been practically demonstrated over and over again. Next week we will present the history of a large general store, where there is an almost perfect supervision of details carried so far as to keep an account with each of nearly 1,200 articles kept in stock, besides analyzing the class of customers served. Elsewhere in this number we reproduce from a Western contemporary an article, "Make a Profit," which is in thorough harmony with our oft-repeated views and which is of direct interest in connection with details.

Unless a man is master of his own business the business will master him. Ruin and mortification are the rewards of inattention to the minutiae of life's work.—Ex.

PUSH NEEDED IN BUSINESS.

It is an assured fact nowadays that if you intend to make money you must take hold of something; you must devote your work, your time, your skill, your experience and whatever money you have to something. To very few indeed does a fortune come by merely waiting for it. And these fortunes themselves are the results of previous years of labor.

Caution is indeed a great thing in investment, but, as in everything else, there can be too much of it. The man who is too cautious in his business policy runs a greater risk of being ruined by missing golden opportunities than one who is seemingly reckless in his undertakings. Conservatism of the genuine sort should be the characteristic of every legitimate business man; aggressiveness, however, in any line of commerce, enlarges to a thousand fold the possibilities of success, while at the same time permitting of the employment of conservative methods.

Gambles in trade or in any other sphere of activity generally come to grief. The genuine business man is a speculator; he is no gambler. He takes risks, but they are warranted by the necessities of his enterprises. He, also, often comes to grief, but his ruin only emphasizes the mistakes that should be avoided by others.

Any man who wishes to invest has lots of good chances. But we must act; and by rightly acting he will win. — Journal of Finance.

A reputation for truthfulness is indispensable to permanent and satisfying success.

MARVELS IN METTALLURGY.

The fecundity of ideas which has characterized the present century has been nowhere more strikingly exemplified than in the diverse application of metallurgical products to the domestic needs of life. And now the ingenuity of modern mechanism has been applied to the reproduction in metallic form of an infinite variety of articles considered essential to the completeness of a lady's toilet. The gaudy taste of the demizens of the Orient, which exhibits itself in the ostentatious display of bright colors, spangles of rich and varied design, has found a field for its fullest gratification in the possession of the metallic marvels of personal attire now being produced by their less showy brethren.

The collars and cuffs of women's dresses are now trimmed with metallic lace, and the sons of Vulcan are displacing the jeweler in the production of ornaments for the neck, arm, wrist and ankle. Designs by the thousand are now in the market of collars collarettes, waistbands, belts, sashes, braids, lace, bonnet frames, crochet work and embroidery, all deftly woven by skillful hands from gold, platinum, silver, steel, german silver, pewter, lead and Berlin iron.

So vast has been the improvement in mechanical science that the metal smith can now turn out fabrics as delicate as Brussels lace. Indeed, so exquisitely delicate is the process that seeds not exceeding the thickness of silver foil can be produced with great facility. The lace loom and the knitting machine are now modified so as to enable them to use metallic thread as a substitute for others, and the wire weaver now manipulates threads of metal as fine as silk, and in some instances it is rendered almost imperceptible to the human eye.

The web thus formed is as delicate as the gossamer threads of which the poets speak in rapturous and entrancing song. By the use of an improved form of what is known as the Jacquard loom colored pictures can be woven in vari-tinted colors, and where the proper kind of metal is used these new fangled devices of artistic taste can be rendered almost indestructible.

By a new process the article to be reproduced is immersed in a strong bath exposed to the action of heat, electricity and powerful reagents; the atoms of the article are then abstracted under these conditions and replaced by those of any metals desired. Insects, seeds, shells, blossoms, leaves, lace and basket work may be thus treated, and language is altogether inadequate to describe the fidelity with which the tiniest point and line are copied in the hardest metal. So marvelous indeed is this process in the reproduction of those things submitted to it that even the "fuzz" of the geranium leaf and the antennae of a fly are duplicated with remarkable naturalness.

These wonderful advances in the field of metallurgy, evoked by the growth of civilization, in the progress of æstheticism and the onward march of metal culture and the consequent refinement of manners, has still further stimulated the growth of invention, and in the endeavor to cater to the fanciful tastes of the votaries of fashion there is but little doubt that a standard of mechanical delicacy and perfection will be attained superseding all the wonderful achievements of the past quarter of a century.—Age of Steel.

THE MIDDLE-MAN IN TRADE.

The statement will not be disputed that in marketing the great bulk of manufactured products the producer to-day deals directly with the consumer. Exceptions will be found in the case of food products and articles intended for personal use, or for domestic purposes, but even here the producer is brought closer to the consumer than was once the case, as sales are made largely from the factory to the retail store. The middle-man, whether he be a jobber, a broker or a commission merchant, has been overshadowed and shorn of his importance by the multiplication of factories and their distribution over a much wider area. It is easy and perhaps natural to deduce the broad inference and the tendency in trade is to the gradual extinction of middle-men. This idea is encouraged to a great extent by the huge growth of direct trading, and the apparent confinement of the middle-men within certain limits. It is however, encouraged fully as much by one's own inborn preference or prejudice, which leads him to endeavour to buy from "first hands" whenever possible, and to avoid paying a profit to any others who are merely in the line of distribution. Even the middle-men themselves always seek principles when they desire to make purchases. The complete extinction of the middle-man is the dream of a very large class of people, with whom "the wish is father to the thought."

And yet with the apparently steady progress toward closer relations between producer and consumer, it is unmistakable that middle-men occupy a position of permanence. Better qualifications are of course necessary now than the mere possession of capital and business connections. The business man who to-day ventures to stand between the manufacturer and the retailer and extract a profit from what trade he can divert through his own hands needs to be blessed with a keen insight into methods and processes and channels of trade, as well as the power of foresight with regard to the operation of current commercial influences. There are men in the iron trade to-day who are able to conduct a large business in which they derive profit from merely buying and selling and are neither manufacturers nor distributors. It is sometimes gratuitously assumed by those who buy from them that such middle-men are unnecessary and are in fact a weight on legitimate trade. In one sense they are a weight, but it is in the sense of a balance weight, in which case they are most useful to sellers. Take, for instance, the dealers in old railway material, who form an important class of middle-men. When the mills are supplied with such stock or hesitate to take in more, the dealers are very useful to the railroads, and will often take risks of an unfavorable turn in the market that a consumer would by no means care to assume. It is possible that this

function is not specially agreeable to consumers, but it certainly must be to producers or sellers, who also have a right to be considered as parties to a transaction.

Middle-men make themselves of value in both directions—to manufacturers or producers, as well as to retailers or consumers—and they will never become extinct, even if all manufacturers combined against them to avoid paying commissions on sales, and if all consumers endeavored to go as nearly as they could to "first hands." The bright wits of the born traders who take up the avocation of middle-men will find openings for themselves, and they will extract profits in spite of the unfriendliness of one side or the undisguised hostility of the other.—Iron Age.

IRON RAILWAY BRIDGES.

Many of the iron bridges and viaducts of the English railroads are cast iron. The accidents that have been so frequent of late from the failure of iron bridges have caused the managers of these railroads to examine with great care the condition of these structures. The report of the examination of the Brighton Railway Company made by Sir John Fowler, which has just been published is exceedingly interesting.

This company has 171 iron bridges on its line. Sir John reports that no less than 80 of these bridges, which are cast iron, should be replaced in the next three years and 20 should be reconstructed at once. Though not opposed to wrought iron bridges he seems to favor steel structures. The principal considerations upon which his advice is based is the great increase in the weight of modern locomotives, and the superiority of

wrought iron and steel as compared with cast iron, when high speed and greater vibration have to be provided for.

Fortunately we have but few cast iron railway bridges in this country. When cast iron was in vogue as a bridge building material in England, we were using wood in this country, and when these wooden bridges were replaced with iron it was wrought iron or steel that was used, so that here cast iron bridges are almost unknown.

But the considerations that led Sir John Fowler to his conclusions as to the necessity of replacing these cast iron structures with steel have as great force in indicating that many of our wrought iron railroad bridges should be replaced by heavier structures, if not with bridges of stone. Our locomotives, and especially our passenger and freight cars with their loads, are very much heavier than the English. The average weight and load is increasing. The effect of the load and its hammer upon bridges is double or triple what it was ten years ago. Farsighted railroad managers in this country have long questioned whether in renewals of bridges even steel should be used, and it is well known that the Pennsylvania railroad has replaced, and is replacing some of its iron bridges with stone.

It is not, however, proven that steel will not answer all requirements as well as stone. All steel will not, but a properly made and treated open-hearth steel makes an excellent bridge, not perhaps one that will give as long service as stone, but one that will cost much less.—American Manufacturer.

Every line of goods embodies a history and a science worth years of study to understand.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

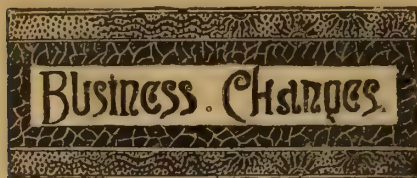
WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.



SALES MADE AND PENDING.

Harvey & Co., hardware dealers, Guelph, Ont., have sold out to Pringle & Chinis.

PARTNERSHIPS FORMED AND DISSOLVED.

Murphy & Todd, stove and tinware dealers, Rapid City, Man., have dissolved, W. Murphy continuing.

Joseph Kernagham tinware dealer, Prince Albert Sask., has admitted W. M. Kernagham into partnership.

Robert Orr, general merchant, Wingham, Ont., has admitted John H. Hiscocks as partner, under the style Orr & Hiscocks.

Rupert Pratt and E. S. Collins, have registered a partnership as general merchants, in Wolfville, N.S., under the style, Pratt & Collins.

REMOVALS AND DEATHS.

E. J. Keeping, general merchant, Austin, Man., is dead.

Bonnell Bros., general merchants, Walters Falls, Ont., have been succeeded by F. N. Kirkham.

James Ellard & Co., general merchants, New Westminster B. C., have sold out to J. W. Harvey.

FIRES.

Bowes & Bissonnette, general merchants Parham, Ont., are burnt out. Partially insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

O. Panze, general merchant, L'Epiphanie, Que., has assigned.

N. C. Lemyre, general merchant, Maskinonge, has assigned.

G. Lepage & Co., hardware dealers, Montreal, have assigned.

Elie Lachance, general merchant, St. Praxed, Que., has assigned.

Marshall A. Smith, general merchant, Summerfield, N. B., has assigned.

W. A. & J. W. Sherwood, general merchants, Bristol, N. B., have assigned.

Samuel Russell, general merchant, Millerton, N. B., is offering to compromise.

J. C. Lapointe, general merchant, St. Jerome, Que., is offering to compromise.

Thomas Thomson, general merchant, Butonville, Ont., has called a meeting of his creditors.

Wm. D. Taylor, general merchant, Maple Valley, Ont., has assigned to T. H. Lamb, Hamilton.

J. R. Mader & Co., general merchants, Newmarket, Ont., has assigned to J. D. Ivey, Toronto.

The Barnum Wire & Iron Works (Ltd.), Walkerville, Ont., have called a meeting of their creditors.

A. K. Bishop & Co., tinware and stove dealers, Owen Sound, Ont., have assigned to Geo. S. Kilbourn, Owen Sound.

THE TIN PLATE TRADE.

The period during which the tin plate works in South Wales and Monmouthshire have been stopped is now at an end, and the mills are being restarted throughout the districts in question. In some instances work will not be resumed for some weeks to come, but in the majority of cases the mills will be in operation next week. Whether the organized month of inactivity has achieved its purpose is a question which can be best answered by those actually concerned, but so far as can be observed by impartial outsiders its effects have been practically colorless. The stoppage was designed, it was stated by the makers, in order to prevent the prices of tin plates from falling below the cost of production. As soon as the works are again in operation it will be seen whether this aim has or has not been accomplished. Up to now the variations in quotations have not been other than normal, either here or in the United States. In London and at Liverpool the leading sorts and sizes are nominally but little lower than they were a month ago, whilst in the United States the quotations are but fractionally easier than they were when the new tariff came into force. On the whole this state of things is very much what might have been expected, under all the circumstances. Dealers in America are fully stocked up, and importers there are alleged to have on hand tin plates equal to nearly or quite a year's consumption. They are, consequently, deeply interested in the maintenance of prices, and it may be taken for granted that there will be no "slump" in quotations if it can possibly be avoided. Yet it is obvious that an awkward condition of affairs may be brought about before long if the Welsh makers and their financial supporters deem it necessary to recommence production on a large scale. If the plates are made they will have to be sold without much delay, and, as the United States market is the largest consumer, efforts may be made to push sales there through usual or unusual channels at prices which will allow for the McKinley duty, and be below the figures for which the American vendors of the stocks now on hand are holding out. We do not assert that this will be the case, simply because the issue is not yet raised, but we think it is very probable. The American tin plate interests are evidently of the same opinion, and in furtherance of that view are said to have procured the abolition of the drawback hitherto allowed upon canned goods, etc., in the production of which imported tin plates have been used. If that is really the case then the Americans have done a clever stroke of business for their infant industry, but we take leave to doubt the possibility of a Treasury decision on the point overriding the specific provisions of the legislative enactment. As regards American progress generally in relation to their tin plate indus-

try, it has to be noted that they are making preparations in an active manner for going on with the production. Amongst other matters they are alleged to have procured the setting aside of the Clause of the Contract Labor Law which forbids the bringing into the country of workmen under contracts in favor of skilled tin plate workmen, thereby hoping to get over one of their most serious difficulties, but (as is now alleged), thereby giving deep offence to the workmen's organizations of the United States. Another difficulty of moment which the American makers will find hard to surmount is that of private brands. We on this side know what has been done, and is done, in respect of these brands. The difficulty is even more serious in the States, because vendors and importers in that country have been accustomed to have their own brands, and have built up their business with them. It is not likely, therefore, that these firms will quietly give up their special lines, and it is certain that if the American makers (when they are able to do the business on a commercial scale) will not supply the plates under the private brands, the owners of the brands will obtain their supplies from Wales just as they have done hitherto. As the developments proceed on the other side of the Atlantic we shall doubtless hear of many other points of interest. On this side, also, we should be pleased to learn that the Welsh manufacturers are planning to meet their energetic rivals of the near future in an equally energetic and progressive manner.



GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for

THE DRY GOODS REVIEW

It will keep you informed on all important questions of the day affecting the Dry Goods and allied trades.

SUBSCRIPTION
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J.B. McLEAN CO. (LTD) PUBLISHERS.

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.

M. J. Woodward & Co.,
PRODUCERS OF CRUDE,
Manufacturers of
Illuminating Oils,
Lubricating Oils,
Paraffine Oils
and Wax, &c.
PETROLIA, - ONTARIO.

The John Bull Steel Plate Range.

The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

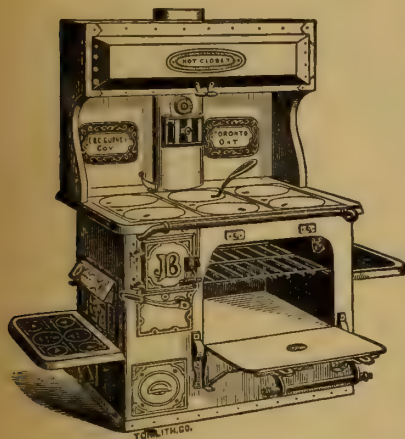
Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.



BRUSHES

—FOR—

Painters' and Artists'

Household,

Toilet and

Stable use.

All lines guaranteed first-class workmanship and quality as represented?

Illustrated Price List sent on application.

CHAS. BOECKH & SONS,

MANUFACTURERS,

OFFICES AND WAREHOUSES: 80 York St.

FACTORIES: 158 to 160 Adelaide St. W.

TORONTO.

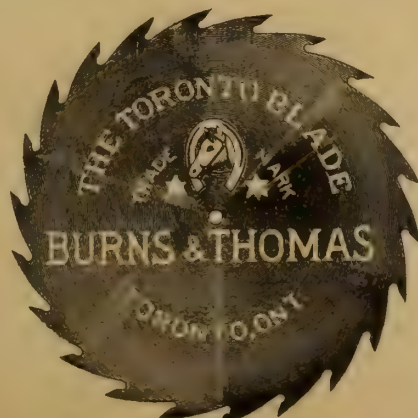
F. E. DIXON & CO.,
MANUFACTURERS OF
UNION TANNED
STAR RIVET

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.



SAWS CIRCULAR, Shingle, Re sawing
Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

JOHN WILSON'S Butcher Knives

and Steels,
Farriers' and
Shoe Knives.

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co.

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sta.,
MONTREAL.

The Gardner Steel Sash Ribbon AND PULLEYS.



Is being adopted for the largest and best buildings now being erected in Toronto because it surpasses cord or chain.

Samples and all information from

JOHN HARGREAVES,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE
MARK.



GRANTED
1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price - lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

BROKERS

—AND—

COMMISSION MERCHANTS IN CANADA

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb ingots, per lb ..	23, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S. Per box	
I.C., usual sizes	\$6 00 \$6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	5 25 5 50
I.X., "	6 25 6 50
I.X.X., "	7 25 7 50
I.X.X.X., "	8 25 8 50
D.C., 12½ x 17	4 75
D.X., "	5 75
D.X.X., "	6 75
Note.—Other brands might be shaded by 25c. per box.	
Coke Plates—Bright.	
Bessemer Steel—	
I.C., usual sizes	4 75 5 00
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00
Note.—Round lots of 14x20 might be purchased of 10c. per box less.	
Charcoal Plates—Terne.	
Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 50 8 75
I.X. Terne Tin	10 50 10 75
Charcoal Tin Boiler Plates.	
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	6½c, 7c
" 14x60, "	
" 14x65, "	
Tinned Plates.	
72x30 up to 24 gauge	6½ 7
26 "	7½ 7
28 "	7½ 8
Iron and Steel.	
Common Iron, per 100 lb ..	Base Price
Refined " ..	\$2 05 2 10
Horse Shoe " ..	2 45 2 55
Band " ..	2 50 2 55
Hoop " ..	2 65 2 80
Swedish " ..	4 00 4 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 00 3 25
Best Cast Steel, per lb.	0 13½ 0 14
Russian Sheet	0 10½ 0 12
Tank Plates	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10½c
1-inch	15

Boiler Plate.

½ inch	\$2 45
5-16 "	2 35
¾ " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2½, 3
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 3¾

Canada Plates.

Blaina	¼ bright 3 10 3 15
Abercrombie	3 20 3 25

Iron Pipe.

Wrought 60 to 62½ p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 60 to 60 and 10 p.c.	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5½, 5¾
26 gauge, "	5½, 6
28 "	5½, 6½

Gordon Crown—	
16 to 24 gauge, per lb	5½, 6
26 gauge, "	5½, 6½
28 "	5½, 6½

Note.—Cheaper grades about ½ cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb.	7 7½
¾ "	5½, 6
1 "	5 6
1½ "	4½, 5
2 "	4½, 5½
2½ "	4½, 5½
3 "	4½, 5½
3½ "	4½, 5½
4 "	4½, 5½
4½ "	4½, 5½
5 "	4½, 5½
5½ "	4½, 5½
6 "	4½, 5½
6½ "	4½, 5½
7 "	4½, 5½
7½ "	4½, 5½
8 "	4½, 5½
8½ "	4½, 5½
9 "	4½, 5½
9½ "	4½, 5½
10 "	4½, 5½
10½ "	4½, 5½
11 "	4½, 5½
11½ "	4½, 5½
12 "	4½, 5½
12½ "	4½, 5½
13 "	4½, 5½
13½ "	4½, 5½
14 "	4½, 5½
14½ "	4½, 5½
15 "	4½, 5½
15½ "	4½, 5½
16 "	4½, 5½
16½ "	4½, 5½
17 "	4½, 5½
17½ "	4½, 5½
18 "	4½, 5½
18½ "	4½, 5½
19 "	4½, 5½
19½ "	4½, 5½
20 "	4½, 5½
20½ "	4½, 5½
21 "	4½, 5½
21½ "	4½, 5½
22 "	4½, 5½
22½ "	4½, 5½
23 "	4½, 5½
23½ "	4½, 5½
24 "	4½, 5½
24½ "	4½, 5½
25 "	4½, 5½
25½ "	4½, 5½
26 "	4½, 5½
26½ "	4½, 5½
27 "	4½, 5½
27½ "	4½, 5½
28 "	4½, 5½
28½ "	4½, 5½
29 "	4½, 5½
29½ "	4½, 5½
30 "	4½, 5½
30½ "	4½, 5½
31 "	4½, 5½
31½ "	4½, 5½
32 "	4½, 5½
32½ "	4½, 5½
33 "	4½, 5½
33½ "	4½, 5½
34 "	4½, 5½
34½ "	4½, 5½
35 "	4½, 5½
35½ "	4½, 5½
36 "	4½, 5½
36½ "	4½, 5½
37 "	4½, 5½
37½ "	4½, 5½
38 "	4½, 5½
38½ "	4½, 5½
39 "	4½, 5½
39½ "	4½, 5½
40 "	4½, 5½
40½ "	4½, 5½
41 "	4½, 5½
41½ "	4½, 5½
42 "	4½, 5½
42½ "	4½, 5½
43 "	4½, 5½
43½ "	4½, 5½
44 "	4½, 5½
44½ "	4½, 5½
45 "	4½, 5½
45½ "	4½, 5½
46 "	4½, 5½
46½ "	4½, 5½
47 "	4½, 5½
47½ "	4½, 5½
48 "	4½, 5½
48½ "	4½, 5½
49 "	4½, 5½
49½ "	4½, 5½
50 "	4½, 5½
50½ "	4½, 5½
51 "	4½, 5½
51½ "	4½, 5½
52 "	4½, 5½
52½ "	4½, 5½
53 "	4½, 5½
53½ "	4½, 5½
54 "	4½, 5½
54½ "	4½, 5½
55 "	4½, 5½
55½ "	4½, 5½
56 "	4½, 5½
56½ "	4½, 5½
57 "	4½, 5½
57½ "	4½, 5½
58 "	4½, 5½
58½ "	4½, 5½
59 "	4½, 5½
59½ "	4½, 5½
60 "	4½, 5½
60½ "	4½, 5½
61 "	4½, 5½
61½ "	4½, 5½
62 "	4½, 5½
62½ "	4½, 5½
63 "	4½, 5½
63½ "	4½, 5½
64 "	4½, 5½
64½ "	4½, 5½
65 "	4½, 5½
65½ "	4½, 5½
66 "	4½, 5½
66½ "	4½, 5½
67 "	4½, 5½
67½ "	4½, 5½
68 "	4½, 5½
68½ "	4½, 5½
69 "	4½, 5½
69½ "	4½, 5½
70 "	4½, 5½
70½ "	4½, 5½
71 "	4½, 5½
71½ "	4½, 5½
72 "	4½, 5½
72½ "	4½, 5½
73 "	4½, 5½
73½ "	4½, 5½
74 "	4½, 5½
74½ "	4½, 5½
75 "	4½, 5½
75½ "	4½, 5½
76 "	4½, 5½
76½ "	4½, 5½
77 "	4½, 5½
77½ "	4½, 5½
78 "	4½, 5½
78½ "	4½, 5½
79 "	4½, 5½
79½ "	4½, 5½
80 "	4½, 5½
80½ "	4½, 5½
81 "	4½, 5½
81½ "	4½, 5½
82 "	4½, 5½
82½ "	4½, 5½
83 "	4½, 5½
83½ "	4½, 5½
84 "	4½, 5½
84½ "	4½, 5½
85 "	4½, 5½
85½ "	4½, 5½
86 "	4½, 5½
86½ "	4½, 5½
87 "	4½, 5½
87½ "	4½, 5½
88 "	4½, 5½
88½ "	4½, 5½
89 "	4½, 5½
89½ "	4½, 5½
90 "	4½, 5½
90½ "	4½, 5½
91 "	4½, 5½
91½ "	4½, 5½
92 "	4½, 5½
92½ "	4½, 5½
93 "	4½, 5½
93½ "	4½, 5½
94 "	4½, 5½
94½ "	4½, 5½
95 "	4½, 5½
95½ "	4½, 5½
96 "	4½, 5½
96½ "	4½, 5½
97 "	4½, 5½
97½ "	4½, 5½
98 "	4½, 5½
98½ "	4½, 5½
99 "	4½, 5½
99½ "	4½, 5½
100 "	4½, 5½
100½ "	4½, 5½
101 "	4½, 5½
101½ "	4½, 5½
102 "	4½, 5½
102½ "	4½, 5½
103 "	4½, 5½
103½ "	4½, 5½
104 "	4½, 5½
104½ "	4½, 5½
105 "	4½, 5½
105½ "	4½, 5½
106 "	4½, 5½
106½ "	4½, 5½
107 "	4½, 5½
107½ "	4½, 5½
108 "	4½, 5½
108½ "	4½, 5½
109 "	4½, 5½
109½ "	4½, 5½
110 "	4½, 5½
110½ "	4½, 5½
111 "	4½, 5½
111½ "	4½, 5½
112 "	4½, 5½
112½ "	4½, 5½
113 "	4½, 5½
113½ "	4½, 5½
114 "	4½, 5½
114½ "	4½, 5½
115 "	4½, 5½
115½ "	4½, 5½
116 "	4½, 5½
116½ "	4½, 5½
117 "	4½, 5½
117½ "	4½, 5½
118 "	4½, 5½
118½ "	4½, 5½
119 "	4½, 5½
119½ "	4½, 5½
120 "	4½, 5½
120½ "	4½, 5½
121 "	4½, 5½
121½ "	4½, 5½
122 "	4½, 5½
122½ "	4½, 5½
123 "	4½, 5½
123½ "	4½, 5½
124 "	4½, 5½
124½ "	4½, 5½
125 "	4½, 5½
125½ "	4½, 5½
126 "	4½, 5½
126½ "	4½, 5½
127 "	4½, 5½
127½ "	4½, 5½
128 "	4½, 5½
128½ "	4½, 5½
129 "	4½, 5½
129½ "	4½, 5½
130 "	4½, 5½
130½ "	4½, 5½
131 "	4½, 5½
131½ "	4½, 5½
132 "	4½, 5½
132½ "	4½, 5½
133 "	4½, 5½
133½ "	4½, 5½
134 "	4½, 5½
134½ "	4½, 5½
135 "	4½, 5½
135½ "	4½, 5½
136 "	4½, 5½
136½ "	4½, 5½
137 "	4½, 5½
137½ "	4½, 5½
138 "	4½, 5½
138½ "	4½, 5½
139 "	4½, 5½
139½ "	4½, 5½
140 "	4½, 5½
140½ "	4½, 5½
141 "	4½, 5½
141½ "	4½, 5½
142 "	4½, 5½
142½ "	4½, 5½
143 "	4½, 5½
143½ "	4½, 5½
144 "	4½, 5½
144½ "	4½, 5½
145 "	4½, 5½
145½ "	4½, 5½
146 "	4½, 5½
146½ "	4½, 5½
147 "	4½, 5½
147½ "	4½, 5½
148 "	4½, 5½
148½ "	4½, 5½
149 "	4½, 5½
149½ "	4½, 5½

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each..... 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, "..... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis. 45 and 50 pc.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 pc. cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis. 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Jenning's Gen, net list to 5 p. cent. dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross..... 2 25 5 20

Blind Rollers.

Annex..... per doz..... 1 25 1 75
Mascot "..... 1 35 1 85
Erminie "..... 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per
cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8..... 6 00
" No. 9..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 per
cent

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold "..... 1 10
Queenston "..... 1 10
Napanea "..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis. 70 per cent.

Canadian, dis. 35 per cent.

Tanged Firmer per doz..... 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00

Side..... 3 60 4 00

Enterprise, No. 0..... 1 35

No. 2.

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00

Coil, per doz..... 0 88 1 60

English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50

P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis. \$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz..... 0 30 0 60

Wine, per doz..... 1 30 2 25

Star, "..... 2 80 3 90

Fenns Corkstops, No 2 p.doz..... 1 70

Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Canadian, dis., Amer. list 60 per cent.

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Rasps, Kearney & Foote's dis
Am list, 50 pc. 50 p.c. to 50 and 5 p.c.

Horse Rasps, dis. 45 p.c. Amer. } Hellers
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00

Enterprise, discount 10p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star..... Per 50 ft. Per 100 ft.

Double Diamond Per 50 ft. Per 100 ft.

Size United inches.

16 to 25..... 1.45 2.80 2.15

26 to 40..... 1.55 3.00 2.45

41 to 50..... 3.40 5.30

51 to 60..... 3.70 5.80

61 to 70..... 4.00 6.30

71 to 80..... 4.20 7.40

81 to 85..... 4.50 8.40

86 to 90..... 5.40 10.00

91 to 95..... 11.50

96 to 100..... 13.65

Pilkington.

Ordinary

1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 6 50

Picture Glass.

Pilkington's ordinary.

1st break..... 4 30

2nd "..... 4 70

3rd "..... 5 40

4th "..... 5 90

5th "..... 6 50

6th "..... 6 90

7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90

Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.

Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50

Store door "..... 1 00 1 80

Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50

Socket Firmer "..... 3 25 8 00

Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.

" Shepard's Noiseless, dis. 60 p.c.

" Buffalo, dis. 60 to 70 p.c.

Light T and strap, dis. 62½ to 65 per

Heavy, per lb..... 0 4½ 0 05

Screw and Strap, per lb..... 0 03½ 0 04½

Screw, Eureka..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepard's, dis. 50 to 60 p.c.

Spring..... Per doz. pairs

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per

cent.

Planter doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross.. 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

dis. 35 to 37½ per cent.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.
Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.
Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.
Per keg. 3 60 3 75

Ice Picks.
Star, per doz. 3 00 3 25

Kettles.
Brass spun, per lb 7½ per cent. dis. off
new list. 0 40 0 45
Copper " " 0 40 0 45
Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.
Lock, Can. dis. 50 p.c.
Cabinet, Trunk, and Pad-
lock, Am. per gross. 1 60 4 75

Knobs.
Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava " 8 75 10 00
Shutter, porcelain, F. &
L screw, per gross. \$1 30 4 00

Ladles.
Melting, per doz. 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz. 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross. 1 05 2 50
Chalk, " 1 90 7 40

Locks—Door.
Canadian, dis. per cent. 50
Russell & Erwin, per doz. 2 90 7 50

Cabinet.
Eagle, dis. per cent, 30 per cent. to
35½ per cent.

Padlock.
English and Am. per doz. 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.
Tinmiths', per doz. 1 25 1 50
Carp'trs' hickory " 1 25 3 75
Lignum Vitæ, " 3 85 5 00
Caulking, each. 1 60 2 00

Mattocks.
Canadian, per doz. 8 50 10 00

Meat Cutter.
Enterprise, dis. per cent. 20 25
Canadian, 37½ to 40 per cent.

Home, each.
Mincing Knives, per doz. 42 2 35
American, per doz. 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.
Cut, 3 in. and upwards,
per keg base, price. 2 30
Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.
German & American. 1 85 3 50

Nail Sets.
per gross

Square, round and octa-
gon. 3 38 4 00
Diamond. 12 00 15 00

Oil.
Canada Refined Oil (Toronto) 15½ 16
Carbon Safety " 0 18 0 18
Canada W.W. " 0 20 0 20
American W.W. " 0 25 0 25
S.R. Seal. per gal. 0 63 0 65

Oilers.
McClary's Galvan. Iron
Oil Can, with Pump,
per doz. 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz. 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz. 2 25 3 25

Pencils.
Dixon's, per gross. 1 00 4 25
" Carpenter. 2 25 3 60

Picks.
per doz. 6 00 9 00

Picture Nails.

Porcelain Head, p. gross. 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis. 45 to 50 per
cent.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.
Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz. 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.
Button's Imitation, per
doz. 7 40 10 25
German, per doz. 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.
Poppers.
Corn, square, per doz. 1 35 2 00

Pruning Shears.

Per doz. 4 00 5 50

Pulleys.

Hothouse, per doz. 55 1 00
Axle. 22 33
Screw. 27 1 00
Awning. 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz. 1 00 1 85
Conductors' " 9 00 15 00
Tinner's solid, per set. 72
" hollow, per inch. 1 00

Putty.

Bladder, per 100 lbs. 2 00 2 25
Tins, lbs. 2 50 2 75

Rail.

Barn Door, per foot. 3 3½
Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz. 7 50 11 00
Wade & Butcher's " 3 60 10 00
Razor Strops.

Currier's, per doz. 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis.
Iron " 40 to 45 per cent.
Burrs, Iron, 30, 33½ p.c.

Rivet Sets.

Canadian, dis. 30, 35 per cent.

Rope

Per lb. Sisal. Manilla.
7-16 in. and larger. 9 12
¼, 5-16, ¾ in. 9½ 12½
¾, 1-16 in. 10 13
Cotton, per lb. 22 25
Russia Deep Sea, per lb. 13½ 16
Jute " 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis. 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set. 0 85 0 90
" N. P. 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz. 4 75 5 00
Sand and Emery Payer.
B. & A., sand, 30 p.c.
Emery, per quire. 55 90

Sash Cord

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per
cent.
Kempshell's dis. 40, 62½ per cent.
Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each. 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D., dis. 30 to 35 per cent.
Hack, complete, each. 1 75 2 75
" frames only. 75

Saw Sets.

Per doz. 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz. 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz. 6 00 7 50

Screw Drivers.

Sargent's, per doz. 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.
" R. H. " 72½ " " "
" F. H. Brass 75 " " "
" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.
Bench, wood, per doz. 3 25 4 00
Bench iron per doz. 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P., dis. 65 p.c.
Seymour's dis. 60 p.c.
Etna, dis. 75 @ to 75 and 10 per cent
Heinrich 60 per cent.

Sheaves

Sliding Door, per set. 77 1 40

Shot.

Canadian, dis. 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent

Sieves

Wood Rim, black, p. doz. 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes. 3 25
" ¼ and ½ gross boxes per
gross net cash. 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English. 1 80 5 00
Iron, American. 1 35 2 35

Spoons and Forks.

Tea Spoons. per gross. 7 50 12 00
Dessert " " 21 00
Table " " 30 00 30 00
Dessert Forks. " 24 00
Medium " " 27 00
Table " " 36 00

Squares.

Iron, per doz. 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.
Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb. 4½ 4½
Wrought Iron, dis. 75, 75 and 10 per
cent.
Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb. 0 15 50
Hindustan, per lb. 0 06
" Slips, per lb. 9
Labrador, per lb. 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10
Scythe, per gross. 3 50 5 00
Grind, per ton. 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.
Cut, Carpet, gimp, blue, dis. 35 p.c.
" tinned, dis. 45 p.c.
Swedes' iron, blue, ordered, dis. 42½ p.c.
Upholsterers' dis. 42½ p.c.
Copper Tacks and Nails, dis. 35 p.c.
Trunk and Clout Nails, " 40 p.c.
Patent Brads, dis. 40 p.c.
Finishing Nails, dis. 35 p.c.
Cigar Box Nails, dis. 35 p.c.
Shoe Finders' Tacks & Nails, dis. 25 p.c.

Tape Lines.

English, ass skin per doz. \$2 75 \$5 50
English Pat. Leather. 5 50 9 75
Chesterman's, each. 0 90 2 85
" steel, each. 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c.
Thimbles.

Asbestos, filled, per doz., dis. 25 off

Ties.

Cow, per doz. 1 25 2 50
Tinner's Shears and Snips
P. S. & W., 10 p.c. advance on American
list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per
cent. to 70 and 25 p.c. on special
lines.
Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent
Game, H. & N., or P. S. & W., discount 62½
to 60 and 10 p.c.
Mouse, per doz. 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz. 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz. 6 25 9 00

Twines.

Bag, per lb. 0 12½ 0 20
Wrappg. mott'd, pr. pack. 0 50 0 60
" cotton, per lb. 0 18 0 20
Mattress, per lb. 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55
Binding, flax, per lb. " " "
" jute " " "
" Blue ribbon. 0 14
" Red cap. 0 12
" Crown. 0 11
" Silver Composite. 0 09

Freight allowed to any station
south and east of Owen Sound in
1,000 lb. lots of any one brand.

Vises.

Hand, per doz. 4 00 6 00
Bench, parallel, each. 2 00 4 50
Coach, each. 6 00 7 00
Peter Wright's, per lb. 0 12 0 13
Pipe, each. 5 50 9 00
Saw, per doz. 6 50 13 00

Washer Cutters.

Per doz. 4 00 8 50

Well Wheels.

Amer. per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Plain iron and steel—Bright, anneal-
ed, coppered, coppered spring and
galvanized, 12½ p.c. dis. f.o.b. Mont-
real, f.o.b. (Hamilton and Toronto),
10c. per 100 lbs. net added for freight,
f.o.b. London 14c. added.
Tinned, net list: brass and copper 7½
p.c. dis.
Market, tinned per lb. 0 04½ 0 08
Tinned Broom, from 19 to
22 gauge, per lb. 0 06½ 0 06½
Malin's Wire on spools, 30 to 45 per
cent. dis.

Clothes Line, galv., p. 100ft. 0 25 0 55

Fencing Wire.

Galv. steel barb fencing
" Lock Barb, 4 point. 0 04½ 0 04½
Ditto Glidden 2 point. 0 04½ 0 04½
Galv. Steel, plain twist. 0 04½ 0 04½
Galvanized Barb, "Ly-
man," 2 to 4 points. 0 04½ 0 04½
Staples. 0 04½
Terms, 60 days or 2 per cent off for
cash—10 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft. 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'l, dis. 30 to 32½ p.c.
Diamond, dis. 33½, 35 p.c.
Tower's Engineer, each. 2 00 3 06
" S., per doz. 5 80 7 50
G. & K.'s Pipe. 6 00
Burrell's " each. 3 40
Pocket, per doz. 1 25 2 00

HARDWARE

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of **B. F. Cumming's** Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

TRAVELLING MEN

T WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

60W



GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS. TORONTO ENG. CO.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR

Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,

MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belted, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

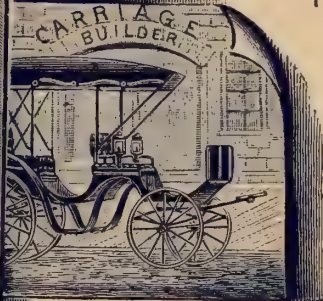
Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

AUG. 22, '91

2.00 a Year.

10 Cents a Copy



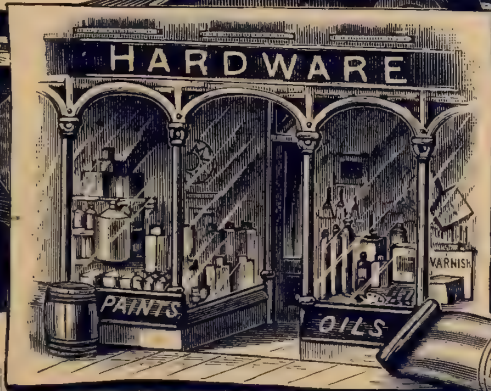
PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"
No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



TORONTO ENGRAVING

HARDWARE.

Machinists' Tools

Twist Drills,

Emery Wheels,

Taps and Dies,

CHUCKS, REAMERS, &c., &c.

RICE LEWIS & SON

LIMITED.

General **HARDWARE** Merchants.
TORONTO.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-Treas.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY
OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada

-: Superior Quality Rubber Goods. :-

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction,
Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; **J. J. MCGILL, Man.**

WESTERN BRANCH:

Corner Yonge and Front Sts., **TORONTO.**

J. H. WALKER, MANAGER.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, AUGUST 22, 1891

No. 34

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.
MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.
NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

THE DUTY ON TERNE PLATE.

The customs decision which ruled that terne plate should pay a duty of $12\frac{1}{2}$ per cent., though it is at variance with usage both in this country and the United States, is evidently in keeping with the policy of protection which is followed by the Government, and the course of economy which the utterance of the Premier upon the abolition of the sugar duty shows the Government will follow, to offset the \$1,500,000 of estimated shortage in the revenue consequent upon the last adjustment of the tariff. Sheet iron, according to item 353 (departmental number) of the customs tariff, is taxed $12\frac{1}{2}$ per cent., no doubt in the interests of prospective manufacturers. But that duty has failed to make the manufacture of sheet iron a Canadian industry. Probably a somewhat higher duty would suffice to do this on a more or less limited scale, but a higher duty would scarcely be politic. A customs decision that would enlarge the demand for sheet iron of native manufacture, or confine the bulk of the demand to a native supply would be a less overt way of extending further protection to the industry that is sought to be brought into existence. This decision was given in the deliverance of the Board of Customs last week. By imposing a duty of $12\frac{1}{2}$ per cent. on terne plate the Customs Department puts it on the same footing as sheet iron. As long as terne plate was classed as tin plate it came in free. Unlike tin plate, it can be coated in this country. Any

concern which might be contemplating the manufacture of sheet iron would consider these facts. It would find encouragement in the $12\frac{1}{2}$ per cent. protection provided for the manufacture of sheet iron, but would probably be discouraged by the extent of the demand that would favor the outsider under the privilege of getting terne plate in free. For terne plate is sheet iron dipped in a mixture of lead and tin. Every square foot of it that would come in would be in competition with sheet iron makers. Further, the coating of the plate is another part in the production of the article which it would be the policy of the Government to protect in this country. These were probably the leading considerations which disposed the board to rule that terne plate ought to pay a duty of $12\frac{1}{2}$ per cent.

It is easier to account for a disposition to put on a stiff duty than the reasoning whereby the decision given is deduced from the tariff clauses relating to the subject. Section 857 (departmental number) says, "Tin in blocks, pigs, bars and sheets, and plates and tin foil" free. If terne plate, which is coated with a mixture of tin and lead, came under this clause before, why should it not do so now? Also why should the ruling be so sudden a matter and catch importers so sharply? Houses that calculated on duty free stock have contracted to supply roofers—and retailers on quotations which contemplate no duty. Now they have to add one-eighth to cost. There is no need of this sort of annoyance.

THE STOVE TRADE.

The stove trade is now like a vessel without a chart, and may be said to be "going it blindly" if its course be compared with that of past years. The policy of each manufacturer seems not to be to extend his trade, but to hold the custom he has already attached. Consequently, dealers who write for prices are not usually answered with quotations. Catalogues are sent attended

by the statement that business will be done on the most favorable basis. This wary policy is intended to prevent that competition in cutting which the dealer can promote when he has one man's prices to shove in the teeth of another. The gas stove trade has been a much larger one this summer than last. One house sold nearly twice as many.

CONCESSION ON CANADA PLATE.

Within the past week purchases of Canada plate have been effected at a considerable concession, and taking the position of supplies some find this hard to account for. They admit that since the squeeze of the early summer, stocks have been sufficiently replenished, but contend there is no reason for any cutting, as actual wants ought to induce a healthy sort of movement when the demand on fall account sets in. Their contention may be quite right and proper, but the firms who are doing the business at the reduction, it must be allowed, know their own business best. If they are content with smaller profits—for they are not the ones to do business for love alone—no one can complain, for it is their own fault if they, the complainants, allow any trade to slip through their hands. The dealers with whom they differ are quite as wide awake as the next ones, and they no doubt are calculating on the fact, that by the time fresh fall supplies are to hand lower prices may be a probability. The parties who look for any change in an upward direction are certainly outside the facts. The English makers have been closed down it is true, but it is extremely doubtful if this fact can have any effect in stiffening prices by regulating production. Indeed, in the material course of events, we ought to have easier prices. With the large supplies of tin plates in the United States accumulated in anticipation of the increase in duty, the call on English makers from that quarter this fall is bound to be restricted if not altogether wanting for a time. More attention will therefore be paid to other markets and Canada is one of these. Anyhow whatever is the outcome the fact remains that Canada plate can be bought under \$2.75 even, Montreal terms, when a round lot is under consideration, and buyers, no doubt, with that natural human tendency will know just who to patronize.

LOWER OFFERS ON PIG IRON.

The approach of the fall season brings with it the usual flood of circulars with quotations on the various brands of pig that enter into consumption in Canada. In connection with our remarks last week re the tendency of iron values one of these that came under our notice is apt. This circular quotes both the superior and inferior brands at a shading on our quotations. The offer, however, had a qualification and it was in this that the difficulty lay. The terms were four months prompt. Now four months' credit is the regular course with the iron trade, but in the general run of cases four months agreed upon ostensibly mean in reality eight months, as any one who knows anything about the iron trade will admit. Therefore the tempting offer is not so tempting after all to the majority, who will probably prefer to accept stock at a few figures more from a more lenient creditor if they are compelled to. The business ethics of this is another matter, but we may perhaps be permitted to say that it would be better for sound trade in the long run, if sellers held buyers to their agreements, in which case the latter would be more careful about operating where they had no reasonable show for fulfilling them. However, as the practice is in vogue it may be passed with these remarks, and to resume our mutton it is quite possible that the lower quotations to which we refer will be general by the time the fall movement actually commences. We may be mistaken, but it is reasonable to assume that this circular would not have been sent out if higher prices were looked for.

THE SUBSTITUTE QUESTION.

In an address read before the convention of the National Editorial Association, held recently in St. Paul, Minn., Mr. A. Frank Richardson drew the attention of the press and the public to the large business in substitute goods that is carried on by druggists. These traders are accused of using their influence as salesmen to foist upon purchasers unknown or inferior preparations, in lieu of goods that have risen through their own excellence and the enterprise of their proprietors to a commanding place in popular esteem. The demand for such well-known goods is ready-made and is an extensive one. Any cheaper substitute for one of them is sure to put money in the pocket of him who can invent it, and there accordingly plenty of compounders prepared to offer an equivalent for the articles in most common request. Even if there were any originality about those so-called equivalents, it is certain that very few of them would ever be submitted for sale, were it not for the existence of the articles they strive to displace. When a preparation has a world-wide or national name and has fully explored the resources of

the demand, then imitators come to put their wares in the avenues opened up by their forerunner. The imitators, having a demand created beforehand, require no enterprise to put their stuff on the market. They must not claim for it any original merit; otherwise they will have to make good their claim. All they do is to say the article is like some other that is in conspicuous demand. They do not presume to be the originators of any volume of demand, they aim to steal what has been originated.

This evil is not confined to the drug trade. There are counterfeiters who use the hardware trade for the circulation of their false or inferior wares. Such men do not invent anything that begets demand. They see some proprietary article receiving large attention, they wait till it has established its network of capillaries through the whole consuming body, and then they make something that is just the same according to their representations. They do not pretend that their article has any individuality. If they did it might probably have no rival, but it certainly would have no prototype. That is what such an invention wants. It requires to start under fraudulent auspices, and as it would be a criminal act to forge the brand of the prototype, the thing has to be represented as having the same qualities but not the same name. What merit and extensive advertising have done for the reputable article is sought to be turned to the advantage of the spurious article. Liberal advertising, undoubted worth and long standing have made certain brands a guarantee of sale nearly anywhere. There are many lines that would not have been if the great success of some eminent predecessor had not called them into existence.

The trade should be chary about lending itself to the purposes of adventurous imitators. The men who have the faith in their specialty to launch it out in quest of a demand which had never been offered the like before, deserve some protection. When their specialty becomes a staple it is sure to have many imitations clinging to its skirts which should be brushed off before being dragged into prominence. Wherever there is any attempt to float an article upon anything but its intrinsic merits or the enterprise of its promoters, the trade should refuse to be a party to it. The articles that are standard now in their respective spheres did not get into their prominence by virtue of unscrupulous attempts to seize the trade of something they were made after. Their individuality, not their likeness to something else, was what they were pushed upon. It is always a suspicious argument to say that some new thing is like some old one in its usefulness, and is usually a fair test upon which to decide the trader to let the thing alone.

It is not always desirable that the trader should be neutral between the claims of two articles for the buyer's favor. The trader has the consideration of relative profit to bias him one way or the other, but he ought to take a broad view of that aspect of the matter, and compare the articles not by units but by the respective volumes sold of each in a year. By that means he will arrive at a true verdict as to which is the more profitable. Sometimes, too, the trader is driven to prefer the unworthier of two articles by the selfishness of the manufacturers or proprietors, who cut profits down too low on the retailer. The natural effect of this works against the proprietors' interests, and it is just that it should.

ALL'S WELL THAT ENDS WELL.

John Goodmurphy of Gore Bay, undertook to make a dazzling flank movement on his creditors a few days ago. John ran a general store at the above named place, and for two years had been carried by his compassionate creditors. He had a lot of lumber he was waiting for an opportunity to dispose of, and his creditors kindly bided the time along with him. But a short time ago a buyer turned up, John expeditiously transferred the lumber to him and pocketed \$3,300 for it. He then repaired to this city, where he made the following proposal to the house that was his leading creditor: He would deliver up the \$3,300 and would give his own notes for \$1,500 more, to be paid in three equal instalments, coming due in ten, twenty and thirty months. This was to liquidate a total indebtedness of \$9,000, divided among several creditors. The offer was thus equivalent to about 50c. on the dollar. His proposal was submitted to a meeting of the creditors, and before that meeting he held to his position. The advantage he clearly believed to be on his side, but he was unaware that a detective was shadowing him all the time. He had brazenly acknowledged that the \$3,300 was in his pocket, and that he recognized the legal powerlessness of his creditors to get it out. Besides the \$3,300 of cash, he had the following assets: Stock \$2,500, real estate \$3,100, book debts \$600, or a total of \$9,500. The answer made by his creditors was like unto his proposal: it was of the nature of a bluff. He was told that he had to deliver over the cash. That they would make him pay. He was promised that he would be reasonably dealt with. An important advantage in the hands of his creditors was a power of attorney possessed by one of them, which had been conceded two years ago when Goodmurphy needed an extension. This put it in the power of that creditor to assign all Goodmurphy's belongings, and that step would have been taken if the debtor had not yielded to the terms of the creditors. These were, that he surrender the \$3,300 and sign three notes for \$833⅓ each, to be due at the intervals named in his proposal. Thus \$1000 more was got one of him, and he was let go. He will return to business, though his idea was to depart if he could not get his offer accepted.

The creditors had either to lose a little or be a party to this man's resuming business. It is a pity they had not any legal means of attaching the debtor's money when he is capable of making so shameless an avowal of intention to defraud. If his creditors had rejected his overtures, or had refused to treat with him, they could not have got a hold of the cash. They could not force him to assign it, and they felt no doubt that they had to be content with the best they could do and get the cash. But they ought not to assist such a man back into business with a capital of \$4,000, which was all their due. They thus bestow a bonus upon a man who openly declared he was not honest, and he will be the opponent of honest men. His brother-in-law, Alexander Hall, from the same place got away two years ago with a lot of his creditors' money.

THE INCH AND THE OUNCE.

Apropos to the discussion of a system of new weights and measures, some few points in relation to the derivation of the old standards of measurement might not be out of place. As the Jews had a mystical reverence for seven, the ancient Welsh and Celts for three, and the Greeks a perfect philosophy constructed out of the harmonies of all sorts of numbers, so the Romans fell back upon a scale of—or, more properly, upon a scale with—a base of six. According, as they divided the pound into twelve unciae, so they also divided the foot, which was the standard of lineal measure, into twelve sections, and they called these sections unciae, too. But how did they get the inch originally? Rather how did they get at the pound? For that, and not the inch, is the unit. There seems to be no precise information. They would divide any unit into twelfths, and a prevailing notion was at one time that the linear uncia was really the original, and was then transferred as a name to a weight. This, though plausible, is hardly the case. Sometimes, especially in old books written when philology was not what it is now, it was the fashion to derive the unciae from the same word in the Greek, because after the revival of letters in Europe the admiration of the Greek became so great that whenever similar words were found in it and some other language, it was always said that the other language borrowed them from the Greek. This is very far from being always so, and in the present instance the very reverse appears to have occurred. The ounce is literally the 12th, and thus we see at once the sense of speaking of an ounce of land and an inch of milk, just as of an inch of a man's will or an inch of interest for money on loan. It was always the 12th of a unit; 12th of an hour; 12th of a jugerum, that half acre which the two oxen ploughed in a day; 12th of a sextarius, or equivalent to our pint; 12th of the entire hereditus; 12th of the principal lent or hire, when it was money, as usury, that is, over six per cent. It is accordingly as much of a mistake to say that the primary meaning of the word is linear, which is to say that it comes straight from the Greek into the Latin, and thence on to us. The riddle is plain enough when we get to the true origin of the word—a 12th. Once, indeed, it used to be said that the true origin was that the word meant a thumb-breadth, because its equivalent, pollex, in linear measure, was often used in its place. But this is not the case. Some of the old Latins themselves, moreover, thought it meant literally the unit; but even this will not hold beside the proper signification of the 12th. The pound weight was really never divided by inches or ounces; it was divided by 12ths, by halves, by thirds, by fourths, and by sixths. And here, again, we see what a convenient base a system of 12ths is for division compared with a system of 10ths, which could only be divided in two ways—by two and five. For seven ounces

they use the literal seven-twelfths; for eight ounces they said two parts, that is, two-thirds; for nine, wanting a fourth, which with us reads like a roundabout way of expressing three-quarters; for ten, wanting a sixth; for eleven, a 12th. It will thus be seen that ounce is derived from the Latin uncia, which is put for unica, that is, one part of any whole; and hence an ounce—an inch; which are different forms and applications of the same word.—Ex.

FARMERS' SUPPLY PURCHASING IDEA.

It is not, as many seem to suppose, an entirely new scheme, says an exchange, the proposition for a greater degree of co-operation among farmers. For instance it is claimed that they might effect a large saving by purchasing and owning agricultural implements and farm machinery in common, and the advocates of this plan, among which is found the Chicago Tribune, urged the present opportunity for farmers to study up the benefits of co-operation through their granges and alliances and to put in practice this system of joint ownership of farming tools.

The singular feature of this proposition is that it should be hailed as in any sense a new one. It has been tried among farmers in various parts of the West several times, and nearly always with ill success. There is a gentleman in St. Louis, still engaged in handling farm machinery, who supplied such merchandize to a number of farmers associated together in the purchase and ownership of working implements, some years ago, and the experience was mutually satisfactory. Aside from the trouble over collecting for the goods which the salemen experienced farmers themselves indulged in more controversy over the use of the implements than the ownership and keeping up of a joint fence would ordinarily occasion. If Farmer A wanted the mower, Farmer B was either using it or it was down in the farthest corner of Farmer C's lot, ten chances to one it being also out of repair. If Farmer C wanted the reaper jointly owned between them, Farmer B was almost certain to have broken a cog wheel in it while using it the day before. With a surplus of owners, there was a deficit of room in which to store the machinery when not in use and it soon went to rack and ruin. But not until the families of the numerous owners had shared in the controversies arising over the implements and the whole neighborhood was torn up into fractions. It was like the historical case of farmer Horace Greely who owned a prize bull, but had accommodately loaned it to a neighbor, who had permitted it to disappear and so the use of the animal Uncle Horace never could have.

Co-operation is one thing and community is another. There have been farmers, as others, who lived in association with property

common to all, as, for instance, the Oneida community. They jointly carried on agricultural pursuits, and with more than ordinary success, but their fellowship was something entirely different from the mere voluntary association of farmers, not bound by ties of consanguinity or religious sect or craft. The Shakers form an agricultural community, and own property in common, and they have been successful. But their body has a stronger tie than a mere economic alliance of farmers to endeavor to purchase goods cheaply by purchasing jointly. So it may be said that while in exceptional instances under strong fraternal ties or bonds, a community of zealots may be a success, co-operation is a far different matter, so far as the farmer is concerned, and may prove as delusive in general practice, if attempted, as have been the few instances of neighborhood co-operation and the like attempted some years ago under Grange auspices. Anyway co-operation is not new, neither is community. But they are not alike, and it is astonishing that the papers now discussing the question should confound the two. They have nothing in common unless it be that the joint ownership of some property is the desire or theory of one, while the common ownership of all property is the essential tenet of the other.

ADVERTISING AS AN ART.

Advertising, as an art that is passing through its several stages of development, only needs to be undertaken with intelligence and carried on with courage all the way through. Beyond this, there is no more mystery about it than there is about many other evolutions of our marvellous modern life.

It is true that some people regard it as they do a lottery, but continued experience soon instructs them that the luck is always on their side. When it is found profitable to advertise certain lines of trade, and not a few callings to the extent of fully two-thirds of the capital invested, the case is taken out of the court of discussion and decided to be settled for good and all.

If it can be shown, as it can be, over and over again, that intelligent and resolute advertising will fully warrant such an outlay, then it must be allowed that advertising, as one of the life-giving elements of business, has gone beyond the experimental stage altogether.

The sole and only secret of its operation is that it shall be continuous and systematic; and by system we mean a deliberate and comprehensive plan of operation to start with, and the sagacious selection of the most effective agencies to carry it out. If even haphazard advertising work yields such surprising results to the impulsive experimenter, there can be no mistake in entering upon it after becoming familiar with its reliable rules and understanding its unvariable conditions.

Once having mastered these, the advertiser may securely conclude that his coveted fortune is wholly in his own hands. He may safely repose in the strengthening thought that he is henceforth the master of the situation and the architect of his future. He has but to maintain his supply of resources at their highest standard, and steady and unflinching advertising will take care of the rest.—Weekly Journalist, Boston.

A STUDY IN DETAILS.

Little did we expect or dream to find on the frontier a demonstration of the theory often advanced and advocated in the American Grocer, that it was practicable and of value to so systematize the workings of a retail store as to bring clearly and constantly to view all of the details of the business. We feel assured that our grocers will be glad of an account of the workings of an Arizona general store doing a trade in miscellaneous merchandize of \$160,000 per annum, and yet so perfect is the system that the owners know exactly the relation which every article in the stock bears to the total business. The details are simple and cannot be considered as adding to the expenses of management, but rather as contributing to increased profits and perfection of service.

First—There is a very thorough system regarding the receipt of goods. It is a rule to request shippers of goods to note on invoices, weights, classification and rates of freight. Whether this is done or not every invoice of merchandise when received is thoroughly examined, all of the goods weighed, the date of their receipt noted upon the packages, and examination made as to whether the classification is correct and the rate of freight is right or not. It has been found by experience that errors are very numerous in this direction and a very large saving is effected by this thorough inspection of goods purchased and received. Every article in stock is marked so that there will be no blunders or errors in the sale of goods. There is also a system of "Want" books, upon which the clerks are requested to note goods which are likely to be needed within a short time.

At this distant point, Flagstaff, Arizona, freights are so high that the cost adds an average of 30 per cent. to the invoice price of the goods, and yet we find that many articles, particularly those purchased on the Pacific coast, are retailed quite as cheaply as in the larger cities of the East.

The stock is varied and includes all the general lines of groceries, dry goods, boots and shoes, hardware, crockery, glassware, drugs, Yankee notions, Indian supplies, such as are needed by the traders and the Indians direct.

In the department of dry goods an interesting feature is the receipt and sale of Bayeta cloth, brilliant red in color, manufactured and dyed in Spain, and which is purchased almost exclusively by the Indians, who unravel it and use it in manufacturing blankets, etc.

We find in the line of food, table delicacies such as are usually found only in first-class city stores, such as goods put up by Alexis Godillot, Jr., Richardson & Robbins, Gordon & Dilworth, and other first class preservers. We were quite surprised to find, for instance,

Philippe & Canaud's sardines, the finest brands of olive oil and the choicer imported delicacies.

There is a very large business done with the Indians, who bring in their blankets, baskets, etc., and exchange for supplies. This gives this store a stock of Indian blankets and curios for which a ready market is found in Texas, New Mexico, California and other points. Eastern people are not apt to appreciate the value, for instance, of Navajo blankets, which run in price from \$2 or \$4 to some for which \$125 have been refused.

Second—In this store an account is kept so thoroughly with each of 1,170 lines, which represent from 1,500 to 3,000 articles in stock, that at a glance the sales of every article for each day, month and year, whether it be of axle grease, emery paper, barley, sugar, flour, or any other article in infrequent or constant request. Let us follow the plan as it covers the grocery department, and we shall have an illustration of how every other department is kept. A record is made of every sale, whether for cash or credit, this being obligatory in any retail business, especially as regards a record of every credit sale. In this Arizona store the salesman uses a blank, the head of which serves for a stub, it being separated from the main part of the blank by a perforation; this blank is as shown:

RIORDAN MERCANTILE CO.

Salesman.....	Date.....	Amt.....
Sold to.....	No.....	

RIORDAN MERCANTILE CO. No.....

Salesman.....	Terms.....	Date.....
Sold to.....	Shipped by.....	

The blanks of each day are used for making bills for each purchaser; which bills are copied by a letter press in a large invoice or copying book. These blanks are filed while the posting is made directly to the ledger from the invoice book. The originals are preserved, after being carefully checked. These blanks are then passed to a young woman, who goes over every item and posts the sales of each article on sheets, each sheet representing one article. These sheets are arranged alphabetically so that familiarity with them enables the clerk to refer to the account of every article with dispatch. On the reverse side of the sheet the different purchases of each article are noted. Thus we have on one sheet a complete record which shows at a glance the daily sales of every item, and also the sales to date from the beginning of each month and from the commencement of each year. The total sales of each article for the month is posted to a miniature ledger or sheet on which is an account of each article, each sheet affording space for half a dozen or more articles. At the top of each account is noted the total sales and receipts of that article for the preceding year and the average per month, and

also the value of the stock on hand as shown by the inventory at the commencement of the year. The purchases are also entered and the sales for each month, for the quarter and year, in a form like the following:

Name of article.
Sales during previous year.
Average per month.
Amount on hand at inventory.

RECEIPTS.

January.
February.
March.
Total receipts first quarter.
April.
May.
June.
Total receipts second quarter.
July.
August.
September.
Total receipts third quarter.
October.
November.
December.
Total receipts fourth quarter.
Total of inventory receipts.

SALES.

January.
February.
March.
Total sales first quarter.
April.
May.
June.
Total sales second quarter.
July.
August.
September.
Total sales third quarter.
October.
November.
December.
Total sales fourth quarter.
Total sales for year.
Balance as per records.
Balance as per inventory.

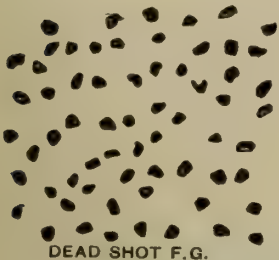
The system used checks itself, for the total of the blanks must agree with the total of the invoice book, and these in turn with the total of the sales of each article. These tests are made daily or weekly and any errors promptly noted and hunted out.

This system furnishes a complete guide in purchasing goods and for the adjustment and averaging of profits. Before adopted it was found that the tendency was to overstock, there being on hand at the last stock-taking, nearly 500 articles valued at \$6,000, and for which there was a very small demand, and yet it was necessary to keep some of them in stock, for instance, the sale of emery paper was only \$2 or \$3 per month, and yet it had to be kept; but it often happened that purchases were made of too large a quantity and thus a supply was secured that would last for several years, when there was no necessity of purchasing beyond the requirements of two or three months. It

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

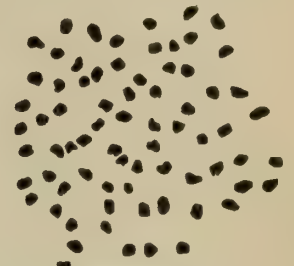


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.G.

TRY IT.

will readily be seen that this system affords a complete check upon any such transactions. The aggregate of over-purchases makes a serious expense account for any store, subjects goods to deterioration, and which must be sold at a sacrifice, to say nothing of the extra labor which an over-stock involves.

An analysis is also made of the sales or the character of each day's business. The owners of the store are interested in a large lumber industry, and a railway and thus it happens that goods are bought to be used in these enterprises, as well as for the use of men in the logging camp. A statement is prepared each day showing the nature of the sales. This is kept upon a blank 8½ x 11 inches, ruled in fourteen double columns, bearing these headings: Manufacturing Plant; Working Appliances and Departments; Real Estate and Buildings; Lumber Expenses; Income Expenses; Contingent Income; Contractors; Employees, all of which refer to the Lumber Company. These subdivisions are followed by a column headed: Total A. L. & T. Co., wherein the total purchases of the day of these various interests are footed. Then comes columns headed: Merchandise Expenses; Store Employees; Merchandise Credits; Merchandise Debits; Grand Total. Here at a glance the manager of the store can tell the amount of sales each day, whether to men in the logging camp, or their contractors, store employees or other class of buyers.

A like system is carried on in large hotels, by railway companies and other corporations employing many men. If such institutions can master details and do it in a thorough manner, it is certain a retail grocer, dealing in food products only, can keep a complete record of his business. How many keep an account with the goods that go out of their store? Are the various articles taken for store use charged to store expenses; the brooms used for sweeping, the oil in lighting,

the brushes kept for dusting, etc.? If there is no account kept with all these items, there can be no thorough knowledge of the business.

The system adopted in Arizona does not add materially to the expense account. In this case one woman occupies about one-half of her time in this special work. The system makes the proprietor master of details, and therefore a master of his business. We are pleased to find this illustration of a theory often advocated, and which we have never seen in practice except in the case of a large Broadway jewelry store, which keeps an account with every item in the stock. We are pleased to note this practical demonstration of the theory advocated and especially as it relates to a general country store, which is probably the severest test to which it could be applied.

With such examples before us, is there any excuse for grocers not mastering the details of their business and thus guarding themselves against contingencies which, if not provided for, are sure to lead to bankruptcy?—American Grocer.

BUYER AND SELLER.

Perhaps in no department of trade is there unity of opinion, says the Canadian Trade Review, regarding the relative merits and worth of the commercial buyer and seller. It is a point upon which it is probable that there will always be differences of opinion. To A. T. Stewart, the American merchant prince, is credited the statement that a salesman is not very hard to find; that, if not readily found, it would be easy to train one; but that a buyer—that is, of course, a good buyer—is, like the poet, born, not made. Yet even this experienced judgment can hardly be said to apply in all cases. It may be that the buyer is of supreme importance in his own department, but his relations to the public and even to the trade, are limited. We agree with a contemporary in its statement that the buyer of raw material for the

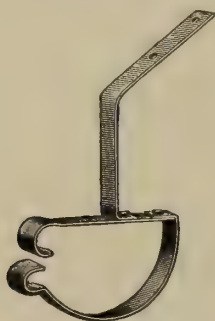
of a comparatively small circle handling raw products. Even the buyer for the jobber, or purchasing agent as he is more generally termed, operates within a comparatively small circle of manufacturers or importers, although his dealings are of immense magnitude, larger by far than those of any salesman of like experience and standing. He is a factor in the market, yet in a limited sense and not as the purchaser who is himself a seller that directs and deals directly with the consumer. Necessarily, buyers are not so numerous as salesmen and for that reason alone are not so well known through all the ramifications of trade and commerce down to the consumer. Yet no one would underrate the importance of the seller to the trade at large nor deny that the successful salesman has acquired an art of as great value to himself and his employer as the buyer could possibly attain. To the student of human nature the salesman is a greater and more interesting study than the buyer, and this is true whether the art of selling is represented by the man behind the counter, in the store, or by the commercial traveler whose life is spent on the road. The successful salesman must himself be a student of human nature and a close observer of persons especially, the better to enable him to deal with his customer. Patience, caution, and determination are also elements in the make up of a good salesman. It is difficult to realize the tax to which these characteristics are often subjected, especially the trait of patience. Customers are naturally unsympathetic and sometimes imagine it a special privilege to exact for themselves more than ordinary deference. But the salesman must take no umbrage—nor could a buyer under like circumstances—that's what he is there for, to sell if he can, but at all events not to antagonize the customer. The latter is especially true in retailing, and the storekeeper who is his own salesman, finds it especially incumbent on him to restrain himself, as so many have learned by unpleasant experience.



NEW GOODS.

J. R. BAKER'S IMPROVED EAVES-TROUGH HANGER.

J. R. Baker & Son, Kendallville, Ind., are offering the trade a trough hanger, as illustrated herewith. The strap that goes under the trough is of heavy galvanized iron, while the balance of the hanger is strong hoop iron. The point is made that while it is very readily attached to or removed from



the trough it is impossible for it to work loose, as there is neither solder bolts or nuts used either in the construction or in fastening it to the trough. It is claimed that the eye that clasps the bead is so constructed that the trough is not damaged in the least by attaching the hanger.

LITTLE GEM SPRAYING PUMP.

Field Force Pump Company, Lockport, N. Y., are introducing a spray pump, as illustrated herewith. The pump is made entirely of brass—the working parts, discharge and connecting tubes, plunger, rod and air chamber, so that all parts (except the rubber hose and valve packing) that come in contact with the liquid are of brass, making it practical for using any of the insecticides, emulsions, arsenites, fungicides or ammoniacal mixtures now in common use for saving fruit, foliage and flowers from



destruction by insects and fungus. It is supplied with two brass nozzles, one for a round or solid steam; the other, their Combination

Vermorel, which is described as throwing a fine misty spray, using only a small amount of liquid to cover a large space; and, by a brass needle point operated by a spring, may be condensed to spray a single plant without spraying the ground between the plants, and also serves to clear the nozzle of any obstruction that might lodge in the aperture. It has 2 feet of vulcanized rubber hose, to which is attached a brass handtube, with the solid-stream nozzle firmly fastened, to which the Vermorel is attached or detached by a screw connection, at the pleasure of the operator. It is stated that the large capacity of the air chamber and length of cylinder, together with the power of the inflating valve, enables it to throw a continuous steady stream 50 feet, or a steady spray for 30 seconds or more after the operator stops pumping. The pump is referred to as being neat in design, very compact, strong and durable, nothing liable to get out of repair or wear out that could not be replaced at a cost of a few cents. The entire weight of the pump complete is 4 pounds. When boxed ready for shipment 7 pounds.

PLUMBERS' & TINNERS' FURNACE.

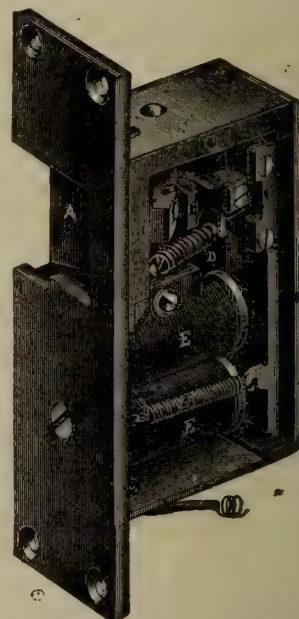
J. R. Baker & Son, Kendallville, Ind., are introducing a new soldering furnace and plumbers' pot, as illustrated herewith. The following is a description and claims and merits, as set forth by the manufacturers:

The New Reliable Soldering Furnace and Plumbers' Pot, combines more valuable features than any furnace yet put out to the trade. It is an automatic air pressure furnace, producing a powerful flame and melting a pot of metal in less time than any other furnace. It is easily lighted and quickly extinguished. The body, except the bottom, is one piece of spun steel, making it

and plumbers' shop, it is invaluable. It burns gasoline, and will carry enough in the tank for a day's work, is clean and effective, all danger from sparks is removed and the cost of running it is very small. No tinner or plumber should be without it. In offering it to the trade, we do so with the assurance, that it is first-class in every particular.

WARD'S PATENT DOOR-OPENER.

A new Door-Opener, on which a patent has been issued to Richard J. Ward, Brooklyn, N. Y., is herein represented in an engraving. In putting his invention into shape Mr. Ward has aimed at securing strength, simplicity in construction and positiveness in action. There are no screws to work loose. The pivots are milled down on



the castings of the nosing, lever and armature, which three pieces are the only moving parts. The part of the lever which bears on that part of the armature marked c in the cut are made of the best steel, hardened and



light, strong and durable. Leaks are impossible. It will stand rougher usage than any other furnace. The top chamber can be removed, enabling one to use the direct flame for heating pipes, burning off paint, and in this condition it also makes a light portable pic-nic and camping cooker. For use in houses, and on metal roofs, in the tinner's

tempered. All of the parts go together on the principle of a clock movement, and the construction is so simple that the parts may be taken apart or put together with the help of no other tool than a screw-driver. It is stated that the construction of this device is such as to permit of its being manufactured at a low cost. It is guaranteed to the extent that a door-opener failing to work satisfactorily will be replaced free of charge.

SEND

For our Fifth Edition

HOW TO SELECT,
LAY and PAINT**A TIN ROOF**

SENT FREE OF COST.

MERCHANT & CO.,PHILADELPHIA.
NEW YORK.CHICAGO.
KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.**TORONTO, ONT.****Do You Sell Paint ?**

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL,

Patent Automatic Knife

Nothing better made.

Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.**We manufacture High
Grade Knives only.**

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE,

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.
Send for Prices.**THE TORONTO DROP FORGE CO., Ltd.**

68 Esplanade St. West, Toronto.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

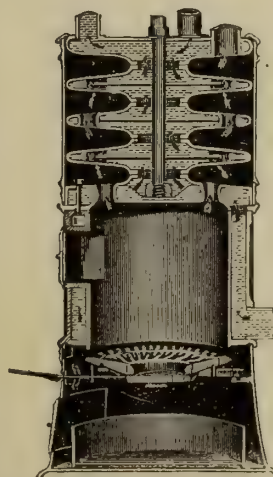
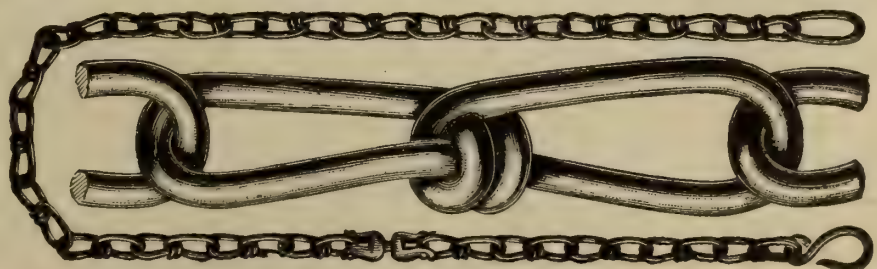
P.O. BOX 768.

J. & C. HODGSON,**MONTREAL.**

MANUFACTURERS

WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.All Sizes from 1-4 in. to 2 in.
inclusive.**BEST PIPE IN THE MARKET.**WESTERN REPRESENTATIVE: **H. D. SIMMONS,**
Our name is stamped on every pipe. 74 York St., Toronto.-THE-
"Acme"HOT WATER BOILER
STANDS AT THE HEAD.**MILLER BROS. & TOMS**
MONTREAL.TORONTO OFFICE---74 YORK ST.
H. D. SIMMONS,
AGENT.**TEMPERED STEEL WIRE TRACE CHAINS.** Made of Brown's Patent
Steel Wire Chain.LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full
line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.**The B. GREENING WIRE CO., Ltd.,**

Hamilton, Canada.



J. W. Marchbank, of the Cornwall Mfg. Co., has gone to the White Mountains for his holidays.

Mr. Jas. McCurdy, Lanark, Ont., has sold his tin-shop and tools to Mr. Peter White, who intends to start a business in this line at once.

The St. Catharines Wheel Works resumed operations last Friday morning, after being shut down a week, during which time some necessary repairs were made.

The difference between Mr. Frost and his employes at the Malleable Works, Smith's Falls, Ont., has been satisfactorily settled and work will be renewed again at once.

Large quantities of barrels daily come in by trains from the Napanee Cement Works, at Napanee Mills, for shipment to Prince Edward county. About seven thousand are stored in the dock warehouse.

The contract for an iron bridge over the Speed, at the Dundas bridge, has been executed between the city of Guelph, and the G. & J. Brown Manufacturing Company, Belleville. The cost will be \$2,000.

Mr. George Hadrill, the secretary of the Montreal Board of Trade, was married in London, England, on Tuesday, August 11, to Miss. Emeline Copeland, second daughter of Mr. Albert E. Copeland, of Belleford Chelmsford, Eng.

On Monday night J. H. Taylor, manager of the Kingston foundry company, was married to Mrs. Thompson of Renfrew. They then left for a trip to Three Rivers, Que., Mrs. Thompson is known to many Kingstonians and the marriage will be an occasion for many congratulations.

Mr. R. McKechnie, of Dundas, has for the past two months been actively engaged in connection with the fitting up of his new manufactory, east of Wentworth street. The molding shop is completed, core ovens and cupola have been erected, a new floor bed laid and now new machinery is being put in. Goldie & McCullough, of Galt, are making a new 80-horse power engine and boiler for the works. This will be completed by Oct. 1st. The new factory will be known as McKechnie's Machine Works, and will be in full operation it is hoped before the snow flies.

The Commercial Travelers' Circle of the Hamilton Y.M.C.A. had a pleasant outing on Saturday, at Grimsby Park. While some listened to a lecture from Rev. Mr. Wills on Evolution, others engaged in a baseball match between the Toronto and Hamilton travelers, which the former won by three runs. At 5 o'clock they assembled in the Temple, where R. M. Stuart took the chair,

and a programme of songs and five-minute addresses was entered on. The songs were furnished by J. C. Taylor, W. W. Main and Miss Lowes, and the addresses by J. R. Cox, H. W. Matthews, G. W. Armstrong, G. A. Black, G. Coleman, J. R. Webb, Thomas Gain, Noah Phelps and J. Madill. A pleasant time was spent.

The recently discovered tin mine, some twenty-five miles north of Bridgewater, N. B., promises favorably. The leads are in a granite rock, the widest being about eight feet; and there are besides in sight several other leads, varying from one to three feet in width. Several casks of the ore were sent to England, and a mill test obtained in one of the Cornwall mills. The ore yielded five per cent. of pure metal, sufficient to make the mine a valuable one. Overtures have already been made to Mr. Nelson for bonding the property, and the English brokers to whom power of attorney has been sent, speak of \$75,000 as the price to be obtained if the property on further investigation justifies the representation made.

THE SHADOW UPON THE WELSH HORIZON.

Work has been resumed by most of the Welsh tin plate mills which closed at the end of June according to agreement among the owners. Stocks will soon again begin to accumulate and it is reasonable to believe that in view of the fact that the quantity of tin-plate turned out from our own works is infinitesimally small, importers will at no distant date be drawing as of old from the foreign sources of supply. Although the mills in Wales have recommenced work and the whirr of the fly-wheel, the buzz of the steam-saw, with the accompanying spectacular display of "blazing sparks" which, in the language of Longfellow, "fly like chaff from a threshing floor," are again to be heard and seen amid the fastnesses of the Welsh hills, the situation is one of anxiety and disquietude for both workmen and employers. The spectre of American competition has arisen and the shadows which betoken a possible crippling of an industry that the Welsh workmen have from long association come to regard as theirs by inheritance, are lying heavily just now over the Cambrian cottage homes. The employers have been slow to grasp the full significance of this attempt of American manufacturers, assisted by protective laws, to wrest from them commercial supremacy in this particular line of manufacture. They seem to have under-estimated American enterprise and to have lulled to rest any anxieties which may have vexed their souls by looking backward to the abortive effort which was made some years ago to develop the industry here. They have not hesitated to follow their plans in regard to locking out their workmen for four whole weeks, when the conditions of the American market seemed to make such a crucial move necessary. The remonstrances of their workmen, to whose faithful labor the tin-plate mill owners are indebted for their long control of the in-

dustry and their present prosperous condition, were ineffectual to secure a modification of the conditions agreed upon. In resentment of this indifference to what they considered their reasonable claims for indulgence, the workmen, through the executive of their union, have suggested that to prevent over-production work shall not be begun hereafter before the afternoon of the second day of the week. This suggestion has also been disregarded. It would seem, however, that for the present at least there would be little to be gained by complying with this rule, for the supply of orders just now is by no means enough to go around; for some time therefore many of the mills will not be working to their full capacity, and some of them perhaps for lack of orders will be altogether idle. Nevertheless, this studied indifference to the wishes of the very class upon whom they must depend in future for the prosperity if not the life of their business, in the face of an active bid for the labor of skilled workmen in this country, must strike an onlooker as a procedure of questionable prudence.

The employers are in "a tight place" and it is not surprising that they should become a little bit "rattled," but it seems very much like reckless disregard for their own interests to humiliate and atagonize at this time the best friends of their trade and themselves—their horny-fisted workmen upon whose inherited affection for the rugged "hills" and their associations the "masters" appear to be presuming to a degree which is perilous. A newspaper scribe of very clear mental vision has recently been among these hills looking into the present status of affairs in this threatened industry. He has supplied to his paper a graphic account of his impressions and a very faithful estimate of the character of the workmen whom he interviewed. One of these workmen thus summarized the situation: "We have all agreed to stand by the masters against America, provided there is no serious drop in wages. We will not accept that. There is no Welshman who would not prefer to have the tin plate industry kept in Wales. But rather than let the masters lower our wages to meet the McKinley tariff while they kept their own profits up to the former mark, we will all go to America, and I will be one of the first to go." This question of wages is one that racks the Welshman's soul. Honest and faithful as the noon-day, he will stand by his employer through thick and thin so long as he believes he is getting fair play, but once the idea takes root in his mind that he is being overreached in the matter of wages, the natural obstinacy of the native disposition is aroused and then by comparison the mule becomes a creature of temper little less than angelic. Already the omens are portentous for labor complications of a serious character. It is averred that in order to maintain their supremacy the Welsh employers will reduce the wages of all classes of labor engaged in the tin plate manufacture. An attempt to do this in the case of the steel workers in one of the largest works has resulted in a refusal of the men to accept the reduction, which ranged from 10 to 30 per cent. Other branches of allied labor have taken sides with the steel men, and from present appearances there is a possibility that the disaffection may spread and still further complicate the already critical conditions which exist in the industry.—American Artizan.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enamelled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£94 10s. od.	£90 17s. 6d.
Future—	91 10s. od.	91 10s. od.
Copper, B.E.S.—	57 to 60.	57 10s. od.
Lead, S.E.	12 7s. 6d.	12 10s. od.
Spelter,	23 15s. od.	23 15s. od.
Antimony,	44 00s. od.	48 00s. od.
Tin Plates—Cokes	13s. 3d. to 15s	13s. 6d.
Pig Iron—Scotch	47s. od.	47s. od.
Warrants.		
No. 3 Middlesboro,	40s. 1½d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL, Aug 21, 1891.

There has been nothing doing of importance except the developments arising out of the imposition of the duty on terne plates. Whether the duty is equitable or not is a matter of controversy. However, the wide-awake western dealers stole a march on our merchants here. They, by some means or other, became aware of the fact in advance, and kept piling in orders in an unaccountable way to dealers here, who never smelt the rat until a round quantity had been booked. Then they found out and there was music in the air, but of course they had to grin and bear it.

PIG IRON.

The pig iron market is unchanged as to values, and business since our last has been of a restricted character, while prices are as before. Some lots ex store and ex wharf have been moved in a small way, one lot of Summerlee being taken from the wharf at \$21. To arrive, the indications do not show much desire for business. So far only 300 tons in the aggregate have been contracted for made up of lots of Carnbroe, Summerlee and Siemen, the basis being at a slight concession upon our outside figures, so that there is as yet no reason to alter our range, which may be allowed to stand. Summerlee and equal brands \$21, and Eglinton, Carnbroe, etc., \$19 to \$19.50.

BAR AND SCRAP.

There is no change in bar iron and business since our last has been inconsiderable, and values are nominally the same at \$2.00 or thereabouts. Wrought iron scrap rules at \$17 and cost proportionality less.

TIN PLATES.

This line shows no change whatever and there has been practically little or no business to note. Cokes rule steady at \$3.60 to \$3.75 and charcoal \$4.25 to \$4.50.

TERNE PLATES

This article has furnished the most interesting features of the week. We noted in our last a more active enquiry on the part of Western buyers, and now that the course of this is known sellers here are ready to kick themselves. The dealers in Ontario simply were better posted than dealers down here, they knew that a duty was to be imposed on terne plates and accordingly booked a round quantity here before the Montreal men were up to their tricks. Then there was some language more forcible than polite, but they had to grin and bear it. In consequence of this duty prices in terne have been advanced to \$8.00 to \$8.25.

CANADA PLATES

There has been no alteration in regard to this line since our last, but an order would probably result in concession, if there was no hope in getting it otherwise. We quote \$2.75 to 2.85.

COPPER AND LEAD.

Lead remains about the same, but has an easy tendency at \$3.50 to \$3.75. Copper rules at \$5.50 to \$6 per 100 lbs.

NAILS.

There is no change in nails, and makers as well as jobbers, report business quiet. The nominal figure is \$2.15 to \$2.20.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

GENERAL HARDWARE.

There is only a small sorting up trade doing in lines of general hardware, but all the houses anticipate a good active movement this fall, and as to actual features this week they are few and unimportant.

BARB WIRE.

Barb wire shows no alteration one way or the other. Business is of a quiet sort, and the price remains at the same figure, 4¼c.

CHEMICALS.

It is still a quiet market with chemicals as buyers' actual wants are small at the moment, and there is as yet nothing much to note on account of fall shipments, and values generally are the same, the firmness in bleaching being maintained. As to the

general run of values this fall, all depends on the union. If that organization decides that values shall go up, go up they will and that is all that can be said.

OILS.

Business continues quiet in oils generally but cod oil continues very firm and the inside figure on it is now 42½c. for round lots, ideas for jobbing purposes being still 45c. or thereabout. Linseed remains as before 62 to 64c. for raw and 2c. more for boiled while there is nothing particular to say about seal oil. In a large way it is accessible at 47½c. and 50c. is the idea for smaller quantities. Castor oil and cod liver remain as before.

LEADS.

A small quiet trade of a jobbing character is all there is to note in this branch. We quote choice 6 to 6½c., No. 1 \$5.50, No. 2 \$5, No. 3 \$4.50, dry white 6c., red ditto 4½c.

GLASS.

There is no change in glass while there is only a small business doing on the old basis \$1.40 to \$1.50.

NAVAL STORES.

A better feeling is apparent in this line of business, but so far little actual change has occurred. Turpentine is in fair demand on a steady basis, while there is no change in other lines. We quote:—Turpentine, 56 to 57c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep-sea line. Pure manilla, 13¼c. for 7-16 and upwards, and 14¼c. for smaller sizes.

BINDER TWINE.

The demand for binder twine is fair and prices remain at the old combination basis, viz., 9 to 14c. according to brand.

CEMENT AND FIRE BRICK.

There has been some improvement in the demand for cement, but the supply here is still large. Arrivals since our last have been large, some 11,000 casks, but a large proportion is for the Western States. Prices rule about the same—English \$2.30 to \$2.45; Belgian \$2.35. Firebricks experience a somewhat freer enquiry, but values still rule weak at \$17 to \$23, ex wharf, and this would be shaded for a round lot.

PETROLEUM.

There is no change in this market, and we have few features to note. We quote as follows:—Canadian, 12¼c. to 12½c. at Petrolea, 14c. to 14½c. in car lots at Montreal and 15c. for single casks. American, 20¾c. in car lots and 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots and 22c. for single brl. 2 per cent. off for cash; American benzine, 23c. to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Aug 21, 1891.

The depth of August dullness has settled upon the market and the movement of trade is scarcely perceptible. Important transactions are scarcely ever mentioned, and bids are rare. The metal market is exceptionally flat. General hardware is "between tides," and evinces activity in no department. The changes in prices are few and mostly downward. The outlook for the trade that is due in another month is as hopeful as ever.

IRON AND STEEL—A few small sales of pig iron, a car of Canadian, and a few 50-ton lots of Carnbroe, have been sold since last report, but these transactions are simply the desultory movements of a market that is practically closed for the present. There is nothing going on in an industrial way to keep it open, and speculation is not attracted by the situation. Prices remain as follows:

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$20.75
No. 3 Calder \$22.	No. 3 Middlesboro \$19.75
No. 1 Sum'rlee \$22.75	Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

A large order for bar iron has been booked by one house since last issue, but at no advance or concession upon prices quoted a week ago, viz., \$2.05 for ordinary and \$2.50 for refined. Manufactured iron and steel present no livelier aspect than that which they have worn throughout the month. Business is prospective rather than actual.

COPPER—Is not conspicuous either for dullness or activity. A fair output is called for by the industries for which it furnishes raw material. The price is $14\frac{1}{2}$ to 15c. for ingots and 18 to 20c. for sheets.

TIN—Is rather dull but unchanged in the quotations of a week ago, that is at 23 to 24c. for lamb and flag 56 lb. ingots, 23 to 23 $\frac{1}{2}$ c. for Straits 100 lb. in-gots, and 24 $\frac{1}{2}$ to 25c. for strips.

LEAD—Is in little request at 3 $\frac{3}{4}$ c. for pig in round lots, and 4c. for ordinary lots. Bars are 4 $\frac{1}{4}$ to 5c.

ZINC AND SPELTER—Zinc is in the most active demand of any metal on this market. It is moving quite freely in large round lots at 6 $\frac{1}{2}$ to 6 $\frac{3}{4}$ c. for sheets and 6 to 6 $\frac{1}{4}$ c. for blocks. Zinc spelter is quiet at 5 $\frac{1}{4}$ c. for domestic and 6c. for imported.

ANTIMONY—Is not more active and is a cent lower. Cookson's quotes at $14\frac{1}{2}$ to 15c., and other grades $13\frac{1}{2}$ to 14c.

TIN PLATES—Cokes are scarce. Charcoals are now in adequate supply but are not in urgent request. The business in tin plates is in fact quite dull. I. C. Cokes are lower, quoting at \$4 to \$4.25. I. C. charcoal is \$4.75 to \$5, I. X. charcoal \$5.75 to \$6, I. X. charcoal \$6.75 to \$7, D. C. charcoal \$4.50.

TERNE PLATES—Are unchanged and dull at \$8.25 to \$8.50. The market has not got started yet, though preparations for roofing operations are usually begun before this time by dealers.

CANADA PLATES—Under a delayed demand rule lower. Quotations are now \$2.90 to \$3, or 10c. below those of a week ago. Stocks are full but trade is backward.

GALVANIZED SHEET IRON—Is as quiet as most other lines. Its season has not come yet but is at hand. Prices are still 5 to 5 $\frac{1}{2}$ c. for 16 to 24 gauge, 5 $\frac{1}{4}$ to 5 $\frac{3}{4}$ c. for 26 gauge, 5 $\frac{1}{2}$ to 6c. for 28 gauge.

BUILDERS' HARDWARE—Is quite dull. The operations that maintain trade in this department are inactive yet.

CUT NAILS—Still quote at \$2.20 net cash in car lots from Montreal, and \$2.30 at four months for shipment from stock.

HORSE NAILS—Are changed lower, standing now at 60 to 60 and 10 per cent. from list.

CORDAGE—Is steady at 12 $\frac{1}{2}$ c. for manilla, 9c. for sisal, and 8 $\frac{1}{2}$ c. for New Zealand as basal prices.

BINDING TWINE—A few lingering orders are being filled for a sorting up trade. Otherwise this line has had its season.

WIRE—Has not deviated from the quotation of \$12 $\frac{1}{2}$ per cent. from list for Nos. 1 to 16.

OILS, PAINTS AND COLORS.

Linseed oil has dropped two cents lower. Five barrel lots of raw can now be bought at 59c., though smaller quantities are 60c. Boiled is 62 to 63c. A carload of United States stock is on the way. Turpentine is also a cent lower, or 55 to 56c. Castor oil has also joined the downward procession and quotes now at 8 $\frac{3}{4}$ to 9c. The last two commodities have eased simply because of the dullness of trade. All colors are unchanged.

GLASS.

Stocks are not only broken up in certain lines but they are now quite low in all staple sizes. The prices have not changed how-

ever. Fall supplies will not be in for several weeks, and the demand, already quite strong, will be urgent before they arrive.

OLD MATERIAL.

Stocks are pretty well taken up in the country now, but there is quite free offering yet in the city. There are signs of improvement. Prices are as follows: No. 1 heavy scrap, 65 to 67 $\frac{1}{2}$ c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62 $\frac{1}{2}$ to 67 $\frac{1}{2}$ c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9 $\frac{1}{2}$ to 10 $\frac{1}{2}$ c.; heavy scrap copper 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c.; old copper bottoms, 8 $\frac{1}{2}$ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8 $\frac{1}{2}$ to 9c.; scrap lead 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c.; scrap zinc, 2 to 2 $\frac{1}{2}$ c.; scrap rubber, 2 $\frac{1}{4}$ to 2 $\frac{1}{2}$ c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

This market remains steady at prices for sometime current. The upward movement in the United States market has so far been without influence here. Business is but moderate.

The Petrolia Advertiser reports: Petrolia crude 1.34 1-2 per bbl. Oil Springs crude \$1.34 1-2 per bbl. No change has taken place since our last issue in either crude or refined, nor do we expect any during this month. Oil matters are more quiet than dull, and in the month of September a lively business is expected. Very few transactions in crude have taken place during the past week, but the price remains firm at \$1.34 1-2 to \$1.35. Refined is still selling at 12 1-2 cents in car lots, f. o. b. here, at sixty days or two per cent off for cash.

HIDES, ETC.

HIDES—Are steady at 5 to 5 $\frac{1}{2}$ c. for No. 1 green. Cured are 6 $\frac{1}{2}$ c. two cars having sold at that price since our last report.

SKINS—Pelts and lambskins are now sufficiently wooled to rank as sheepskins, as which they are now classed at 55c.

WOOL—Is very dull at 18 to 19c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.25	\$4.70	\$4.40
" Net.....	3.79	4.19	3.92
Egg Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Stove Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Chestnut Gross...	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01

CHEAP STOVES.

We were never in better position to supply, and customers may rely on getting every advantage of the market.

7 NEW LINES OF STOVES THIS SEASON.

Something new in nestable pipes, 25 in crate. Cheapest yet quoted,

It will pay you to find what we have to offer before giving any orders,

We can supply repairs for the Crown Jewel Base Burner.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.



AMERICAN METAL MARKET.

NEW YORK, Aug. 20, 1891.

It is reported that work has been suspended at the old Scranton rail mill, owing to lack of orders, and also that operations at the Lackawanna mill will be deferred for a time unless business improves. These establishments are under the control of one company, and, as the plant is adapted for rail manufacture only, there is no alternative but to shut down when there are no orders in hand, since light section rails, for which the outlet is limited, are the only ones that can be rolled with any safety for stock. Other establishments that are equipped for turning out billets, slabs, rods, plates, etc., as well as rails, are kept fairly busy; but the steel trade in general is slow and were it not for the friendly relations existing between manufacturers, values would very likely be very much unsettled. As it is, prices are kept steady, despite the quiet condition of trade, and affairs are in fair shape for better results should the demand improve.

The stagnation in the steel trade has a rather depressing effect upon the market for crude materials used therein, but sellers of the latter goods being alive to the situation, refrain from urging business, and prices are held up fairly well. Bessemer pig iron, for example, rarely sells at less than \$16 at furnace for good brands. Offers of speigleisen rarely go below \$28.50 for English or \$27.50 for German 20 per cent., and \$63.50 to \$64.50 stands as the range of prices for 80 per cent. ferro-manganese. Pig iron for foundry use seems to fairly hold its own. The high grades, in fact, are very steady, while concessions on low grade are confined chiefly to brands that are not thought well of by consumers. Mill iron sells at variable prices, but it does not appear any shading of the lowest prices reached last week has been made. Northern brands of pig iron are quoted at \$17 to \$18 for No. 1, \$16 to \$16.50 for No. 2, and \$14.50 to \$15 for No. 3 or gray forge. Southern foundry iron prices range between \$16.25 to \$17.25 for No. 1, \$15.50 to \$16 for No. 3, and \$15 to \$15.25 for No. 3. Grey forge is quoted at \$14 to \$14.50, according to brand. In old material the dealings are still very moderate. Iron tee rails are quoted at \$20.50 to \$21, steel at \$17, and No. 1 wrought scrap at \$20 to \$20.50, f.o.b. cars at shipping port.

TIN—A rise of about £1 per ton in London prices has served to stiffen the local pig tin market despite heavy arrivals here and the announcement by cable of larger ship-

ments from the Straits during the first half of the month. The latter were 1,200 tons to Great Britain and America, and 275 to the Continent, against a total of 1,000 tons in the first half of July, while the arrivals here since 1st instant have been about 1,700 tons. Transactions on the Metal Exchange during the past three days aggregate about 100 tons, including spot delivery at 20.10c., August at 20.15c., September at 20.10 to 20.15c., and October, seller double, at 20c. At the close on Tuesday 20.15c. net cash was considered strictly inside price for 10-ton lots, and smaller quantities were quoted at 20.30 to 20½c. regular. Latest London quotations were £92 2s. 6d. for both spot and futures.

COPPER—There has been little movement in Lake Superior copper. The Calumet and Hecla Company, it is understood, arranged some little time ago to supply the leading consumers on terms mutually agreeable, and current demand is almost exclusively from the smaller trade. Stock is not urgently offered from any quarter at present, and 12½ to 12¾c. are named as inside figures for the time being. Small parcels of casting copper have been sold at 12¾c., and a block of about 1,000,000 pounds is said to have been sold at a shade less by one company. In the London market merchant bars have sold as high as £53 for spot and £53 10s. for futures, but latest cables noted reaction to £52 12s. 6d. and £53 respectively.

LEADS—The situation in the pig lead market is practically the same as it was at the close of last week. Orders are few and bids do not go above 4.45c., while the demand is slow. Sellers offer at 4½c., but somewhat reservedly. In the London market prices have eased off to £12 2s. 6d. for soft Spanish.

SPELTER—Is moving off in a very slow manner, and while smelters do not appear to be accumulating any considerable surplus, there is evidently an ample supply. For prime Western, 5.05 to 5.10c. is quoted; 5c. would buy inferior brands.

TIN PLATE—Prices are somewhat irregular. Coke finish plates being well under control are firmly held, but some varieties of tines are selling at concessions, and bright charcoals merely hold their own. Business has been slow and the demand is spiritless.

Mr. E. Samuel, of L. & M. Samuel, Benjamin & Co., has laid aside the cares of business for a time to take a holiday in the east. He will be away till the end of the month.

THE ART OF SELLING.

To the student of human nature probably no greater field to study odd and peculiar characters presents itself than in several departments of a large retail house. A few days spent at one of these houses will bring one in contact with more quaint and curious people than one would encounter in a long journey. The machinery of a salesman's life does not revolve as smoothly as one would suppose, judging by a superficial glance.

It is generally supposed that a salesman's duties consist merely in showing his goods and having them wrapped up. A more mistaken idea could not be imagined; for, if this were all, selling would be a pastime. The successful salesman must be a close observer to enable him to "size up" his customer at a glance and know how to approach him. He must be cool, cautious, determined and possess an almost inexhaustible supply of patience.

In nearly all houses there is a rule that if a salesman fails to effect a sale he must transfer his customer to another salesman. The sales made by these transfers are numerous, proving conclusively one or two things—either the first salesman, through some reason or other, failed to make the proper impression, or the customer was such a peculiar character that the manner and language, combined with the different tactics of the second salesman, happened to catch his fancy. No one without the personal experience can realize the tremendous strain and tax to which a salesman's patience is subjected. He must be prepared to meet all sorts of statements and arguments and be able to disprove them promptly and in a genial manner. Under no circumstances must he lose his temper; if he does he is lost, no matter how much time and labor he has spent or mental worry he has suffered.—Am. Storekeeper.

Mr. Thos. Davidson, senior member of the firm of Thos. Davidson & Co., Montreal, is in the city, a few days. We are glad to see him on his feet again and taking an active part in business after the long spell of illness which confined him to his house. Though probably not the oldest man in it, Mr. Davidson is the oldest member of the Commercial Travelers' Association.



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

MONTREAL NOTES.

A large number of the Montreal travelers are at home just now. At the last lacrosse match between the Torontos and Montreals there was probably a score of well-known rip-saw and jack-knife men, all resplendent "like cutlery samples on a mounted card."

Mr. Thomas Peaker, of the firm of Peaker & Runians, Brampton, was in Montreal, last week, and was shown over the city by Mr. Archie Welsh, the representative of Messrs. Crathern & Caverhill, west of Toronto. Mr. Peaker also visited the manufactory of Messrs. Fergusson, Alexander & Co., at the Glasgow Lead and Color Works, and was interested in watching the various processes of color making and white lead grinding.

COMFORT
FOR THE WELSH TINPLATERS.

In May of 1890 the chairman of the Ways and Means Committee of the United States Legislature assured a delegation representing the Canned Goods Packers' Association that before the new tariff would operate on tinplaters in July, 1891, American plate would be procurable at a cheaper rate than the foreign article, and Mr. Bayne, a member of the committee, professed himself willing to take orders for a future delivery on that basis. This confidence was not confined to one or two members; it was shared by the great majority of the committee.

Mr. Payne, of New York, ventured to predict that within thirty days of the passage of the Bill forty factories on the basis of millions each in capitalization would be undermining the Welsh industry, and Senator Allison pledged his word that thirty reputable firms engaged in the iron industry would within thirty days put up tinning stocks and manufacture tin plate.

Hot dispatches were then being received, notifying the discovery of tin ore in the Pecos region, Texas, Virginia, New Mexico, and North Carolina. These facts were embodied in a powerful speech addressed by the Hon. T. Bunting to the Canned Goods Packers' Association on the 7th of May last, and are reproduced in a neat little booklet published by Messrs. B. Haram & Company, of Liverpool.

The statements made by the chief supporter of McKinleyism are valuable in that they indicate the nature of the expectations formed respecting the effect of the tin plate paragraph. To what extent have these expectations been realized? Mr. Bunting, speaking exactly a year after the famous interview with the committee, and seven months after general effect had been given to the law, stated that no attempt had been made to manufacture tin plates which equalled in promise that of the Pennsylvania concern in 1884. Plates had not up to May

of this year been made in commercial quantities, and the experiments had been run at slight outlay, and nothing more had been accomplished than had been accomplished many times before in the States.

Tin plates had merely been produced without regard to cost.

Carrying forward the date to July, we find four works actually in operation, and four more are reported as in course of erection. Of the four in working order only two have plates to offer to the public, the other two consuming what they make. One of the former two in the first three months of its existence made altogether 1,000 boxes, and the lowest price at which these tin plates could be sold was seven dollars, or 29s. 2d. per box. The other works had up to July only succeeded in making X ternes of about "Lily" grade, and the lowest price quoted for these was seven dollars for C 14 x 20.

At the present prices and providing for the payment of the McKinley duty, Welsh plate of equal quality could be sold in the States at five dollars and seventy-five cents per box, or 23s. 11¼d. per box.

The margin of 5s. 2½d. is substantial enough to warrant the conclusion that, in the absence of some drastic change in the method of producing American tinplates or of some unexpected agency largely reducing the cost of production, no serious competition to Welsh manufacturers need be apprehended in the immediate future, unless, indeed, High Protection takes a further leap forward—which is very improbable—and the duty is fixed at four cents per lb.

How ridiculously out of proportion to the American demand for tin plates is the American provision made up to the present time to supply that the demand cannot be better shown than by the export returns. The aggregate quantity of tin plates annually produced is estimated at about 960,850 tons. English home consumption accounts for 238,883 tons, and of the tin plates shipped abroad 327,399 tons go to the States and the remaining 194,578 tons are exported to Russia, Canada, and other countries.

Assuming that the present tariff is retained, we are disinclined to believe—having regard to the manifest reluctance of American capitalists to invest in tinplate works—that any serious effect will be produced on the Welsh industry, at all events for some years to come.

By reason of the recent abnormally large exports to the States, stocks have naturally accumulated the other side of the Atlantic, and two or three months' time will be required, say those competent to judge, to restore the equilibrium of the market.

Messrs. C. Trench and Company, metal brokers, of New York, probably voice intelligent opinion in the States when they write: "We feel confident that within ten weeks or three months we will be regularly importing

our full consumption of tin plates, just as though there had never been such a thing as the McKinley Bill."

The question whether tin ore can be got in payable quantities within the States has an important bearing on the prospects of an American tin plate industry. McKinley's measure provided for a premium being placed on research by imposing a duty on imported block tin. But as that duty does not become operative until July, 1893, it follows that for the present the American manufacturer of tin plate is not debarred from using imported block tin. Reports have been circulating for many months past of alleged discoveries of tin ore. But hitherto these have lacked confirmation. The latest intelligence is that 24 tons of block tin have been produced and marketed from the Temescal Mine, in California, and it is added that the managers are confident that the mine will soon be yielding at the rate of 2,500 tons per annum. If the statement be true, one element of success in the native production of tin plate has been secured.

Experience, however, tends to create in the public mind a wholesome feeling of scepticism regarding news of reputed "finds" of tin ore in the States. Altogether apart from considerations of an economic nature, we have political contingencies to count with in attempting to foresee the outcome of the attempt made to create an American tinplate industry. The McKinley Bill was passed in the House of Representatives by 162 to 142—a strictly party vote, two Republicans only being among the minority. Less than six months after the vote was taken the Fall election took place with the tariff as the main issue, with the result that Major McKinley was himself defeated, and his party suffered so severely at the poll that the present House of Representatives is constituted of 82 Republicans (or High Protectionists), 284 Democrats, and nine representatives of the Farmers' Alliance, who on tariff questions will vote Democratic. The Senate passed the Bill by 33 votes to 27, three Republicans voting in the minority. This very narrow majority may be turned into a minority at the next election, in March, 1892, and if then the Senate, like the House of Representatives, becomes two-thirds Democratic, the party opposed to McKinley's measure can override the veto of the President and repeal the law.

The insecurity of the latter naturally exercises a restraining influence on possible American manufacturers of tin-plates. They realise the possibility, not only of the repeal of the new tariff law, but of further Democratic success actually leading to the reduction of the duty even below the figure of one cent per lb. which obtained previously to the enforcement of the McKinley measure.

Viewing the whole of the circumstances, we are disposed to bid Welsh manufacturers and workmen be of good cheer. By husbanding their resources and opening up new markets, they can withstand the loss of the United States trade should our cousins, in the fulness of time, gradually learn to do without the Welsh tin-plate.—Western Mail.

SIMPLE IRON AND STEEL TESTS.

Simple tests for iron and steel are as follows: If a fracture of iron gives long silky fibres of a leaden hue, the fibres cohering and twisting together before breaking, it may be considered a tough soft iron. A medium even grain mixed with fibres is a good sign. A short blackish fibre indicates badly refined iron. A very fine grain denotes a hard steely iron, apt to be cold-short and hard to work with the file. Course grain with brilliant crystallized fracture and yellow or brown spots denotes a brittle iron cold-short, working easily when heated. This iron welds easily. Cracks on the edges of bars are a sign of hot-short iron. Good iron is readily heated soft under the hammer and throws out but few sparks. Nitric acid will produce a black spot on steel; the darker the spot the harder the steel. Iron remains bright if touched with nitric acid. Good steel in its soft state has a curved fracture and a uniform gray lustre; in its hard state a dull, silvery uniform white. Cracks, threads or sparkling particles denote bad quality. Good steel will not bear a white heat without falling to pieces, and it will crumble under the hammer at a bright red heat, while at a middling heat it may be drawn out under the hammer to a fine point.¹

—Iron Trade Review.

¹A feather duster disperses but does not remove the dust from the store.



When writing to our advertiser please inclose the above.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,
TORONTO

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

BROKERS

—AND—

**COMMISSION MERCHANTS
IN CANADA**

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Now is the time to purchase your supply of the following.* Our stock is complete and prices right. Lightning Ice Cream Freezers; Dish Covers, Round and Oval, Blued and Tinned, Granite or Agate; Enamelled and Brass Preserving Kettles; Cherry Stoners, Apple and Peach Parers; Fruit Presses; Ice Picks and Tongs; also good stock of "Never Break" Kettles; Sauce and Fry Pans.

WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL

"WHOLESALE AND RETAIL" ONCE MORE.

This subject, like the poor, is almost always with us. For a short time we hear nothing of it in public, but it crops up every now and then almost as regularly as the calls of the tax-collector, and even when it is a source of worry and trouble to many an industrious tradesman. It is not a nuisance which is confined to any particular part of the United Kingdom, but is of general occurrence, with a tendency to increase rather than abate. That tendency is kept in check when the manufacturers are busy and have more orders than they are able to execute promptly, but directly there is a lull the evil crops up afresh, and ironmongers find themselves and their businesses interfered with by the travelers or letter-quotations of some of the very firms whose goods they are in the habit of keeping in stock. It needs no reflection to arrive at the conclusion that manufacturers cannot in common fairness expect to do business with the public and with the ironmongers at one and the same time and at the same prices. The ironmonger may not be perfect either as a man or as a tradesman, but he is entitled to proper consideration, and he is bound to live by his business. In not a few instances the ironmonger has done a good deal to build up the business of manufacturers who afterwards endeavour to "run with the hare and hunt with the hounds;" so that, to put the matter on the lowest grounds, the ironmonger is decidedly entitled to fair play, even if the element of gratitude is wholly lost sight of by over-keen manufacturers. But there are many arguments of greater cogency than this in favor of the ironmongers—arguments which are so obvious to all men of experience in the trade that they do not need to be recapitulated here. Some manufacturers, however, turn a deaf ear to the arguments of the ironmongers, and appear to have arrived at the conclusion that they can afford to solicit orders, or, at all events, accept them, from the public, at the same time as they are seeking business from ironmongers. Under some conditions this might be permissible, but only when there is a sufficient margin in prices to allow for the time, trouble, and expenses of the ironmonger. When that condition is not observed then it is obvious that the ironmonger is subjected to a form of competition which is in every sense grossly unfair, and deserving of being strongly contested by the members of the trade. It is bad enough when the London co-operative stores are supplied on terms which enable them to undersell ironmongers, but it is infinitely worse when the manufacturers themselves take orders from the public direct, and worse still when the customer, in the first instance, sent to the manufacturer, for the purpose of inspection only by the ironmonger. It is in these decided forms that this unfair competition is most felt and most complained

of by members of the trade. Our correspondence columns show how the thing is done, and give instances of the loss of business which has resulted. Fortunately, the letters we have received also show that it is possible to apply a remedy. Some of our correspondents have revived the idea of a National Association of Ironmongers for this and other purposes, but the idea has been ventilated on former occasions, and does not seem to have been received with that favor which would have been manifested had the trade in general believed it to have been effective. But if that idea has not "caught on" it would seem to be practicable for the ironmongers of any given town or district to retaliate in an effective manner against any offending manufacturer. An instance in point is cited from Wellington, Shropshire, where the five local ironmongers have protested against a firm which is held to have acted unfairly towards them. It is thus apparent that where the big idea fails the little may prove effectual. It suggests, also, the one possibility of local ironmongers forgetting their usual and not unnatural trade rivalry, and closing up their ranks before a common danger. In the face of this sort of action it is clear that a manufacturer who has not acted properly is practically closed out of a town and neighborhood, in addition to which he has to contend with the active opposition of the tradesmen who are certain to be consulted by those who require all kinds of ironmongery, hardware, machinery, and farm implements. That being the case, it is pretty certain that all sagacious manufacturers will weigh up the whole matter with care, and will think twice before they sacrifice the trade of a whole locality for the sake of one or two orders from the public. Many other considerations will affect the calculation, but this one will prove sufficient for the majority of those who hitherto have been disposed to build too much upon the effects of local jealousies amongst ironmongers. We fancy the Wellington example will be widely imitated. —The Ironmonger.

MANUFACTURE OF NICKEL.

A recent English invention has for its object the obtainment of pure metallic nickel from its oxide. It is based on the fact that nickel, when exposed under certain conditions to the action of carbonic oxide, forms with it a gaseous product whose formula is $\text{Ni}(\text{CO})$, from which the nickel can be subsequently separated. As this action takes place in presence of other bodies it can be applied directly to the extraction of nickel from its ores, as well as to the separation of nickel from mixtures or substances containing it. When the ores contain arsenic and sulphur they have to be first submitted to calcination in order to convert the nickel into oxide and drive off the sulphur and other volatile products. The oxide is then reduced to metallic nickel and volatilised by treatment

with carbonic oxide. When the ores contain silicic acid and other substances not removable by calcination the nickel is converted into nickel speiss or nickel matte, as is well understood, and then calcined, as before described. The oxide is first reduced to separate it from impurities or foreign matters so that the nickel may be present in a metallic state, by treating it with reducing gases at a temperature varying between 350°C . and 500°C . When the mixture has cooled sufficiently it is subjected to a stream of carbonic oxide gas. The nickel combines with the carbonic oxide and passes off with the excess of the gas employed, and the mixture of the nickel compound is passed through chambers in which it is heated to a suitable temperature, when the nickel separates out. Claim: The improvement in the manufacture of nickel, which consists in the extraction of this metal from substances or mixtures containing it (without previous removal of mineral or other foreign matters) by calcination, reduction, and treatment with carbonic oxide, whereby the nickel is volatilized in the form of nickel-carbon-oxide gas at a low temperature, and subsequently obtaining the nickel from this compound by the application of heat.—American Manufacturer.

STRAIGHTENING FILES.

It is well known that files are not usually drawn after being hardened, and that the hardening frequently springs them out of line. But notwithstanding that the files are made as hard as they can be by heat and cold water, they are readily straightened after being hardened. The operation is performed at once, as soon as the files have been dipped. The files are taken from the bath of melted lead and chilled while red hot in a tank of running water. This immersion for the instant hardens only the surface, while the interior is soft and pliant with heat. At this time the file may be straightened by bending over and under bars. By similar means crooks in steel arbors, reamers, and other long tools, may be removed even after they have been hardened and tempered. A cast steel saw arbor had received an offset or crook in the journal at the end just inside the shoulder. The crook was at the worst end, that next the saw, and although scarcely perceptible to the eye when the arbor was turned on its centres, it was sufficient when the arbor was in the boxes to throw the periphery of a two-foot saw considerably out. The arbor at the bearing part was very gradually heated, not enough to change color, but to a "black heat." A V shaped block was placed in a block bearing against the offset side of the journal, and the vice screwed up. At a third trial the arbor came out perfectly true. A contemporary says a tempered reamer was straightened in the same way, the point at which it was crooked being heated by an alcohol lamp. The heat was sufficient to allow the steel to give, but not enough to start the temper. Steel that has a blue temper only, may be straightened by blows with a peened hammer on a smooth clean anvil, the face of which should be warmed enough to remove the chill.—Chicago Journal of Commerce.

RECENT CUSTOMS DECISIONS.

The Board of Customs have rendered the following decisions for the months of June and July:—

Buckles, made of iron wire, lined or made of wire only, when not especially for use as saddler's hardware, 30 per cent.

Buckles, made of tin, 35 per cent.

Eyelts, made of brass, tinned, 30 per cent.

Liquorice pellets, 3 cents per lb.

Rings, made of iron wire, 30 per cent.

Swords, made of iron or steel, 30 per cent.

Terne or terne plate, being sheet iron coated with lead or a mixture of lead and tin, 12½ per cent.

Wood pulp, board, 25 per cent.

Wheeled road-scrapers, 35 per cent.

ONE KIND OF ADVERTISING THAT PAID.

The famous recipe for cooking a hare beginning with "first catch your hare" doubtless contained other directions equally important, but in the lapse of time they have been forgotten, one by one, until some people suppose this to be the whole of the recipe. Likewise there are people who seem to think that the only thing necessary in running a hardware store is to "first get your hardware." Advertising the goods so as to compel the attention of the buying class does not enter into their calculations.

There are more kinds of advertising than of cork-screws, and some hardware advertisements we have seen were more worthless than any cork-screw ever made, which is saying a good deal. But it is advertising which will compel attention that is needed to make business—something which will make the people talk—which will excite curiosity and lead them to come to the advertiser's store. It is no easy work to think out an original form of advertising for every hardware store for every season of the year. But it is not easy work to make money at any kind of business, so that the item of difficulty is not a good excuse for not keeping one's store well advertised.

We know that all of this has been said before, but the truth cannot be preached too often. It is recalled now by the marked success of the new firm of Stewart, Smith & Bergen, retail hardwaremen at Fort Plain, N. Y. Instead of the ordinary style of hardware advertisements seen in the country newspapers this firm announced an "Angler's Contest," in which prizes were offered for the largest fish of each of several varieties, caught in their section of the State and weighed in their store, a fish dinner to be served to the winners on September 1. The success of this idea has been wonderful. Its novelty has led to its publication in many newspapers besides those in which Stewart, Smith and Bergen advertised. A good point by the way was the offer of a prize for the biggest fish caught by a newspaper man.

The fame of the little advertisement spread until it inspired an editorial in the London Ironmonger. The firm write to Hardware:

"This little advertising venture of ours has succeeded far beyond our expectations. Every fish of any size is brought in, and we take pains to inform the village papers. It pleases the man who caught it and naturally makes him a customer, or at least brings him into the store more frequently, and we get a notice in the papers which, if we had to pay for it, would cost us 25 or 50 cents each time."—N. Y. Hardware.

THE UNFORTUNATE CLERK.

It is related of a certain French comedian, says the Philadelphia Times, that he would rather indulge in an inoffensive practical joke than keep faith with his manager. Numerous instances of his breach of the one and adherence to the other are extant.

An incident in the latter line that he confessed to himself was that on a certain occasion he entered a prominent hardware store when nobody was in attendance but a young clerk. This individual on his entrance treated him with that distant and flippant condescension which, although it exists there, is, perhaps, less a characteristic of the Parisian counter-jumper than his kind elsewhere.

The actor took in the youth's mental proportions at a glance and said:

"I would like, if you please, a nice copy of Hugo's complete works?"

"We don't sell books here. This ain't no book shop. You're in a hardware store."

"Oh, well, I'm not very particular," continued the player, pretending with an excellent imitation of nature that he was very deaf. "It doesn't matter whether bound in calf or morocco."

"But this is no book store," shrieked the attendant, getting red in the face.

"Just so, just so," went on the comedian. "Pack it up in your nicest shape. But I would like to write my name in it."

The young man grasped and fell back against the counter. Then with a voice that made the very nails in the floor rattle, he yelled:

"This—ain't—no—book—store!"

"Oh, very well, then I'll wait, of course," and the actor quietly took a chair.

The clerk choked another effort to either burst a blood vessel or make some impression on the other's tympanum, but at that moment the proprietor entered.

"For heaven's sake, Mr. Chysel," he cried excitedly, rushing toward him, "hurry up. There's a crazy man in here and I can't make him understand me."

Mr. Chysel approached the comedian and inquired blandly:

"Can I do anything for you, sir?"

"Certainly you can. I want a file—a common five inch file, if you please. You have them?"

"Certainly."

The side look of withering scorn the proprietor gave the clerk was such that for months afterwards he dreamed he was so small that deaf customers were continually lifting him up and dropping him through the eyes of needles.

WHAT IS STEEL.

Steel has been defined as any kind of iron which when heated to redness and suddenly plunged into cold water becomes hard; and every kind of malleable or flexible iron that can be hardened by that process is steel. But this definition, says "An Occasional Contributor," in the Mechanical News, is not applicable to the steel of mild quality now made for many mechanical uses. One of the requisites for this mild steel is that it will not harden after being heated to a cherry red and plunged into water. To include all the kinds of steel now used in the agricultural and mechanical implements the better definition of steel will be a malleable iron combined with a percentage of carbon. Chemically considered steel occupies a halfway position between wrought and cast iron, wrought iron being simply iron almost free from carbon, while steel that is to be tempered contains one to one and one-half per cent of carbon.

The reason why this very slight change in the chemical construction should produce such wonderful results in the properties of iron and steel is as yet an unsolved mystery. We know that a bar of iron converted into steel becomes more granular or open, and while it loses to some extent its toughness, it gains, instead, elasticity, greater strength and closeness of fiber.

Blister steel is made by heating bars of iron packed in charcoal in a furnace for a period of from six to ten days. When the metal is withdrawn the bars are found to be of crystallized texture, and have a blistered surface; hence the name. Cast steel was formerly made of blister steel broken into fragments, melted in crucibles and cast into ingots; but the modern practice is to charge the crucibles with pieces of good Swedish or American bar iron, adding charcoal and black oxide of manganese. The heat of the furnace soon seals the lid of the crucible, and the melting iron absorbs carbon from the fumes of the charcoal, thus shortening the tedious process of making "blister" bar. The cast steel is rolled or hammered from the ingot to any desired bar, sheet or plate.

The chief characteristic of steel consists in its capability of being hardened and tempered, and when exposed to heat it takes on in succession the following colors:

1. A faint yellow, which indicates a proper temper for lancets or small cutters that require the finest edge, with but little strength of metal.

2. A pale yellow which indicates the temper for razors and surgical instruments.

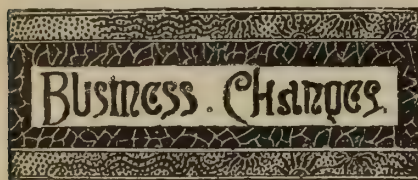
3. Full yellow for pen knives, etc., with increased toughness.

4. Brown with purple spots, that being for axes and carpenters' tools.

5. Bright blue, for swords and watch springs.

6. Full blue, for fine saws, daggers, etc.

7. Dark Blue, for large saws, or instruments that may be sharpened with a file. The above colors are based on steel suitable for the requirements. A piece of steel suitable for razors, lancets, etc., would not take the color indicated for large saws, as the quality of steel is but little above the "blister" quality. The finer steel is the less heat it will temper at, requiring a lower temper of color. Recently there have been some valuable discoveries in tempering welding and restoring steel, both from burnt or a low grade.



SALES MADE OR PENDING.

J. M. Roberts, general store, Dungannon, has sold out to R. B. Holland.

McQueen, J. A. & Co., general store, Point de Bute, advertise closing business.

J. A. McQueen & Co., general store, Point de Bute, is advertising closing business.

Halfpenny & Washburn, general store, North Bay, stock, etc., advertised to be sold by auction on the 25th inst.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

J. Goodmurphy, general store, Gore Bay, is offering to compromise.

Douglas & Haines, roofers, Ottawa, Joseph Douglas, chattel mortgage.

John Simons, general store, Arthur, has assigned to J. A. Browne, Toronto.

E. S. Platt, grocer, flour and feed, Campbellford, has assigned to Henry Palmer, Campbellford.

DON'T DO THINGS BY HALVES.

The most successful men that we have seen either in our time or in history have been those who have not done things by halves. There have been hundreds of men who would have proved themselves successful beyond question, if they had had the capacity to put their entire soul, body and energy into the work in which they were engaged. Truly speaking it is the man who does not do things by halves that succeeds. He succeeds in a most emphatic manner, or if perchance he does not succeed he fails with a promptitude that would put an astronomical calculation into disgrace. There never was in the history of the world a successful general who went into battle with a half-heartedness, or a disposition to suspect defeat. It is exactly the same in business as in war. The individual who enters into any undertaking with doubt, cannot possibly expect to succeed. The will power has a great deal to do with success; so also has conviction. There have been many arguments successfully contended simply because, one of the contestants has really believed in the absolute superiority of his position and the views he had undertaken to defend. Business is unquestionably built on the same lines, and the business man who really enters into the competition of life with a determination to force matters is bound to succeed. It is the half-hearted, unappreciative individual, who does not desire to defend his judgment, or to rely upon his own conviction, who ultimately fails.

There is not at the present time a single general of note who will dispute the fact that many battles have been won simply from the

inherent conviction of their superiority, not only physically, but also from a strictly strategical standpoint. We might almost say that faith not in superstition, but faith in one's own ability conquers where merit sometimes fails.

Napoleon the great, and he is justly designated, is the authority for the expression, "There is no such word as can't." He did not believe that the vocabulary of the world contained such a word. And the Iron Duke, who was his only real competitor and ultimate conqueror, was unquestionably of the same opinion. Any one who came to him with the apology that he "could not do what was set him to do" was unworthy of the profession he followed and the sooner he was hanged the better. It is surprising what a man could do if he only has the capacity not to "do things by halves." Suppose that you had some great undertaking and that you had decided to go into this undertaking with the object of making money. It would be perfectly ridiculous if you were to go into it feeling that there was a great possibility that you would not succeed. This is doing things by halves, and you cannot possibly conduct a successful business upon these lines.

Energy many times counts for more than discretion. How many men in battle have succeeded in obtaining recognition and advancement not because they had displayed a large amount of discretion, but because they have displayed an utter contempt for conventionalities. It was not the observance of cautiousness or hesitancy that caused Napoleon to make Ney a Marshal of the French army. On the contrary, it was his absolute recklessness, putting it in a mild form, that caused his promotion. Timidity is by no means a very valuable friend. It may be of value amongst a lot of men who do not aspire more than the brain of mediocrity, but where genius is wanted it utterly fails.

Don't do things by halves. Whether it is the sweeping of your store or the purchase of a million dollars' worth of goods. Don't do things by halves, whether it is the collection of outstanding accounts or the full attention to a small fad that a customer may desire to have shown to him. Don't do things by halves, whether it is writing a letter to a disagreeable customer or acknowledging the receipt fully by a member of the firm of a small item which may be remitted; Don't do things by halves, whether the engagement of an office boy at \$2 a week or a salesman at \$10,000 a year. Life is made up of those who regard it as a reality. They

are those who unquestionably get the most out of it. They do not live the longest, but they "get there just the same." There never was nor never will be a confirmed success of those who do things by halves. The improvements in machinery and in the methods of conducting business are such that those who refuse to come into the circle will realize that it is the patient, energetic individual who insists upon everything being done in its completeness who will succeed.

We commenced by saying, "Don't do things by halves," and we are absolutely convinced that those who follow the old cautiousness of the past will get miserably left. Our advice to the young and to the old is explicit and emphatic: "Don't do things by halves," particularly with regard to those who cannot pay their bills when they are due. In short, the man who does set out in this life to do things by halves and to thoroughly succeed will find himself unquestionably "in the soup." We would say to all our readers, big and little, of great experience and small experience, and of every other degree of mercantile pursuits. "Don't do things by halves." You will then be much happier and infinitely more contented with this world's gifts.—Ex.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION \$1.00
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J. B. McLEAN CO. (LTD) PUBLISHERS.

Bond or Free

Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,
Front St. E. Toronto.

69W

STORAGE

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,
445 St. Paul St., MONTREAL. 18 Front St. West, TORONTO.



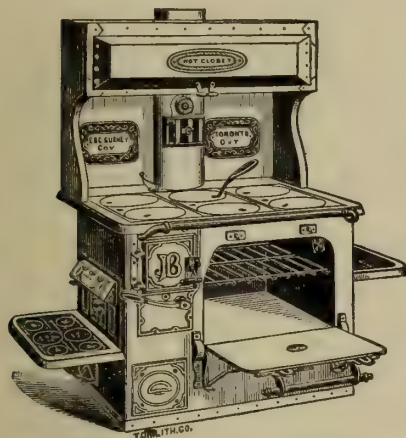
It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

BRUSHES

—FOR—

Painters' and Artists'

Household,

Toilet and

Stable use.

All lines guaranteed first-class workmanship and quality as represented.

Illustrated Price List sent on application.

CHAS. BOECKH & SONS,

MANUFACTURERS,

OFFICES AND WAREHOUSES: 80 York St.

FACTORIES: 158 to 168 Adelaide St. W.

TORONTO.

F. E. DIXON & CO.,
MANUFACTURERS OF

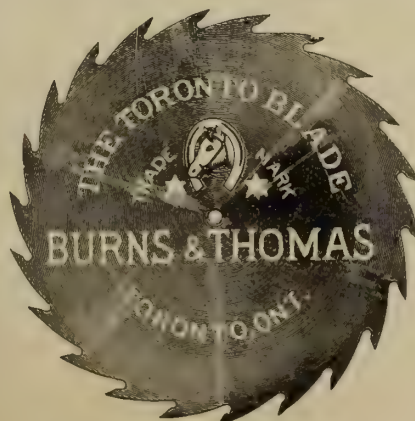
**UNION TANNED
STAR RIVET**

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



SAWS CIRCULAR, Shingle, Re-sawing Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery



(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

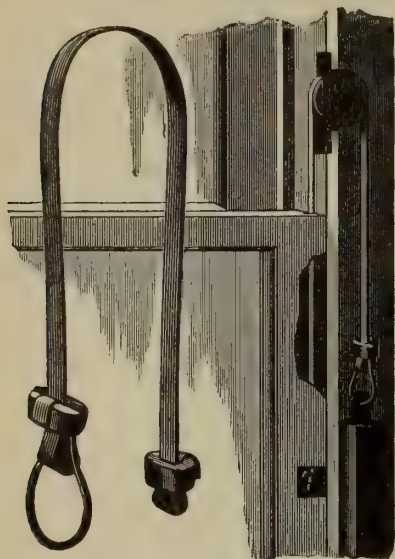
Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

The Gardner Steel Sash Ribbon AND PULLEYS.



Is being adopted for the largest and best buildings now being erected in Toronto because it surpasses cord or chain.

Samples and all information from

JOHN HARGREAVES,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE MARK.  GRANTED 1764.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

"EXCELSIOR" STOVE PIPE DAMPER.



Has numerous advantages over all others. Nickel-plated or Japanned "Always Cool" Ventilated Handles.

Put up in pasteboard boxes of one dozen, and packed in wood cases of one gross.

For sale by all principal jobbers.

SOLE MAKERS:

SHEPARD HARDWARE CO.,

Mammoth Foundry, Buffalo, N. Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.

Bradley M.L.S. Per box

I.C., usual sizes .. \$6 00 \$6 25

I.X., " .. 7 25 7 50

I.X.X., " .. 8 50 8 75

Raven & P.D. Grades—

I.C., usual sizes .. 5 25 5 50

I.X., " .. 6 25 6 50

I.X.X., " .. 7 25 7 50

I.X.X.X., " .. 8 25 8 50

D.C., 12½ x 17 .. 4 75

D.X., " .. 5 75

D.X.X., " .. 6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

Bessemer Steel—

I.C., usual sizes .. 4 75 5 00

I.C., special sizes .. 5 00 5 25

B.V. Grade, I.C., usual

sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—

I.C. 20 x 28, 112 sheets .. 8 50 8 75

I.X. Tern Tin .. 10 50 10 75

Charcoal Tin Boiler Plates.

Cookley Grade— Per lb.

I.X.X., 14x56, 50 sheet boxes .. 6½c, 7c

" 14x60, " .. 6½c, 7c

" 14x65, " .. 6½c, 7c

Tinned Plates.

72x30 up to 24 gauge .. 6½ 7

26 " .. 7½ 7½

28 " .. 7½ 8

Iron and Steel.

Common Iron, per 100 lb .. \$2 05 2 10

Refined " .. 2 45 2 55

Horse Shoe " .. 2 50 2 55

Band " .. 2 50 2 65

Hoop " .. 2 65 2 80

Swedish " .. 4 00 4 25

Sleigh Shoe Steel .. 2 50 2 75

Tire Steel .. 3 00 3 25

Machinery .. 3 00 3 25

Best Cast Steel, per lb. .. 0 13½ 0 14

Russian Sheet " .. 0 10½ 0 12

Tank Plates .. 2 00 2 25

Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 10½c

1-inch .. 15

Boiler Plate.

½ inch .. \$2 45

5-16 " .. 2 35

¾ " and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2½, 3

22 to 24 " .. 2½, 3

26 " .. 3, 3½

28 " .. 3½, 3¾

Canada Plates.

Blaina— ½ bright 3 10 3 15

Abercarne .. 3 20 3 25

Iron Pipe.

Wrought 60 to 62½ p.c. dis.

Galvanized, 30 and 5 to 35 p.c. dis.

Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.

Hodgson's Wrought, 60 to 60 and 10 p.c.

Galvanized Iron.

Queen's Head—

16 to 24 gauge, per lb .. 5½, 5¾

26 gauge, " .. 5½, 6

28 " .. 5½, 6½

Gordon Crown—

16 to 24 gauge, per lb .. 5½, 6

26 gauge, " .. 5½, 6½

28 " .. 5½, 6½

Note.—Cheaper grades about ½ cent

per lb less.

Chain.

Proof Coil, 3-16 inch, per lb. .. 7 7½

" ½ " .. 5½ 6½

" 5-16 " .. 5 6

" ¾ " .. 4½ 5½

" 7-16 " .. 4½ 5½

" ½ " .. 4½ 5½

" ¾ " .. 3 60

" ¾ " .. 3 50

Trace, per doz. pairs .. \$3 60 5 90

German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per

doz yards .. 0 13 0 50

Jack chain, double, per doz

yards .. 0 15 ..

Jack chain, brass, single, per

doz yards .. 0 20 1 10

Copper—Ingot.

English B.S. .. 0 14½ 0 15

Bolt or Bar.

Cut lengths, round, ½ to ¾ in. \$0 25 \$0 28

round & square

1 to 2 in .. 0 23 0 26

Note.—Complete, lengths about fifteen

feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,

16 oz, 14x48 and 14x60 .. \$0 18 0 19

Untinned, 14 oz, and light,

16 oz, irregular sizes .. 0 19 0 20

Note.—Extra for tinning, 2 cents per

pound, and tinning and half planishing

5 cents per pound.

Planned and tinned, 14x

48 and 14x60 .. 0 29 0 30

Brass. (In sheets.)

4x6 ft, 25 to 30 lb ea, per lb. .. 0 22 0 26

35 to 45 " .. 0 21 0 22

50 lb and above per lb .. 0 20 0 21

Boiler & T. K. Pitts.

Plain Tinned, per lb. .. 0 25

Spun " .. 0 29

Wire.

Pure, in coils—

From 1 to 20 gauge .. 0 25 0 27

From 20 gauge, up .. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25

" 27 to 30 " .. 0 23 0 29

" 30 and up .. 0 26 0 32

Sheets, hand-rolled 2x4 ft. .. 0 25

Zinc Spelter.

Foreign, per lb. .. 0 05½ 0 06

Domestic " .. 0 05½ 0 05½

Zinc Sheet.

5 cwt casks .. 0 06½ 0 06½

Part casks .. 0 06½ 0 07

Lead.

Imported Pig, per lb. .. 0 04 0 04½

Domestic " .. 0 03½ 0 04

Bar, 1 pound .. 0 05 0 05½

Sheets, 2½ lbs, per square ft,

by roll .. 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft,

by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb extra.

Pipe, by the roll, usual weights

per yard, lists at 7c per lb and 25 p.c.

discount.

Note.—Cut lengths, net price; ton lots

25 and 5 p.c. dis.; waste pipe, in 7 ft

lengths lists at 7½c.

Solder.

Half-and-half (guar.) per lb 0 17 0 19

Note.—Prices of this graded according

to quantity. The prices of other quali-

ties of solder in the market indicated

by private brands vary according to

composition.

Antimony.

Cookson's, per lb. .. \$0 15½ 0 16

Other makes " .. 0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground

in oil, 25 lb. irons, per lb. .. 5½ ..

No. 1 Do. .. 0 5

No. 2 Do. .. 0 4½

No. 3 Do. .. 0 4

Prepared Paints.

(In ½, 1 and 1 gallon tins.)

Pure, per gallon .. \$1 05 \$1 10

2nd qualities " .. 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)

Venetian Red, per lb .. 0 05

Chrome Yellow " .. 0 11

Golden Ochre " .. 0 06

French " .. 0 05

Marine Black " .. 0 09

Green " .. 0 09

Chrome " .. 0 08

French Imperial Green .. 0 14

Colors, Dry.

Yellow Ochre (J.C. in bbls, per cwt) 1 40

(J.F.L.S.) " .. 2 75

Venetian Red (R.C.2) " .. 1 50

Ven. Red, Cookson's " .. 1 80 1 90

English Oxides " .. 3 25

American " .. 2 25

Paris Green, per lb .. 0 08

Burnt Sienna " .. 0 08½

Burnt Umber " .. 0 05

do pure .. 0 08

Drop Black " .. 0 09

Chrome Yellows " .. 0 12

Greens " .. 0 12

Golden Ochre " .. 0 03½

Varnishes (in bbls).

No. 1 Furniture, per gal .. 0 70

Extra " .. 1 00

Brown Japan " .. 0 20

do Turpentine " .. 0 90

No. 1 Carriage " .. 1 50

Gold Size Japan " .. 1 40

Pure Orange Shellac " .. 2 00

Hard Oil Finish " .. 1 50

Linseed Oil (in bbls).

Raw, per gal .. 0 59 0 60

Boiled " .. 0 62 0 63

Turpentine (in bbls)

Selected Packages, per gal. .. 0 55 0 56

Castor Oil.

Best, per lb. .. 0 08½ 0 09

Cod Oil.

Cod Oil, per gal. .. 0 48

Glue (in bbls)

Common, broken .. 0 10 0 11

French medal .. 0 11 0 12

Cabinet makers .. 0 17 0 18

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's. 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 pc cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 Percent.

Bench Staps.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascot " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per
cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p.c.
Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's. 6 00 7 75
Barber's Ratchet. 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls. 15 50 20 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8. 6 00
" No. 9. 7 00
Queen City. 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 per
cent

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 80 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World. 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napane " 1 10

Chalk.

Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red. 0 05 0 06
Crayon, per gross. 0 14 0 18
Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box. 3 60 13 00
Side. 3 60 4 00
Enterprise, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50

P. S. & W., dis. 40 per cent.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

Dis \$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz. 1 70
Petroleum, per doz. 4 50 6 50

Files.

Kearney & Footes discount Am. List,
50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Canadian, dis., Amer. list 60 per cent.

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Rasps, Kearney & Footes' dis

Am list, 50 pc. 50 p.c. to 50 and 5 p.c.

Horse Rasps, dis. 45 p.c. Amer. } Hellers
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each. 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz. 4 00

Enterprise, discount 10 p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star. Double Diamond

Per 50 ft. Per 100 ft. Per 50 ft. Per 100 ft.

16 to 25 1.45 2.60 2.15

26 to 40 1.55 3.00 2.45

41 to 50 3.40

57 to 60 3.70

61 to 70 4.00

71 to 80 4.20

81 to 85 4.50

86 to 90 5.40

91 to 95 10.00

96 to 100 11.50

13.65

Pilkington.

Ordinary

1st break 3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 150

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.

" Shepard's Noiseless, dis. 60 p.c.

" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb. 0 41 0 05

Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets.

Screw, Eureka. 1 13 1 80

Gate, Clark's. 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Spring. 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 pc

Planter doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10

Clothes Line, " 0 27 0 63

Harness, " 0 72 0 88

Hat and Coat, per gross. 1 00 3 00

Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

dis. 35 to 37½ per cent.

BINDER TWINE

ALL KINDS.

Composite Silver.

Red Cap,

Crown Brand,

Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.
Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per
cent.

Horse Nails.
Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.
Per keg 3 60 3 75

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, per lb 7½ per cent. dis. off
new list.
Copper, " " " 0 40 0 45
Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.
Lock, Can. dis. 50 p.c.
Cabinet, Trunk, and Pad-
lock, Am. per gross..... 1 60 4 75

Knobs.
Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25
Bronze, Gem, " " " 6 00 9 00
Lava, " " " 8 75 10 00
Shutter, porcelain, F. &
L screw, per gross..... \$1 30 4 00

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized, " " " 1 87 3 85
King, wood, " " " 2 75 2 90
" glass " " " 4 00 4 50
All glass, " " " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " " " 1 90 7 40

Locks—Door.
Canadian, dis. per doz 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.
Eagle, dis. per cent, 30 per cent. to
33½ per cent.

Padlock.
English and Am. per doz 50 6 00
Scandinavian, " " " 1 00 2 40
Eagle, dis. per cent, 15 to 17½ per cent

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp'trs', hickory " " " 1 25 3 75
Lignum Vite, " " " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter.
Enterprise, dis. per cent 20 25
Canadian, 37½ to 40 per cent.

Home, each.
Mining Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.
Cut, 3 in. and upwards,
per keg base, price 2 30

**Brads & Moulding Nails, 70 to 70 and
10 per cent.**
Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.
German & American..... 1 85 3 50

Nail Sets.
per gross

Square, round and octa-
gon 3 38 4 00
Diamond 12 00 15 00

Oil.
Canada Refined Oil (Toronto) 15½ 16
Carbon Safety " " " 0 18 0 18
Canada W.W. " " " 0 20
American W.W. " " " 0 25
S. R. Seal per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " " " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 25

Pencils.
Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks.
per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis 45 to 50 per
cent.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.
Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.
Button's Imitation, per
doz. 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.
Poppers.
Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00
Axle, " " " 22 33
Screw 27 1 00
Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.
Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz 1 00 1 85
Conductors' " " " 9 00 15 00
Tinner's solid, per set 72
" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " " " 3 60 10 00

Razor Strops.

Carrier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis
Iron " " " 40 to 45 per cent.
Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb. Sisal. Manila.
7-16 in. and larger.. 9 12
¼, 5-16, ¾ in. 9½ 12½
¾ in. 10 13
Cotton, per lb. 22 25
Russia Deep Sea, per lb. 13½ 16
Jute " " " 08 08½

Rules.

Boxwood, dis. 75 to 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N. P. " " " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00
Sand and Emery Paper.
B. & A. sand, 30 p.c.
Emery, per quire 55 90

Sash Cord

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.
S. & D. dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each 1 75 2 75
" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50
Foot, " " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.
" R. H. " 72½ " " "
" F. H. Brass 75 " " "
" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P., dis. 65 p.c.
Seymour's dis. 60 p.c.
Ætna, dis. 75 to 75 and 10 per cent
Heinrich 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shot.

Canadian, dis 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " " " 1 35 1 60
Tin Rim, " " " 2 30 2 45
" black, " " " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50
Acme, " " " 3 00 5 00
Lock, Andrew's " " " 4 50 11 50

Soap

Sapolia ½ gross boxes 3 25
" ¼ and ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons per gross 7 50 12 00
Dessert " " " 21 00
Table " " " 30 00 30 00
Dessert Forks 24 00
Medium " " " 27 00
Table " " " 36 00

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½
Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 15 50
Hindostan, per lb 0 06

" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " " " 0 15

Turkey " " " 0 50
Arkansas " " " 1 50
Water-of-Ayr " " " 0 10

Scythe, per gross 3 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gim, blue, dis. 35 p.c.
" tinned, dis. 45 p.c.

Swedes' iron, blue or tinned, dis. 42½ p.c.
Upholsterers' dis. 42½ p.c.

Copper Tacks and Nails, dis. 35 p.c.
Trunk and Clout Nails, " " " 40 p.c.
atent Brads, dis. 40 p.c.

Finishing Nails, dis. 35 p.c.
Cigar Box Nails, dis. 35 p.c.
Shoe Finders' Tacks & Nails, dis. 25 p.c.

Tape Lines.

English, ass skin per doz. \$2 75 \$5 50
English Pat. Leather 5 50 9 75
Chesterman's, each 0 90 2 85
" steel, each. 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c.

Thimbles.

Asbestos, filled, per doz., dis 25 off

Ties.

Cow, per doz 1 25 2 50

Tinner's Shears and Snips

P. S. & W., 10 p.c. advance on American
list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per
cent. to 70 and 25 p.c. on special
lines.

Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent
Game, H. & N., or P. S. & W., discount 62½
to 60 and 10 p.c.

Mouse, per doz 0 35 1 50
Rat " " " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " " " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrapp'g, mott'd, pr. pack. 0 50 0 60
cotton, per lb .. 0 18 0 20

Matress, per lb 0 33 0 45
Staging " " " 0 27 0 35
Broom " " " 0 30 0 55

Binding, flax, per lb
" jute " " "
" Blue ribbon 0 14
" Red cap 0 12
" Crown 0 11
" Silver Composite 0 09

Freight allowed to any station
south and east of Owen Sound in
1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each 6 00 7 00

Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer. per doz. 8, 10 & 12 in. 3 38 6 00

Wire.

Plain iron and steel—Bright, anneal-
ed, coppered, coppered spring and
galvanized 12½ p.c. dis. f.o.b. Mont-
real, f.o.b. (Hamilton and Toronto)
10c. per 100 lbs. net added for freights,
f.o.b. London 14c. added.

Tinned, net list: brass and copper 7½
p.c. dis.

Market, tinned per lb 0 04½ 0 08
Tinned Broom, from 19 to
22 gauge, per lb 0 06½ 0 06½

Malin's Wire on spools, 30 to 45 per
cent. dis.

Clothes Line, galv. p. 100ft 0 25 0 55

Fencing Wire.

Galv. steel barb fencing
"Lock Barb," 4 point. 0 04½ 0 04½
Ditto Glidden 2 point ... 0 04½ 0 04½

Galv. Steel, plain twist ... 0 04½ 0 04½
Galvanized Barb, "Ly-
man," 2 to 4 points. 0 04½ 0 04½

Staples 0 04½
Terms, 60 days or 2 per cent off for
cash—10 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 5 p.c.
Standard, dis. 60, 60 & 10 p.c.

Coe's Gen'l, dis. 30 to 32½ p.c.
Diamond, dis. 33½, 35 p.c.

Tower's Engineer, each ... 2 00 3 00
" S., per doz 5 80 7 50
G. & K.'s Pipe 6 00
Burrell's " each 3 40

Pocket, per doz 1 25 2 00

HARDWARE

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,
6 Wellington St. W., Toronto.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

TRAVELLING MEN

T WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers' experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ASK FOR and see that you get "Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

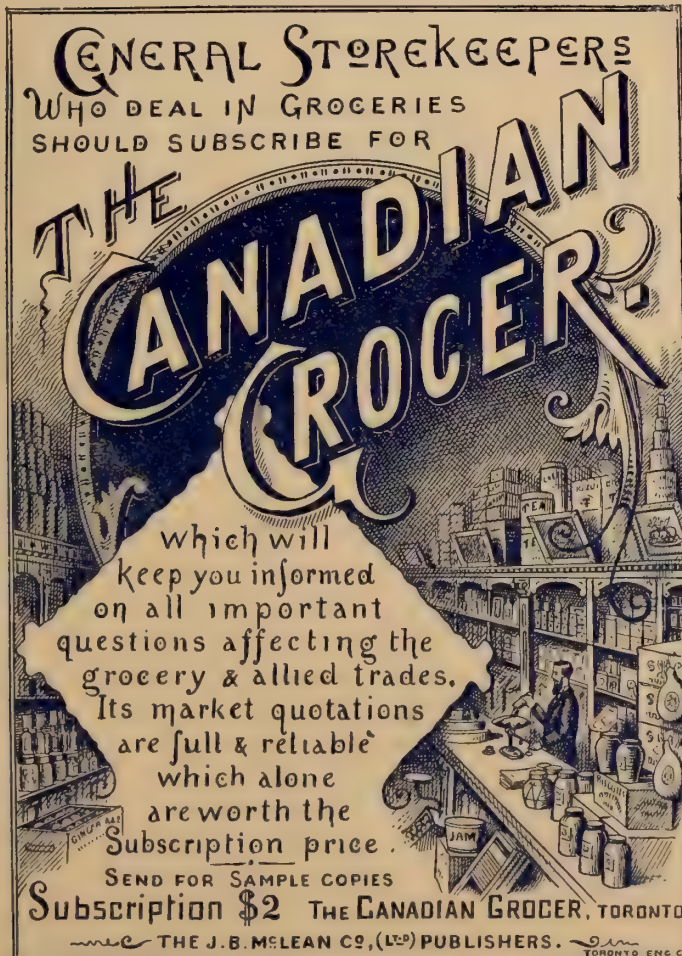
GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS. TORONTO, CAN. CO.



TORONTO ENGRAVING CO.

53 KING STREET W.
ENTRANCE ON BAY ST.

GIVE FOR ALL
ILLUSTRATIVE
PURPOSES.

FIRST CLASS WORK - MODERATE PRICES

OUR PROCESSES:

- WOOD ENGRAVING
- PHOTO ENGRAVING
- ZINC ENGRAVING
- HALF TONE
- WAX ENGRAVING
- DESIGNING

F. BRIDGEN MGR



USE
SPOONERS
BOX-METAL
COPPERINE
FOR SAW MILLS
AND CIRCULAR
SAWS.

PLANING
MILLS
AND
FINE SOLID
HEAVY
OLD MACHINERY
MAKES
GOOD AS NEW.
ALL SELL IT.
PERFECTION
THIS WORLD IS
PATENTED.





Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR

Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"

BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,

MANUFACTURERS,

MONTREAL,

QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE! SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,

Annealed,

Oiled,

Spring,

Galvanized,

Tinned,

Coppered,

Also Wire Fencing and Staples.



Telephone,

Telegraph and

Electrical purposes.

Nails,

Rivets

Mattresses,

Brooms,

Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

AUG. 29, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED

WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

VISITORS

To the Industrial Exhibition

ARE INVITED TO INSPECT OUR STOCK OF

FANCY HARDWARE

Piano and Banquet Lamps,
GRATES and Open Fire Places,
Art Tilings, Mantels, &c.,

RICE LEWIS & SON

LIMITED.

32 King St. East,

- Corner Victoria St.,
TORONTO.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J.B. McLEAN CO., (LTD) PUBLISHERS. TORONTO ENG. CAN.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, AUGUST 29, 1891

No. 35

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

SCRAP MATERIAL AND OLD RAILS.

In a recent issue the Iron Age pointed to the fact that a change was imminent in the conditions ruling in connection with the consumption of old rails, and that scrap iron would be affected by it. There are still a certain number of mills south of the line adapted to the consumption of old rails, and to such the position is important. Considerable fluctuation has been noted in the supply, but the volume of it has been diminishing from year to year; therefore, to the mills which use the material the price of it is an important matter. Now, as old rails to a certain extent govern the market for old material, their immediate future is an interesting subject. Iron Age's argument in the connection is a natural and acceptable one. It is assumed that the price generally declines in the spring, when the railroad companies are repairing tracks, etc., but that the fall, when the roads are too busy hauling freight, etc., there is a largely curtailed supply. The following table of prices certainly bears this out.

Years.	Lowest month.	Sept. price.	Dec. price.
1887....	August, \$16.50	\$18.00	\$20.00
1886....	June, 18.50	25.50	24.50
1887....	June, 22.50	22.50	21.00
1888....	June, 18.00	25.00	22.50
1889....	May, 19.50	24.50	26.25
1890....	May, 22.50	27.00	23.50

This year prices have been firmer all along, keeping within quite a narrow range, and unless the experience of previous years is reversed, prices should stiffen. At any rate the movement of the great crop that is in every-

one's mouth, both in the United States and Canada, will give the railroads all they can do this fall, and the chances are that they will content themselves with as little repairs as possible. This means a much smaller supply, and the mills which depend on this will turn their attention to other scrap. In the case of such a scarcity prevailing, buyers seem warranted in supplying themselves with scrap for their requirements.

THE FUTURE OF CANADIAN CHARCOAL IRON.

The interest which is taken in the subject of Canadian charcoal iron led a representative of this journal to seek an interview with Mr. Drummond, of The Iron Furnace Company, Radnor, Que., when that gentleman was in the city a few days ago. Before discussing the condition and prospects of the industry in Quebec, Mr. Drummond referred to and good-humoredly criticised some reports of the matter that have already been printed in *HARDWARE*, and ventured the opinion that observations made on the spot would materially alter some of the conclusions, which he believed had been reached through want of accurate or intimate information. The substance of Mr. Drummond's remarks on the sources and availability of the ore, fuel, etc., is as follows:

Whether bog ore is or is not of recent formation is a question which may be considered to be yet open. Its source has hitherto been thought to be the Laurentian Mountains, from which it appears to have come down to the bogs, marshes and lakes in a soluble state. This is probably correct, but it is only a conjecture. The supply of ore is always growing. The length of time it takes to develop has not been determined. The ore in the bogs is not by any means worked out. Though the furnace has been working 150 years in Radnor district, yet it has never drawn its ore from any point outside of a radius of seven miles from itself.

Mr. Drummond claims that a radius of 75 miles of rich ore lands can be taken in his own company's territory.

As to the lake ore he says that The Canada Iron Furnace Company has carried out a scheme whereby it can be and is now got at. A drain is cut into the bed of the lake outlet, which has lowered the lake six feet below its natural level. The lake naturally averages a depth of 16 to 18 feet, and as the dredge can be worked in only 10 feet of water it is necessary to lower the lake to get within reach of the ore. Great quantities of virgin ore have been brought up, and this ore experts from McGill University and other places have pronounced to be of the finest quality. Estimates show the lake to contain hundreds of thousands of tons, which can be reached easily and economically. In addition to allowing the dredge to work, the lowering of the lake uncovers a vast lot of ore along its margin which can be gathered by hand labor. The C. P. R. is building a special switch to the lake to meet new requirements. Mr. Drummond considers this lake ore not only the most cheaply mined in the world, being dredged up easily, but it gives a quality of iron in actual tests in car wheels, etc., far exceeding the best United States grades.

He says his company has in the past two months opened up very rich beds on the south shore of the River St. Lawrence, and has taken therefrom in great quantities the purest specimens of bog ore yet found. Moreover his company is not confined to lake and bog ore for supplies. On the Upper St. Maurice they have located large deposits of magnetic iron, and though containing some titanium, there are samples found quite free from this mineral. Prospecting is going on under the direction of the company, who have made arrangements for working other deposits of magnetic and hematite ores of high quality in other parts of Quebec and adjoining lands in Ontario,

which they can lay down at their furnace as cheaply as many United States furnaces can lay down Lake Superior and other ores.

Of the charcoal supply he says the resources are enormous, virtually inexhaustible and easily available to his company's furnace. In the St. Maurice district, along the St. Maurice River itself, to the north, and along the course of the Bas Laurentide Railway to the south, the soft woods suitable for making the best charcoal will yield a supply for ages. The wood standing in that region now is not suitable for the purposes of either the lumberman or the settler, so that charcoal-making is the industry that must afford a market for it. The Company can control it at very low prices and employ habitant labor to make the wood.

The new furnace now being completed at Radnor is to have an outputting capacity of 25 to 40 tons per day. Some of the keenest iron and charcoal men in the United States have been led by the economical advantages to become stockholders in the company, to which a large amount of English and Scotch capital has also been attracted. The company is investing \$50,000 to improve its existing works.

ALL IS NOT GOLD THAT GLITTERS.

Counterfeiters, like thoroughgoing burglars and other rogues by profession, are dishonest from principle. Their perversion of certain principles makes something of a science of their calling. They therefore take an interest in it, that is not entirely derived from the excitement of its risks or from the comfortable exemption from hard work it affords. One of the principles to which counterfeiters hold, for example, is a cynical disbelief in business honor. They probably consider they have ample warrant for their disbelief in this species of virtue, but the difficulty is, that not all human beings in like positions to certain others in contemplation, can be depended on to act as those others did. The fact that twenty respected men are open to temptation does not afford safe premises from which to conclude that any other given respected man will yield to equal or even greater temptation. The sweeping generalization that all men are venal is what is unsound in the position of the counterfeiter. Only when it is considered how cardinal an assumption this is in the profession of the counterfeiter, can it be understood why the most sterling men in trade are approached by these tempters. It is of course to the advantage of the counterfeiter to do business with men the reputation of whose honesty and financial standing is unquestioned in the community where such they are sought to be installed as "agents." We frequently wonder why the blacklegs and very needy men of a district are not the ones to whom over-

tures are made for buying fraudulent "green goods," but the reason lies in the two considerations presented above.

One of the principals in a well-known grocery house in this city, received a few days ago a confidential letter from one of these "green goods" men. The recipient of the communication is a strictly honorable man, and if he were not, his means put him above the temptation held out by money-making artists. He handed the stuff over to THE GROCER as a curiosity. The letter is a prolix affair. It abounds in aphorisms of honesty and maxims of business thrift that would do credit to a better cause. The moral argument in favor of dealing in "green goods" is not left out. The plea that Uncle Sam has millions of the people's money lying idle and unproductive in his Treasury is urged in extenuation, and the attempt to make wrong right is well calculated to break down a weak man's scruples. The bustling business tone of the letter, the confidential, even affectionate language in which it is couched, and the safeguards it represents the circulation of the money to be surrounded by, make it a dangerous document in the hands of greedy people. It is remarkable how unreservedly and withal safely, these counterfeit men throw themselves on the mercy of those they would lure into their unlawful traffic. There is a contemptuous pity too commonly allowed to stand between these men and their exposure to the proper authorities. They ought to be exposed. Not only do they corrupt people of weak principles, but they make perfectly sound men the instruments of their villainy, as any man may unwittingly receive at third hand and circulate the spurious stuff. Every citizen is in danger of losing his money and of being imprisoned for handling false currency, even in the best of faith. If the worst man in the world should fail to prove the source and manner whereby he got such money to be lawful, so far as he was concerned, he is liable to be made the scapegoat of the counterfeiter and his accomplices.

The particular letter to which reference was made in a preceding paragraph was accompanied by what was represented to be a clipping from a newspaper. The clipping was, from evidence on the face of it, as fraudulent as the money. The matter alleged to be thus clipped is in the form of a news item, explaining how a certain wealthy man who died suddenly had got his wealth. It was as the circulator of false money. Then the money is described as made from genuine plates stolen from the Treasury by one of the workmen, and it is represented that expert sworn testimony maintained the stuff was as good as if the notes were genuine. All such matter is humbug intended to delude the unwary. The alleged clipping is composed by a type setting machine, so that but one person is a party to that portion of the fraud. Nobody should hesitate to expose these fellows at once to the U. S. Treasury Department.

MONTREAL CORRESPONDENCE.

MONTREAL, Aug. 26th, 1891.

THAT DUTY ON TERNE PLATES.

HARDWARE remarks re the terne plate duty are pretty generally endorsed by Montreal traders, but there are some who claim that one point escaped our observation which has a bearing on the subject under consideration. Terne plates enter into consumption principally as roofing material, and in this respect are put to the same use as Canada plate. It is the contention that if Canada plates, which are practically sheet iron, pay a duty of 12½ per cent., terne plates, which are practically the same thing, except that they have a coating of lead and tin, should pay the same duty. This argument rests upon the fact that both articles are used for exactly the same purposes; and that, if Canada plate is taxed because it is the desire of the Government, that the domestic production of sheet iron is to be reduced; then it is perfectly right and proper that terne plate should be treated in the same way. But though this view is taken, the dealers in question perfectly agree with HARDWARE's remarks about the unfairness of the Government's sudden decision in the matter. In fact, in addition to their own calculation for the fall being completely thrown out, they have every reason to agree with HARDWARE, for some of them, as already mentioned, were pretty badly salted by better informed western buyers. The case of one leading Montreal dealer is a fair illustration of the circumstances attending several others. He was entirely at a loss to account for the sudden demand for terne plate, and went right ahead booking orders until he had piled up some 500 boxes on the old basis. When he learned the exact reason it was a case of cabinet conference all to himself. It is certain that he has everyone's sympathy. The difference between a range of \$7.25 to \$7.50, as it was under the old arrangement, and \$8 to \$8.25 under the new, on a lot of even 500 boxes is a nice little sum to take off the right side of the ledger at a coup.

The seven o'clock closing movement in St. John, N. B., is spreading. The grocers of the North End have voted in favor of it, and now we hear of a like movement among the grocers of the West End. As all say, the grocery men have been working too long hours. It only requires a little energetic pushing among the grocers of the city to get them to fall in line also.

A Londoner, Mr. Best, has invented a car axle box oil lubricator that promises to revolutionize the present expensive system on all railroads. It will fit into any axle box, and can be manufactured at a cost of 25 cents each. With a quart of oil they will feed the axle sufficiently to run a distance of 3,000 miles, where now the oiling process has to be attended to every 100 miles.

DOOR AND WINDOW HARDWARE.

Suitable and appropriate trimming is something that is too often slighted, both by owner and architect, and the tendency to cheapen the entire contract by reducing the cost of the hardware is daily evidenced by the appearance of some of our buildings. As a rule, the hardware is a neglected matter until the building is nearly completed, and then as an offset to the excess in expenditure in other details, the hardware allowance is cut down. The result is just what you might expect. A handsome house or apartment with everything of an elegant appearance, the floors tiled, the walls beautifully frescoed and the woodwork handsomely polished, while the hardware throughout is of the cheapest class, not fit for a tenement. There is an abundance of such hardware on the market. Take in the first place a front door, which is at all times before the eyes of the public. If trimmed artistically it at once makes a good impression, and to be artistic does not necessarily mean at the same time expensive, for a good lock that is reliable can be had at a very reasonable figure, and a plain grille will pay for itself in effect. Ornamental hinge straps will also add wonderfully to the appearance of a house, while on the other hand a cheap lock and trimming will cheapen a door, no matter how handsome it may be. A door cheaply trimmed makes just the same impression as a soiled shirt front on a person, both are criterions by which you may judge of the rest of the make up.

Locks for interior doors need not be either elaborate or intricate, but they should be in keeping with the other appointments; if an ornamental design is too costly then plain trimming is by all means in good taste and, like black clothes, always in keeping. When the cheap ornamental designs have the word cheap woven in the pattern, the owner makes a sad mistake when using such goods; the public notice and are influenced by such apparently little things. Plain bronze hardware is but very little more expensive than the cheap trade ornamental goods, and its application shows vastly better taste. Then, again, the utter disregard of the general architecture of the building in applying trimmings, also of wood finishes, is a very common mistake. The effect of an elegantly carved door of a Romanesque style trimmed with Colonial hardware is not only an example of bad taste, but is a mistake that means a money loss, as a tenant may not be artistically educated, still a feeling of inconsistency will be experienced, for no person is so constructed that discord will not affect to a more or less degree.

No clause in the contract is so much neglected, nor none of more importance, than that one relating to hardware. In the matter of butts there are many varieties from which selections may be made, but experience and judgment should be brought to

bear in this matter. Bronzed iron butts for the purpose of hanging the door do the work as well as the more extensive solid bronze, but they will not remain bronze but a short time. The appearance of iron on a hardwood door, where the lock trim is bronze, certainly is not pleasing. Then, again, the mistake of cheapening the trimming by using a light butt is a most serious one.

Nothing can be more provoking than a door that drags in closing, or that will not close at all. While a settling of the building affects this matter more or less, it is more often the case of the butt being too light or too small, so that the weight of the door causes a sag that the butt will not withstand. A loose-joint butt is a little less expensive than the loose pin, but is not so durable nor convenient, as in a loose joint is only one bearing, and consequently more tendency to give and wear, thereby causing the same trouble as in the case of using a light butt. The loose pin has three bearings, and in case of a necessity to remove the door it is much easier to do so. A conspicuous fault in the present cheap trimming of flats and residences is the fact that the keys are interchangeable, or, in other words, the key that opens the hall door is more than likely to operate the lock on the pantry door or linen closet and vice versa. This may be overcome by specifying in contract that the locks have two or more tumblers and all to be different.

Then, again, we find that the front-door lock is of a most approved make and very secure, while the sash fasts throughout the building are such that they may be opened by simply inserting a pen knife between the meeting rails of the windows and slipping the catch to one side. Good fasts should be used in first-floor window fastenings, as in seven cases out of ten the sneak thief will select a window rather than a door as a means of entrance. Although we do not know of a burglar-proof fast on the market, still there are some that are so secure as to be immovable unless glass in window is broken to reach them. At the same time it is very desirable to have a fast that will bind the lower and top sash together, thus preventing a draft between; also the annoyance of window rattling. A fast that simply secures the window from being raised is not a suitable one. Slight attention to the minor matters and better satisfaction will be the result.—W. H. B. in *Iron Age*.

CATALOGUES, PRICE LISTS, ETC.

THE STARR MANUFACTURING COMPANY'S Catalogue presents in a neat and succinct form all the information that traders will be likely to need concerning the Acme and other skates manufactured by the Company. The skates are classified, described and clearly illustrated, each page bearing the impression of a cut. The prices are subjoined. This issue is the 25th edition of the Company's catalogue. The simplicity and brevity of the information given makes it invaluable to the trader.

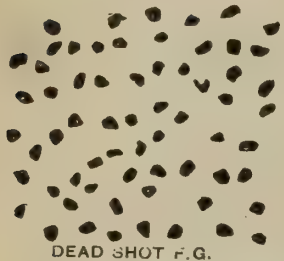
BRIBERY A SELLING EXPEDIENT.

It is high time that, in the interests of the ironmongery trade itself, one subject should be handled without gloves. It concerns the London trade chiefly, though the blight is by no means unknown in the country. We refer to those nefarious arts by which some factors have got a grip of steel upon some tradesmen. It is not necessary to be more explicit as to persons; where the shoe pinches the pressure will be felt, but the evil is widespread, too widespread, unhappily, to be anything less than a plague-spot, and it ought to be cauterized without mercy. The thing—to put it plainly—may be called "tipping," and it is bribery. It comprehends all those illegitimate means whereby the retailer is seduced into parting with his liberty to buy his goods direct from the manufacturer. Now it must be clearly understood that herein we are taking no ground whatever against the factor as such, or the legitimate sphere of his business operations. Nor do we, except incidentally, direct our strictures upon an abominable practice at those factors who indulge in it. It certainly is not honest, and it does not strike us as being either clever or smart. But let those who are guilty of the practice justify it as they may to themselves; we are not now concerned about them. We are concerned, however, on behalf of the ironmongers who thus allow themselves to be cajoled by any form of bribery, direct or indirect. The injury to traders as trade is immediate and grave, while no man can long keep his truest self-respect when he finds himself under external constraint to serve another's interests at his own cost in a purely business transaction. This system of bribery takes many forms, depending upon the skill and inventive resources of the briber, but its object is always the same, viz., to keep the retailer out of the hands of the manufacturer, from whom, nine times out of ten, he could get better terms. There are plenty of tradesmen who would not look at a manufacturer's traveler or agent, but will buy the very same goods at a higher price of the factor who serves them. Why? Well, it certainly is not due to pure philanthropy. It requires something besides mere good nature, or even a love for his species, to lead a man to act thus systematically against his own interests. And after all, the bribe, whatever shape it may take, is illusory; eventually it has to be paid for by the tradesman himself. He is out of pocket on the whole transaction, and it cannot be a very pleasant reflection that he has not only sold his independence, but paid for the sacrifice as well. The ironmonger has difficulties enough that are outside of himself to contend with; he has some others that are due to that conservative instinct to which we have often referred, and he can hardly afford to create more; but of all self-inflicted wrongs surely the most fatuous is where the tradesman debases himself to a state of servitude to a factor for some paltry bribe, and betrays his stupid and ruinous folly every time he declines to treat with a manufacturer for goods he regularly carries in stock. It may seem incredible to the majority, but there is a class of ironmongers who seem to think any course preferable to buying in the cheapest market.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

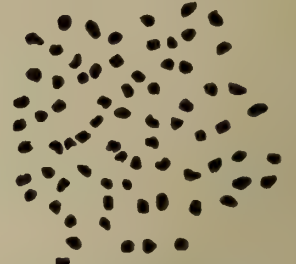


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.G.

TRY IT.



Joseph Lee, St. Thomas, has shipped one of his iron fences to British Columbia.

The monster engine being built by the Kerr Bros., St. Thomas, Ont., for Hiram Walker & Sons, of Walkerville, is nearly completed. Its power is 350 horse power.

Mr. Best, of Oxford street, London, Ont., has invented a new oil box for car axles which will fit any axle box. With a quart of oil it will feed the axle enough to run 6,000 miles.

Kenny Scobell, late of E. Chown's hardware establishment, Kingston, Ont., left for Minnesota the other day, where he has obtained a good situation as book-keeper with a firm doing a large business.

Thomas Harrington, of Pittsburg, Pa., has discovered a new metal—a combination of nickel steel and manganese bronze. It is impervious to acids, indestructible by corrosion, and can be wrought into spikes, etc., either hot or cold.

Mr. Arthur W. Ault, deputy reeve of Osnabrooke, and general merchant at Aultsville, Ont., has undertaken matrimonial responsibilities. On the 18th inst., he was married to Miss McPherson, a young lady from the other side of the border.

The Wednesday half-holiday among the merchants in Harriston has been broken after a first trial. That particular Wednesday, farmers came along as usual, and in fact more numerous than usual, and the result was a lot of mad farmers and sorry merchants.

The proprietorship of the British Columbia Commerce and Maritime Register, published at Vancouver, has changed hands. Messrs. J. A. Fulton & Co. have bought out

Messrs. Pearne & Main, and in the first number of the second volume they make a hopeful beginning.

Mr. James Lang, of the Lang Manufacturing Company, Montreal was walking in their factory the other evening when he fell across a joist. He was badly hurt and the General Hospital ambulance took him to his home at 667 Lagauchetiere-street. It was found that his injuries were principally internal.

G. Hector Clemes, representing the J. B. McLean Co., Limited, is in town, on business for his firm. The company have made a specialty of trade journals in the East, and publish in Toronto BOOKS AND NOTIONS, HARDWARE, THE DRY GOODS REVIEW, and the CANADIAN GROCER, all reliable authorities.—B. C. Commercial Journal.

The Montreal C.P.R. car works have just turned out a dozen huge locomotives, two of which are stationed in London. They were designed by Mechanical Superintendent Preston, father of Locomotive Foreman, R. Preston, London, and are giants in size and said to be unequalled in efficiency. They have cylinders 18x24 inches, and are built on the ten-wheel plan.

John Goldie, senior of the great and world renowned iron manufacturing firm of Goldie & McCulloch, Galt, Ont., accompanied by his son and daughter are in the city, and guests at the hotel Vancouver. Mr. Goldie like his partner is a plain, honest, upright, unpretentious gentleman, and few looking at him would believe that he is the excellent mechanic that he is, and for whose firm frequently as many as 600 skilled mechanics work on goods in their line which find a market in all parts of the globe.—Vancouver World.

Mr. J. P. Ryley, late of the firm of Ingle & Ryley, Lindsay, Ont., has purchased the hardware business of Mr. R. D. Thexton, whose other interests are growing to such an

extent as to demand his undivided attention.

Mr. Ryley is an old hardware man, so to speak, and through his wide acquaintance in the district, and sterling business qualities, is sure to obtain a liberal share of trade. He opened up Thursday with a large stock of new goods.

Messrs. S. A. Cawley & Co., hardware and implement dealers, of Chilliwack, B.C., have just completed one of the largest and most convenient blocks in town. The building covers a space 30x75 feet and is two stories high. The front part of the building will be occupied as a hardware store, while the rear on first floor will be used for storing heavy machinery. Farm implements of a lighter class, such as plows, harrows, buggies, horse hoes, etc., will be stored in the second flat. The hardware store will be ready for occupancy in a few days, when the firm expect to move in.

Activity in the nickel industry has of late been steadily increasing and solid progress is being made. The results of the experiments by the United States government with nickel have been received with great interest and satisfaction. It is stated that similar experiments are being quietly made by the British government, and that in consequence of the results, which are not yet publicly known, a number of British capitalists, usually well posted are speculating heavily in nickel lands. A strong company has been formed in Chicago to operate a property some miles west of Sudbury and another company of leading Canadian investors is being formed to develop the nickel deposits of the townships of Craig and Moncrief. The new machinery of the Canada copper company is now in operation, and the large shipments of nickel matter have inspired great confidence in the future of the district, which is now beyond doubt. Work on properties in the townships of Trill, Fairbank, and Creighton has established the occurrence there of large bodies of ore awaiting development.



SEND

For our Fifth Edition

HOW TO SELECT,
LAY and PAINT**A TIN ROOF**

SENT FREE OF COST.

MERCHANT & CO.,PHILADELPHIA.
NEW YORK.CHICAGO.
KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.**TORONTO, ONT.****Do You Sell Paint ?**

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

88 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,**MONTREAL.**

MANUFACTURERS

WROUGHT IRON PIPE

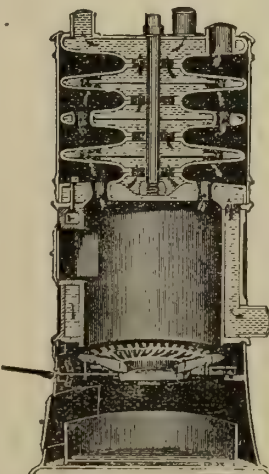
FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.**BEST PIPE IN THE MARKET.**WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



-THE-

"Acme"HOT WATER BOILER
STANDS AT THE HEAD.**MILLER BROS. & TOMS**
MONTREAL.TORONTO OFFICE---74 YORK ST.
H. D. SIMMONS,
AGENT.**STEEL WIRE CHAIN.**

BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making six sizes, viz., 0000, 000, 00, 0, 1 and 2. Send for samples and prices

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

MODEL STORES.

SCHILLER HOUSE-FURNISHING COMPANY.

The Schiller House-Furnishing Company, 563 North Clark street, Chicago, have a hardware store which is an admirable illustration of effectiveness in economizing space. The storeroom is situated in a building 17 feet 6 inches wide in the clear, but a hall and stairway narrow the front to only 14 feet. The extreme depth of the building is 70 feet from the front of the show window. The ceiling is but 13 feet high. Within this space a stock of goods valued at \$5,000 is carried, but is so arranged that it does not seem to be crowded. Ready access can be had to all parts of the store. Special attention is

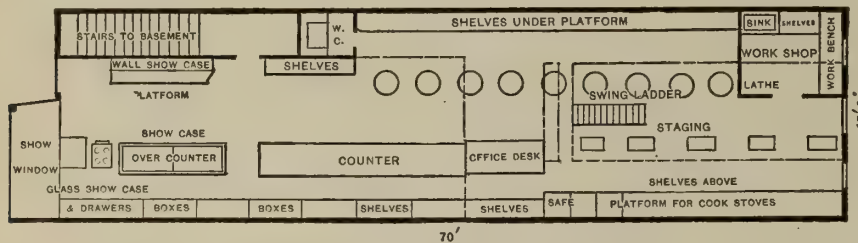


Fig. 662.—Ground Plan of Schiller House-Furnishing Co.'s Store.

paid by the firm to the house-furnishing trade, but at the same time a full line of mechanics' tools and builders' hardware is kept in stock. The arrangement of the store will be better understood by reference to the ground plan, as given in Fig. 662. The dotted lines on this plan show the location of a gallery or staging in the rear of the store.

It will be observed that a gallery crosses the store almost midway. The part in front of the balcony is occupied by counters, show

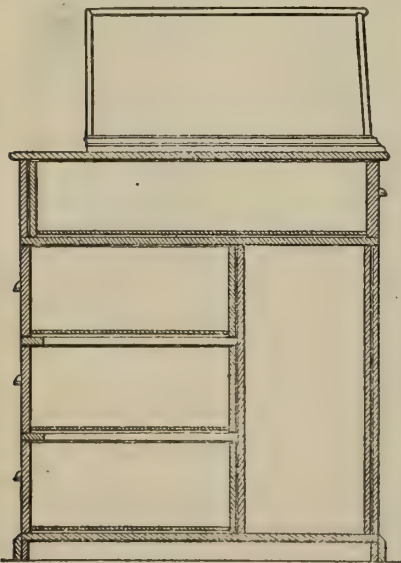


Fig. 663.—Cross Section of Counter Under Show Case.

cases and racks for the display of goods. The back part of the store is used for stoves, tinware and other goods occupying considerable space and not usually kept under glass or in boxes. The gallery, as will be

seen, extends along two sides of the store and across the center. The joists of the gallery are 6½ feet from the floor, and being 6 inches deep leave 6 feet above to the ceiling. It is supported partly by the walls of the building and partly by hangers of original design, thus described: Heavy screw hooks have been screwed into the ceiling joists, and a piece of ½-inch gas pipe attached thereto by chandelier hooks screwed on the end of the pipe. The pipe passes through the platform of the gallery and has a gas-fitter's floor flange screwed on the bottom, so that it can be tightened if it should be necessary. The gallery thus built is perfectly rigid and seems to be thoroughly secure. Access to the gallery is secured by a step-ladder, as shown in the ground plan, Fig. 662. The top of the ladder is hinged to the platform

stoves. The next show case is a long one, used for cutlery and silverware, having the space under it utilized by drawers for egg

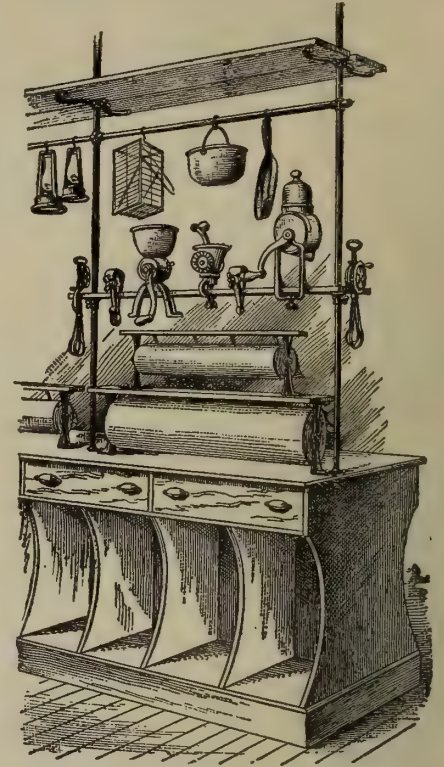


Fig. 666.—End of Counter Nearest the Door.

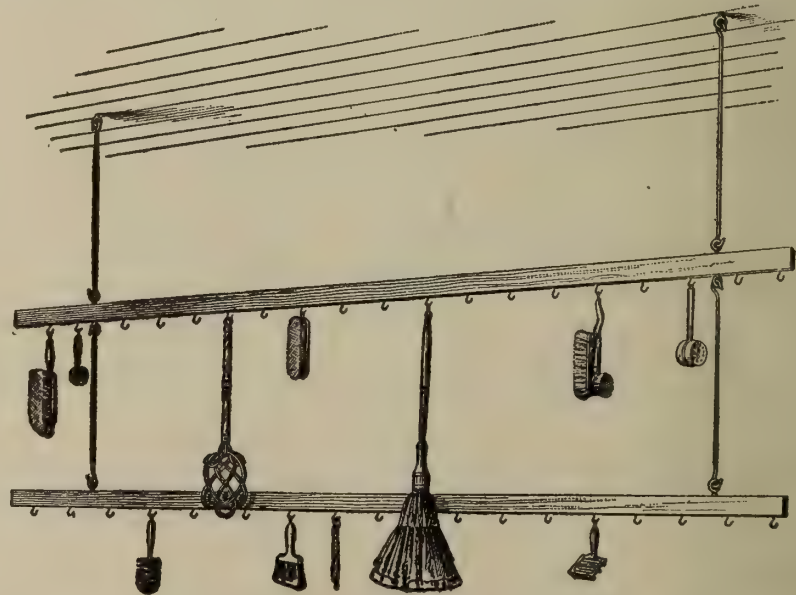


Fig. 664.—Suspended Rack for Dusters, Etc.

acts as a counter-balance to keep the ladder suspended out of the way when not in use.

Passing to a description of the arrangement of the front of the store, it may be mentioned first, that the window is attractively dressed. The articles in it are the prettiest and most showy in the stock. A square, high glass case contains a great variety of dog collars and dog whips. The top of this case is used for displaying granite ware coffee and tea pots. Grouped on the floor under this case and around it are gas

beaters, pot cleaners, and other small kitchen utensils, while below the top drawers in front are cases with sliding glass doors, through which are seen coffee and tea pots, sad irons, cake dishes, etc. Over drawers are arranged in the rear. A cross section of case is shown in Fig. 663. Suspended from the ceiling over this show case is a rack holding feather dusters, brushes, whisks and similar goods. It consists of cross pieces of light wood, hung from screw-eyes in the ceiling by wire hooks. Small screw hooks

are fastened in the cross pieces, the whole arrangement being shown in Fig. 664.

Next comes a counter with drawers at the top and nail bins below. The top is partly occupied by wrapping paper racks, leaving sufficient room for arranging parcels and

meat choppers, apple parers, egg beaters, etc.

At the further end of this counter there are two gas-pipe uprights placed $18\frac{1}{4}$ inches apart. These uprights are formed of sections of gas pipe 1 foot long, which are

Back of the show cases and counters the goods are arranged in upright glass cases and shelving along the wall. Fig. 671 shows the arrangement nearest the show window of the store. Drawers and bins are built below, extending 18 inches out from the wall and 2 feet 9 inches high. Above them is a ledge of $6\frac{1}{2}$ inches wide, the shelving above being about 12 inches deep. The glass case shown contains saws, levels, squares, chisels and other tools, and wicker knife trays and baskets are on the upper shelves. Boxes coming next are made of $\frac{1}{4}$ inch stuff, nailed with wire nails, and fit the spaces perfectly between the shelves. Each is fitted with a white

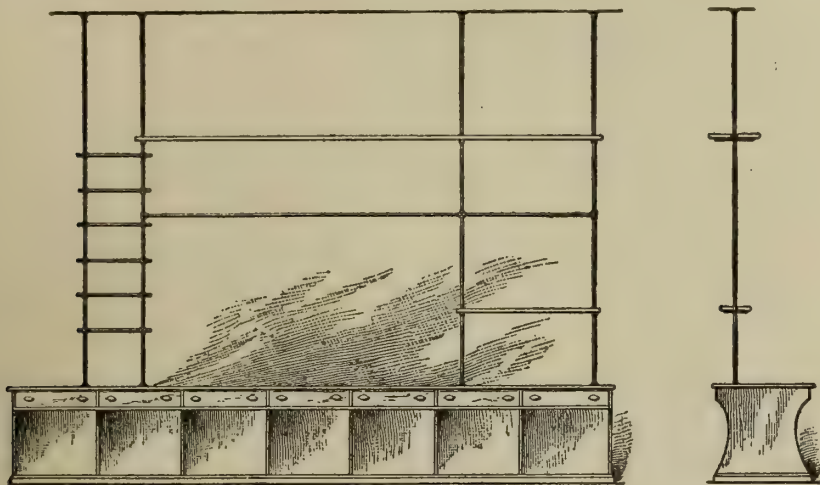


Fig. 665.—Front and End View of Counter With Gas-Pipe Rack.

tying up goods. The space above this counter is utilized for an ingeniously arranged rack and shelving. The frame-work of this rack is of half-inch gas pipe. Up-

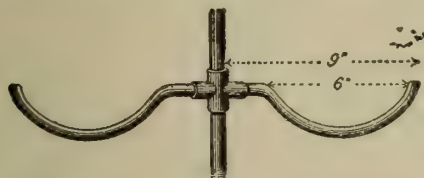


Fig. 667.—Arms of Curved Gas Pipe.

right pieces are secured at the ceiling and on the counter by gasfitters' floor flanges. An outline of the whole arrangement is given in Fig. 665.

The arrangement at the end of the counter nearest the door is shown in Fig. 666. Rolls of wrapping paper are seen, while above

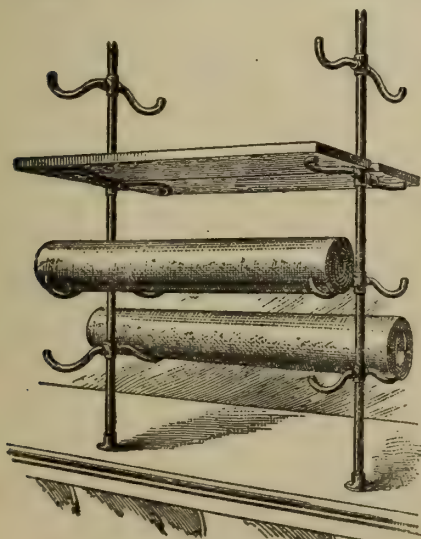


Fig. 668.—Gas-Pipe Uprights.

them on a cross bar attached to the gas-pipe supports are such goods as are fastened by thumb-screws, being cherry stoners, vises,

screwed into double T joints, so that arms of curved gas pipe can be attached as shown in Fig. 667.

These curved arms are used for holding rolls of wire cloth in the summer, Fig. 668, and in other seasons they are screwed around so as to lie flat and then form supports for shelves, which are made of inch



Fig. 660.—Gas Uprights, as used in Winter.

boards 3 feet long by 11 inches wide, having slots sawed in the ends, so that they can be slipped into the space between the uprights. As utilized in the winter, these shelves appear as shown in Fig. 669.

A long shelf above, which extends the full length of the counter and is supported by the gas-pipe uprights, is used for sugar boxes and other articles of tinware, while bird cages are suspended from hooks on its under side. A cross section of the counter under consideration is shown in Fig. 670.

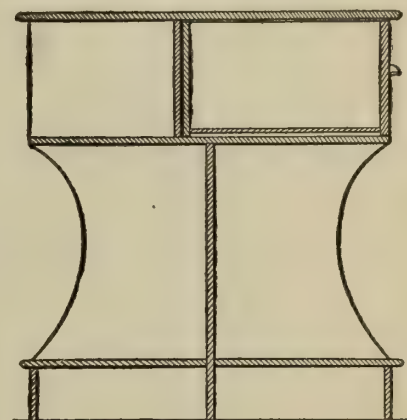


Fig. 670.—Cross Section of the Counter.

knob as a pull and a sample of the contents is tacked on the outside. The fronts of these boxes are painted green. They contain all kinds of small wares, such as hinges, hooks, harness rings, padlocks, door latches, staples, etc. The space below the ledge is used for storing sad irons, hammers, sand paper, cordage, rolling pins, etc.

Following three sections of boxes come open shelves for holding papered goods, such as tacks, thumb latches, key blanks, screws, etc. Below part of these open shelves is a bolt rack with 28 compartments,



Fig. 672.—Portion of the Gallery.

each about 7 x 8 inches and 18 inches deep. This completes one side of the store from the front to the gallery.

On the other side of the store the wall space immediately back of the door is used for hanging dust pans, coal shovels and

other articles comparatively flat. Next comes a system of shelving built to suit the space. The surface is broken by a door leading to the basement. On the left of the door a case with glass doors is supported on brackets placed about 4 feet from the floor. The case contains fancy goods, such as brass tea kettles, nicked coffee and tea pots, &c. Drawers for table cutlery are attached to the bottom of this case. The space below is utilized for displaying gas stoves, clothes wringers, fire sets, &c.

On the right side of the basement door the shelves are open and extend to the floor. They are used for granite and other enameled ware. The shelves near the ceiling are used for large tinware articles, such as sprinkling pots, oil cans, galvanized

buck saws and other articles which can be thus displayed. The firm exclusively handle Garland Stoves and Ranges and Clark's Jewel Gas Stoves.

DO YOUR CLERKS TATTLE?

Not only should merchants be careful to keep their business affairs to themselves but they should strictly charge their employees to speak to no one, not connected with the establishment, about the business plans of the firm, or the condition of the trade of the house, if not satisfactory. A great amount of harm can be innocently done to the trade of an establishment by talkative clerks. Competitors are naturally anxious to get

SIMPLIFIED CUSTOMS ROUTINE.

The receipt by importers of sample parcels through express has for a long time been a source of trouble and complaint owing to the fact that before they could get these parcels it was necessary for them to go through all the formalities that are required to get valuable parcels out of the custom house. Collector Kilvert, of Hamilton, has been in communication with the department on the subject, and the result has been that a new regulation will be put into force as an experiment, and if it works well it will remain permanent.

Hereafter, importers receiving by express sample parcels of little value can get them simply by going to the customs warehouse and signing their names in a book kept there for the purpose of showing that they have received the parcels consigned to them. This simple formula will be observed when the sample parcels do not exceed \$10 in value; all which are valued above that figure will be subject to the ordinary customs regulation.

Of course this new regulation does not affect the express company's regulations. Before a parcel is delivered by the customs authorities it will be necessary to get an order for it from the express company.

AN EASY METHOD OF BECOMING RICH.

Andrew Jackson's Tennessee friend who, according to "Old Hickory's" statement to James Buchanan, "made a large fortune by minding his own business," offers an example of a method of successful accumulation which deserves more general imitation. It is not to be supposed, of course, that the Tennessee capitalist who was so indifferent to other folk's affairs had no other talents; he was, we dare say, a sharp, shrewd man of business. This business, we are justified in believing, grew to such an extent as to become the marvel of the neighborhood and even attracted the attention of the President of the United States. Few men of business who make it their policy to push their own trade and let their neighbor's affairs alone can expect their virtues to become a matter of historical record, as have those of the reticent Tennessean, but that they will thereby in a majority of cases; at least, attain prosperity, there can be little question. The chief object, no doubt, the merchant has in view who devotes much of his time to prying into the affairs of his competitors in trade, is to secure points to be used to the supposed disadvantage of the latter with customers and friends. We have known of such whose satisfaction in finding out a bit of scandal to be used in this manner was greater than that felt in selling a good bill of goods. Such men make the mistake of supposing that throwing mud at a rival builds up their own business at his expense, when in fact, the result is always just the reverse. The social reformer who is widely traduced soon becomes famous and finds abuse the best aid to success. So the business man whose rivals make him the object of special attention and unfavorable comment may safely regard this not only as a confession of their failure, but as a tribute to the abilities of their more successful competitor. — S. F. Country Merchant.



Fig. 671.—Glass Cases and Shelving.

buckets, &c. Coal hods are suspended from hooks fastened to the ceiling.

Next follows shelving for saucepans, spiders, pudding dishes, &c. Shelving for tinware in general runs along on this side under the gallery. A line of heating stoves stands in front, but enough room is left between to permit easy access to everything.

Across the store, also under the gallery, in the rear, are other shelves devoted to tinware, with a line of cook stoves in front of them.

The gallery is used for storing bread and flour boxes, portable bathtubs, stove boards in racks, clothes horses, etc. The gallery also permits access to upper shelves holding tinware and rack for stove pipe, spades and shovels, etc. A portion of the gallery is shown in Fig. 672.

Every possible inch of space thus seems to be utilized. Even the sides of the inclosure forming the office are hung with

something of an insight into each other's business affairs, and there is no easier way to obtain such knowledge than from an over communicative employee. Parties under different employers can drop very valuable information in the course of a conversation which, when repeated to the several proprietors may be made use of in such a way as to play havoc with business plans. It is liable to prove far more injurious for employees to mention, even in a casual way, defects in the business, than for competitors to circulate any amount of unfavorable reports, as in the latter case very great allowances are usually made, which, of course, can not be expected in the former. Merchants who are most wise make sure that their business affairs and plans are not generally known.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enamelled Patented Tins. 3 doz. In case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£94 10s. od.	£90 17s. 6d.
Future—	91 10s. od.	91 10s. od.
Copper, B.E.S.—	57 to 60.	57 10s. od.
Lead, S.E.	12 7s. 6d.	12 10s. od.
Spelter,	23 15s. od.	23 15s. od.
Antimony,	44 00s. od.	48 00s. od.
Tin Plates—Cokes	13s. 3d. to 15s.	13s. 6d.
Pig Iron—Scotch	47s. od.	47s. od.
Warrants.	47s. od.	47s. od.
No. 3 Middlesboro,	40s. 1½d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL, Aug 28, 1891.

The market for heavy materials of all kinds has been quieter than it has been at any time during the season. In fact most of the principals took advantage of the quiet spell to be out of town, and there was quite a squad of the iron men and other lines, paid the various seaside resorts a visit recently. There is not the slightest change in any particular.

PIG IRON.

There was no change in pig since our last, and the market continues as dull as ever. Cable advices quote makers prices 6d. to 1s. lower than they were a week ago, but values here are the same. Business has been very small, and the only sales we have noted has been some lots of Summerlee at \$21 to 21.50, and Carnbroe at \$19.50 for a small lot, but this would be shaded on for a large quantity, and other descriptions furnish no features, and prices are the same.

BAR AND SCRAP.

Bar iron continues identically the same, with a small jobbing business at \$2 or thereabouts. Scrap shows no change but the feeling is steady, and the supply is not large. In fact it is not unlikely that scrap at a reasonable figure is a good purchase now.

TIN PLATES.

This article shows a somewhat steadier tendency, and prices are maintained. The supply here does not show any increase of a material kind. Cokes sell at \$3.60 to \$3.75, and charcoal \$4.25 to \$4.50.

TERNE PLATES

Since the recent developments there has been no change in connection with this line. From all accounts a considerable quantity was booked on Western account at the lower figure. We quote \$8 to \$8.25.

CANADA PLATES

The demand for Canada plates is not brisk, and the feeling continues easy. The working idea, in a small way is \$2.75, but it is certain that this would be shaded on for a round lot.

COPPER AND LEAD.

There is no change in Lead, which rules at \$3.50 to \$3.75. Copper is the same as before \$5.50 to \$6.

NAILS.

The nail market rules as before, and business is small. We quote the old idea \$2.15 to \$2.20, as a nominal basis.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy	3.35
8 dy to 60 dy	3.60
7 dy to 60 dy	3.90
6 dy to 60 dy	4.20
5 dy to 60 dy	4.20
4 dy to 60 dy	4.50
3 dy to 60 dy	5.40
3 dy fine,	6.50

GENERAL HARDWARE.

The movement in this connection is only of a small sorting up character. A good active movement is anticipated in fall, however, if the conditions turn out as anticipated.

BARB WIRE.

Business is of an ordinary sort in this article, the old bases being maintained at 4¼c.

CHEMICALS

There is no change in chemicals, business ruling small at the moment. The fall movement is expected in the course of a week, but no change in prices is likely in the way of better trade. The demand now controls the market, a leading importing firm bring their agents here and the price they stipulate stands in every instance.

OILS.

The oil market is the same. Cod is a scarce article and 47c. is the idea now for any business there is doing. Seal remains at 47½c. and linseed is unchanged.

LEADS.

There is no alteration in leads. We quote choice 6 to 6½c., No. 1 \$5.50, No. 2 \$5, No. 3 \$4.50, dry white 6c., red ditto 4½c.

GLASS.

The glass market is precisely the same and what small business there is doing is on the old basis, \$1.40 to \$1.50.

BINDER TWINE.

Demand has been good for the article, but the trust price is not changed, and we quote the old range 9 to 14c. according to brand.

NAVAL STORES.

There is a fair business doing in naval stores, and the prospects are much better than they were. Owing to competition in the States the price of manilla rope is ¼ lower, and turpentine is steady under a fair demand. We quote:—Turpentine, 57 to 58c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep-sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

PETROLEUM.

The demand increases with the advance of the season but there is nothing special to mention yet. Canadian, 12¼c. to 12½c. at Petrolea, 14c. to 14½c. in car lots at Montreal and 15c. for single casks. American, 20¾c. in car lots and 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots and 22c. for single brl. 2 per cent. off for cash; American benzine, 23c. to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Aug 28, 1891.

Trade moves steadily at its August pace in both metals and general hardware. Heavy metals have had a week similar to that described in last report. A seasonable demand keeps up for spelter, copper and tin. Hardware is going through the season when the demand may be termed nonedescript, being not decidedly of one season or another, but being varied and wanting in strength. Prices have remained pretty steady. The Exhibition is expected to open the sluices of the demand and set money flowing again.

IRON AND STEEL—There are few symptoms of recovering animation in the metal market, which has to wait usually on a realized harvest for a fresh start. The stove-makers will not buy pig iron freely until after the fall fairs, and the same is true of the foundry demand, which depends upon the agricultural implement manufacturers, whose agents usually report after the fairs as to the outlook for another season's trade. The demand that keeps the foundries going these days is a light one and suffices only to keep a reduced number of operatives at work. There have been a few small sales of pig iron, and an inquiry was reported to-day for a 200-ton lot, but as there is

MARKETS—Continued.

nothing exciting in the situation business may be expected to wait on actual requirements, speculative buying having little motive in the present circumstances of the market. Prices continue as quoted.

BRITISH—

No. 1 Calder \$23. No. 1 Middlesboro \$20.75
No. 3 Calder \$22. No. 3 Middlesboro \$19.75
No. 1 Sum'ree \$22.75 Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21.50,
Gloss \$22-\$23
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

An advance in United States freights is looked for early in September. This will probably accelerate business in importations before that date.

Bar iron is receiving some attention, and will probably be a very active line before the season is far on. Ordinary quotes at \$2.05, and refined at \$2.10. The machine shops are not busy yet, hence the manufactured iron and steel trade is unchanged.

COPPER—Some large lots for building purposes have been sold this week. Business is brisk and prices are steady at quotations given a week ago, namely, 14½ to 15c. for ingots and 18 to 20c. for sheets. All orders are now placed.

TIN—Is quite active. The demand is always more or less lively throughout the year, but it is better now than it is usually found in late August. Prices are 23 to 24c. for lamb and flag 56lb ingots, 23 to 23½ for Straits 100lb ingots, and 24½ to 25 for strips.

LEAD—Has not emerged from the dull condition in which it has lain for some time. Pig in round lots is easy at 3¾c. and 4c. for ordinary trade lots. Bars are 4¾ to 5c.

ZINC AND SELLTER—Are in large request, the number of transactions involving round lots being greater than for some time. Prices remain as quoted a week ago. Zinc is 6½ to 6¾c. for sheets, and 6 to 6¼c. for blocks. Zinc and spelter is quiet at 5¾c. for domestic and 6c. for imported.

ANTIMONY—Is neither more nor less active than ever. It is almost lifeless at 14½ to 15c. for Cookson's, and 13½ to 14c. for other grades.

TIN PLATES—Deliveries for September and October are coming in now, which means cheaper plates on the market. Consequently the general level of prices is considerably lower. There is not now so

general an opinion that prices will sink much farther, as many of the Welsh works are closed. This concentrates business and reduces the output. I C coke is \$4 to \$4.25, IC charcoal \$4.50 to \$4.75, I X charcoal \$5.50 to \$5.75, I X X charcoal \$6.50 to \$6.75, D C charcoal \$4.50.

TERNE PLATES—The duty prevents that drop in prices which was looked for. Quotations are steady at \$8.25 to \$8.50. There is no very marked activity in the trade.

CANADA PLATES—Are now at the beginning of their season and are the object of a quite smart demand. The delivery is backward. For immediate business the price is \$2.90 to \$3.10, and for future \$2.85 to \$3.

GALVANIZED SHEET IRON—Is receiving its usual fair amount of attention, being a line that seldom declines from moderate activity. Prices are slightly easier. They are: for 16 to 24 gauge 4¾ to 5¼c., for 26 gauge 5 to 5¾c. and for 28 gauge 5¾ to 5¾c.

BUILDERS' HARDWARE—is coming into its season very promisingly. The demand for hinges, nails, etc., is opening up very well. A good fall is believed to be ahead of the trade.

CUT NAILS—Continue to quote at \$2.20 net in car-lots from Montreal and \$2.30 at four months, shipment from stock.

HORSE NAILS—Are firmer at 60 to 60 and 5 per cent. from list.

CORDAGE—Has dropped to a lower quotation. The basis is now 12¼ to 12½c. for manilla, 8¼ to 8½c. for sisal, and 8¼ to 8½c. for New Zealand.

WIRE—Quotes still at 12½ per cent. from list with 10c. additional to net price for freight.

PAINTS, OILS AND COLORS.

Business is rather better than it was, though there is still room as well as time for considerable improvement. The season is not yet sufficiently advanced for any marked improvement. Linseed oil is unchanged, though probably the lowest point in last week's prices, which was 59 to 60c. for raw and 62 to 63c. for boiled, might not be practicable now. Turpentine is steady at 55 to 56c., and castor oil is 8¾ to 9c. White lead is steady at 5½c. All other lines are on last week's basis.

GLASS.

Stocks continue to dwindle, and staples of many sizes are out. The demand is good, as building is re-commencing. Advices from the Belgian market report the discount to be very much less than that of a year ago, which means higher prices for fall shipments.

OLD MATERIAL.

There is a pause in the movement towards improvement in this market which was noted last week. Things are as dull as ever again. The supply is large and the demand from the foundries almost at a standstill. Prices are as follows:—No. 1 heavy scrap, 65 to 67½c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

Local business is improving. Prices, however are stationary.

The Petrolia Advertiser reports: Petrolia Crude \$1.34½ per bbl., Oil Springs crude \$1.34½ per bbl. This being the duller season of the year for the refined trade, an excellent opportunity is now offered to the refining interest of absorbing surplus stocks of crude. This opportunity, though, does not seem to be readily taken advantage of, by the majority of the refiners, as, with but two exceptions their stocks of the raw material are pretty well kept up by the individual stockholders in the various interests, being large producers. They claim that the price of crude is too high as compared with that they get for refined, to warrant any speculative market. There is one thing certain that the producers are playing right into the manufacturer's hands by the continual run of the drill. There are actually being finished over one hundred new wells per month throughout this oil region. As quite a large refining capacity has been added to the several refineries since last fall's trade, it is obvious that a control of the crude stock, will give to the interest holding such control, a large command of the trade—a leverage by the way the refiners have nearly always managed to obtain, and can easily be done by the producers drilling for an increased production, causing the crude market to be uncertain and speculative. The conjectural question, which must as the fall approaches, be what is probably the actual supply of crude in Petrolia? It will be to the interest of the producer to endeavor to create the impression that there is not enough "to go around," but it is equally to the advantage of those who need stocks and have not got them that there should be a suspicion of existence of hoarded stores, which may be opportunely thrown upon the market when

CHEAP STOVES.

We were never in better position to supply, and customers may rely on getting every advantage of the market.

7 NEW LINES OF STOVES THIS SEASON.

Something new in nestable pipes, 25 in crate. Cheapest yet quoted. It will pay you to find what we have to offer before giving any orders.

We can supply repairs for the Crown Jewel Base Burner.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.



MARKETS—Continued.

the proper time comes, to demoralize the market. All such conjecture may be set down as purely speculative. The price of crude oil on to-day's exchange was firm at \$1.34½. Refined is quoted at 12½ to 13c. in barrels, and 9½c. in tank cars, f.o.b. here, less two per cent off for cash.

HIDES, ETC.

HIDES—Are steady at 5 to 5½c. for No. 1 green, and 6½c. for cured.

WOOL—Does not improve at 18 to 19c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B. ves's Oswego.	F.O.B. ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.25	\$4.70	\$4.40
" Net.....	3.79	4.19	3.92
Egg Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Stove Gross.....	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01
Chestnut Gross...	4.35	4.80	4.50
" Net.....	3.88	4.28	4.01

AMERICAN METAL MARKET.

NEW YORK, Aug. 27, 1891.

Local mill and furnace agents furnish no points that are suggestive of any radical change in the condition of the iron and steel trades. Advices from other centres indicate that the quiet condition of affairs here merely reflects the general experience in nearly all branches of the industry. Exceptional instances of fair orders for some class of productions being placed come to notice, but these are so few that they attract little more than passing attention, and afford no relief from the monotonous quietude that has prevailed for several months. Here and there the trying inaction has the effect of softening values somewhat, but, taken as a whole, the market stands up well against the force of adverse conditions and the absence of any serious break would indicate that producers have not lost all faith in a turn for the better during the fall season.

In foundry pig iron the only movement out of the ordinary routine has been a transaction involving about 500 tons No. 2, a Northern brand, at about \$15.25 per ton. The block was a second-hand lot and sold on strictly net cash terms. Beyond this merely the routine trade has taken place, nearly all of which was at practically the same prices that have ruled since the beginning of the month. Northern brands sell chiefly at prices within the range of \$17 to \$18 for No. 1 and \$16 to \$16.50 for No. 2. The extremes on Southern brands are \$16.25

to \$17.25 for No. 1, \$15.50 to \$16 for No. 2 and \$14.75 to \$15.25 for No. 3. Grey forge is weak at prices equivalent to \$14 to \$14.50 here. The dullness in several branches of the steel trade so limits the outlet for Bessemer pig that prices are rather weak at \$15.50 to \$16 at furnace, and those for other steel-making material wholly nominal. Spiegel-eisen is valued at about \$27.50 to \$28.50 for 20 per cent. and ferro manganese 80 per cent. at \$63.50 to \$64.50. Old material is very slow and quoted nominal at about \$20.50 to \$21 for iron tee rails, \$17 for steel rails and \$20 to 20.50 for No. 1 wrought scrap iron, all f.o.b. cars at shipping point.

The marking up of spot prices in London, carrying the same to 12s 6d over futures, has operated to check the downward tendency of values in the local market. This manipulation, in turn, appears to have dwarfed speculative movement in the metal, although facilitating sales to the out-of-town trade in some degree. The speculative dealings since Friday aggregate less than 100 tons, nearly all of which were August and September delivery at 20.05c., and October at 20.10c. Cash prices for 10-ton lots at the close were 20.00 to 20.05c., and for jobbing quantities over 20½ to 20¼c was exceptional. London cables were £91 17s 6d for spot and £91 5s for futures.

COPPER—On the Metal Exchange sales were recorded of 50,000 lbs. Lake Superior ingot copper at 12.20c. spot, and 50,000 lbs. for September delivery at the same price. Outside dealings have been on a moderate scale and the demand is spiritless, but sellers make pretension of greater firmness and generally name 12¼c. as being a close price. Casting brands are quoted at 11¼ to 11½c., but sell in a limited way only. The London markets has remained very steady. Latest quotations by cable for merchant bars were £52 10s. for spot and £53 future.

LEAD—Of pig lead additional 500 tons have been taken by consumers at 4.45 to 4.47½c., and the extent of the business done during the past week or ten days gives the market a decidedly firm tone. At present 4½c. is evidently a close price, and smelters offer sparingly.

SPELTER—No further change has taken place in the spelter market. Good Western brands are quoted at 4.95 to 5 with some urgency in the offering from certain quarters, but consumers purchase indifferently.

TIN PLATE—Tin plate prices are firm nearly all along the line under the influence of the better business noted last week, and at present the offering is reserved. Demand is running very fair.

SELECTING AND TESTING EMERY WHEELS.

Every maker of emery wheels—and their name is legion—claims to have the best in the market; and as every consumer of this class of goods is naturally desirous of buying the best, it becomes a problem somewhat difficult of solution, if his only information as to comparative merit is to be derived from the statements of the competing parties. What user of emery wheels is not familiar with the emery-wheels salesman! And what guide is there to enable him to make an intelligent selection? He is using a certain make of wheel, and, so far as he can judge, finds it satisfactory. A salesman calls and shows his samples, claiming superiority to all other makes on certain alleged improvements in material or process of manufacture. If he cannot secure an order outright he offers to put in a wheel on trial, and generally in competition with any other make or makes which may be in use in the establishment. And, as the only way to decide the question is apparently the one offered, the salesman usually secures his trial order.

But as there are many qualities in a wheel which must be considered in the selection of a particular make in such an expensive class of goods, this test becomes a matter of considerable time and careful watching, in order to obtain facts and avoid being misled by seemingly good or bad results, which may be, in reality, entirely fallacious. It is absolutely essential to use the different wheels under exactly the same conditions if accurate information is desired, and this, in the ordinary method of testing, by using the wheels independently on everyday work, is an impossibility. Many an excellent wheel has been discarded in favor of one greatly its inferior by reason of this difficulty, and the user goes on his way rejoicing in the belief that he has made a judicious selection, frequently never finding out to the contrary.

In consideration of the importance of the subject, a few suggestions as to the essential qualities of a good wheel and the method of



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

testing and selecting a suitable make may not come amiss to those who have not the necessary information to guide them.

In order to suit the different classes of work, wheels are made of many different grades, as regards kind and quality of the abrasive material, bond, structural condition, etc. Each maker has his own arbitrary system of classification and designation, which conveys no information to the purchaser which would enable him to judge of their quality or adaptability. Some manufacturers make great claims to superiority from the alleged use of pure corundum instead of emery as the material for their wheels. And many consumers, misled by these statements, are firm believers in the superiority of the former. It is a self-evident fact that the essential quality is always adaptability to the requirements of the case. As corundum is one of the forms of sapphire, and next in scale of hardness to the diamond, it is argued that it must be the better material, but that does not follow, necessarily, any more than it would in a steel cutting tool. A chipping chisel made full hardness would hardly prove serviceable for the purpose, for a lathe hand tool it must be made as hard as possible.

For some kinds of grinding corundum is unquestionably the better material, while for others the preference should be given to emery. And it is frequently found that a judicious mixture of the two will give the best results. The grade of material—i. e., its physical condition of comparative coarseness, designated by numbers, which are recognized commercially as a standard—must be that best suited to the character of the work. In its structural condition the whole should be as porous and open, proportionately to the grade of the material, as will enable it to retain the necessary cohesion, but if carried to excess this feature not only renders the wheel friable and therefore wasteful, but increases the liability to fracture from centrifugal force. The nature of the material forming the bond is one of the most important considerations to the manufacturer and user of wheels, and to the latter, probably, the one feature to guide him in making his selection of such as are worth his while to test. There are many radically different substances used, such as India rubber, shellac, silicate of soda, and even adhesives which are really soluble in cold water. There is another class of wheels in which the bond is made by incorporating with the plastic mass a certain percentage of ground silicate which possesses the requisite degree of toughness. After drying, the whole is exposed to a sufficiently high temperature in the furnace to effect the thorough fusion and absorption of the silicate, thus securing a strong bond and open structure, and the power of resisting all ordinary solvents. Also, the bond itself has an abrasive action on the work, and unlike some of those previously named, is not liable to gum or glaze from the heating of the work by the friction of grinding. The wheel is termed "vitrified," and is made by many of the leading manufacturers.

Many attempts have been made to guard against the dangerous liability of wheels to bursting from the centrifugal force due to the high periphery speed essential to the

attainment of the best results. Various mechanical contrivances have been tried, and some are still in use, for this purpose; but it is safe to assert that the best security lies in the character of the bond giving sufficient tenacity to the mass of the wheel to enable it to safely resist the strains due to its speed and the rough usage it may receive at the hands of careless workmen. As the proper speed is always plainly marked on the label of each wheel, it is but very rarely that an accident happens except from careless usage.

In ordering wheels for the purpose of comparative tests it is always best to leave the selection of grade and quality to the manufacturer, giving him as exact information as possible in regard to character of the work, whether brass, steel, wrought or cast iron, and whether hard or soft, also the size and weight of the piece and the maximum and minimum surfaces in contact with the wheel. Of course the quality of surface required must be stated. The experience of the manufacturer will enable him to judge pretty accurately as to which grade of his wheels will give most satisfactory results; but it may occasionally happen that he will prefer not to risk the result on the performance of one grade and may deliver two or more for the test.

As before mentioned, the usual method of testing wheels by subsection to ordinary everyday use is barren of results, so far as accurate comparisons are concerned. What is desired from such trials is to ascertain which make of wheel is the most efficient and economical. There may be many devices of an elaborate and expensive nature which would give accurate information, but these are so rarely available that some more simple method is needed. The following is suggested as being capable of the closest results, and at the same time inexpensive, and requiring no special skill in arranging and making the test. An average-sized wheel should be selected—say 18 inches diameter by $2\frac{1}{2}$ inches face. Any of the ordinary makes of grinding machines may be used. Weigh the wheel accurately, and after securing it on the mandrel or spindle, set the rest as closely to the wheel as will allow necessary clearance, the top or bearing surface being $\frac{3}{8}$ -inch below the center of wheel. Two $\frac{1}{4}$ -inch pins should be driven tightly into holes drilled in the rest on a line with each edge of the wheel face; or, if preferred as a matter of additional security, the holes may be tapped and cap screws used in place of the pins, being made to pass through a plate or clap of about $\frac{1}{2} \times 2$ inch iron, $3\frac{1}{2}$ inches long. The screws must be long enough to leave a space of 13-16 inch between the clap and face of rest. Back of the rest, about 12 inches distant, rig a pair of 2×4 inch wooden uprights, fastened firmly to cleats nailed to the floor, and having diagonal bracing front and back. The uprights should be 4 inches apart and held securely in that position by being nailed to a block placed between them about 1 inch below top of rest. A pair of wooden sheaves 4 inches diameter by $\frac{1}{2}$ -inch face, and grooved for $\frac{1}{4}$ -inch rope, should be placed to run on a 7-16-inch bolt passing through the uprights and carrying a piece of $\frac{1}{2}$ -inch gas pipe to serve as a friction roller. The top of this roller should be $\frac{1}{8}$ inch above face of rest. The sheaves should have a common $\frac{1}{2}$ -inch plate washer on each side, and have no more end play than is necessary to enable them to revolve freely. A piece of ordinary merchant bar iron $\frac{3}{4} \times 2\frac{1}{2}$ inches by 37 inches long is to be used for the test piece. Drill a $\frac{3}{8}$ inch

hole, edgewise, about $\frac{1}{2}$ inch from the end, and weigh the bar. Place the solid end under the clamp on the rest, and pass a piece of $\frac{1}{4}$ -inch cotton rope through hole in the outer end. Lead the ends of the rope over top of sheaves and fasten equal weights on each sufficient to give a little more than the ordinary hand pressure of the work against the face of the wheel. The weights should be placed high enough above the floor to allow of a fall of 25 inches.

The machine may then be started and time noted. Observe the action of the wheel closely to see that the amount of weight is correct, and that it is cutting at its best; also note the effect as to heating on the test piece. Allow the grinding to continue uninterruptedly until 24 inches of the bar have been removed, and note the time. Weigh the test piece and wheel and subtract from their original weights to ascertain the amount of each which has been consumed during the test. These quantities, together with the time of test, are what are required for the comparison.

The other wheels to be tried should be subjected to the same manipulations, using test pieces of same character and from the same bar, the only change being in varying the amount of weight to give pressure which will enable the wheel to work to best advantage. It is best to complete the record by noting these weights for comparison. After all the wheels have been tested it becomes simply a matter of comparing the cutting properties of the wheel from the weight of iron consumed and the time required for its accomplishment. The relative durability of the wheels is shown by comparing the weights consumed in proportion to weight of iron. Should the results be so close as to warrant any uncertainty in deciding, the operation can be repeated until the wheels have been worn down to half, or less, of their original weights, and if the results are still close, there will be very little choice between the wheels. It will be well to observe during the running whether the wheels show signs of glazing to any serious extent, as this is an important point. It will be seen that this method is capable of any modifications necessary to ascertain the adaptability of the wheels to particular kinds of work or material, although the results of above tests will indicate the relative efficiency and durability for any and all purposes.

One of the principal aims of the manufacturer is the attainment of close uniformity not only in all parts of the same wheel, but one wheel with another of the same grade. In all standard makes this may be regarded as sufficiently reliable to warrant the selection of the make showing the best results from the test. Of course the question of price is an important element in the selection, as a superiority of say 5 per cent. in durability, if at an additional cost of 5 per cent., shows no net gain, and, if there is a greater difference in price, the less durable wheel will be the cheaper. The care of wheels in use is a point well worthy of the attention of foremen, as the life of even the best makes depends to a great extent on the care which they receive. As soon as it shows the least sign of running out of true, the wheel should be turned off, using either a diamond tool or the ordinary wheel dresser. The least disturbance of accurate balance at the high rotative speed causes rapid increase of the trouble, and not only affects the wheel, but flats the journals of the mandrel. Iron age.

Goods conveniently located save time, money and temper in showing.

WHAT ARE GOOD PRICES ?

Says G. B. K., in N. Y. Hardware : The following letter has reached me, being forwarded through the offices of Hardware :

To "G. B. K." : We read "Jottings of a Retail Dealer" with pleasure and profit. We would like you to define approximately in per cent. these terms :

Good prices.

Fair Prices.

Close prices.

We presume it a subject of general interest especially to get the per cent.

Yours respectfully,

RETAIL HARDWARE DEALER.

The writer of this request is rather indefinite. What does he want to know? The rates of percentage, considered "good," "fair" or "close," at buying or at selling? If we consider them at buying it will stand to reason that terms vary with the quantities we buy, the place where we buy and the kind of goods. A lot of nails purchased at the mill at a certain figure might be thought to be high-priced at the ruling prices then and there, and very cheap according to prices in distant localities. It is therefore rather useless to try to define the meaning of the above terms in relation to buying, but we find a better field for a definite answer when we take their relation as applied to selling.

If a retail hardware dealer is able to make from 25 to 35 per cent. on his outlay then

we should say he gets good prices ; if he can only make 20 per cent. on the same, I should say he gets a fair price, but if in order to meet competition he must sell at a lower rate of profit than that, say at only 10 to 15 per cent., I would say that he sells at very close prices.

A retail dealer, on the average, must make 20 per cent. on his goods or he had better give it up. There are of course exceptions to the rule, but they must be exceptions, and in the minority, otherwise it looks "blue" for the dealer. There is most certainly no reason why a dealer should not take all the profit he can make out of an article, if the same is scarce or in such favor with his customers, that they willingly pay a good price for it. It would be foolish indeed, if a retail merchant whose customers are willingly paying him a certain price for an article whose consumption cannot be artificially stimulated (as is mostly the case with hardware) should curtail his profit merely to be acting within the compass of a business rule. On the other hand if the article is of such a nature as to demand a certain amount of work to be handled and retailed, then you should take a larger percentage of profit than when goods are of a nature that retailing them is merely an act of delivering them to the purchaser.

Perishable articles must bring a higher rate of profit than substantial ones, as the risk has to be covered. Small articles stand a proportionately larger percentage of profit

than lesser and more expensive articles. There are such things as doubling your money in selling, for instance, for 2 to what cost you 1 cent, thereby clearing 100 per cent., though you could not sell it at a larger rate of profit if you wanted to. If you, by certain lucky coincidences, were to buy an article under its regular market worth it would be unwise on your part not to reap the fruits of your business enterprise and instead of getting the benefit of the larger profit for yourself, if you would spoil the market by cutting the prices, when you by holding them up might clear this extra profit.

If you can sell an article, which you need not keep in stock, but which you merely have to order and deliver, with a profit of 20 per cent., you would be getting a good price, while a profit of 15 per cent. on the same would yet be a fair percentage of gain, but to sell it at 10 per cent. would mean to sell at close figures from the standpoint of a retail dealer. But circumstances alter cases, and the kind reader will therefore apply his own percentage of profits to be taken according to the merits of the particular cases.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Now is the time to purchase your supply of the following. Our stock is complete and prices right.

Lightning Ice Cream Freezers ; Dish Covers, Round and Oval, Blued and Tinned, Granite or Agate ; Enamelled and Brass Preserving Kettles ; Cherry Stoners, Apple and Peach Parers ; Fruit Presses ; Ice Picks and Tongs ; also good stock of "Never Break" Kettles ; Sauce and Fry Pans.

WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL

AMERICAN AND FOREIGN STOREKEEPING CONTRASTED.

American storekeepers who have not been abroad, have small conception of the advantages they enjoy in this country over those possessed by their confreres on the continent, if indeed it may be said that the foreign storekeeper enjoys any advantages or conveniences of trade at all.

To begin with the retailer in Europe has almost no social recognition by his fellow men, for while the wholesaler enjoys a certain degree of popular regard such as is usually shared by commoners, the small storekeeper, especially the dealer in interior towns and villages, is considered a very commonplace sort or a person indeed. To the English storekeeper this is more or less of a blow for he craves social recognition, which is there a sort of a standard of excellence, in theory at least. In attendance upon his customers behind the counter he is most obsequious in his manner, but with all his unbending and humility, he is only tolerated and upon his own premises, for the gentry accord him not even a nod of recognition beyond those confines, unless it be a patronizing glance or something of the sort in church or at some public meeting, when it is the "custom of the higher orders" to be more than ordinarily affable to the lower.

Of course no self respecting, public spirited American would tolerate such an attempt to remand him to the rear socially. In word and manner, he would make very robust assertion of his undoubted right to take his place among the best of the land. He would not demean himself to solicit or retain the trade of any patron who accorded him less than a reasonable degree of social recognition. On the contrary, he would speedily take means to inform the latter that they were placed upon a plane of strict equality, that the storekeeper asked no more and would be satisfied with no less. He would find it impossible to conceive of a man behind the counter humbling himself after the manner of an English shopman, but of the two he would be the more courteous and polite to those who understand and are capable of appreciating true courtesy and politeness.

As regards the conveniences of trade, an old storekeeper recently returned from a tour of the European continent, and a very observant one, says that dealers in this country are so far in advance of those in Europe that the latter can scarcely form an idea of the trade progress with which they are unacquainted. Our methods are new, theirs were discarded here more than a century ago. Whatever they have that is all new is borrowed or imitated from American methods and wares. But in many places on the continent, they appear to retain old methods as a matter of choice. In the hardware line, for instance, you ask for a package of tacks and the shopkeeper does not

know what you mean. You endeavor to explain and then he takes a loose handful or two of tacks, weighs them out and wraps them up in a sort of an old-fashioned horn of plenty, hurriedly made out of paper, such as our butchers use, and which is also still used by that trade over there, for it hasn't yet learned the convenience of wooden platters. A handsome penknife would be wrapped in the same sort of paper, for cartoons or convenient little packing boxes seem to be unknown on the continent, though used to some extent in London. The chances are, however, that the London shopkeeper would want the inevitable tuppence extra for the box, if the purchaser desired to carry it away. In fact it would appear to be a custom there to keep case goods only long enough in their cases to show them and in the event that the case is wanted the purchasers must pay a round sum for it in addition to the price of the wares. In case he does not the chances are that the goods will be wrapped up in last week's paper, may be not over clean at that. The conveniences of systematic departments are so wanting in some of the bazaars or stores in larger cities as leave it simply a marvel to the visitor to imagine how they get along at all. The country store is simply a place of barter, with little pretence to any sort of conveniences. Thither the gentry usually send their servants to make purchases, rarely appearing in person at any but the larger stores in the cities. An American storekeeper could scarcely overcome all the obstacles to the orderly conduct of business to be found upon the other side, and would not want to.—Ex.

POINTS FOR CLERKS.

Perhaps some one may find a useful hint in the suggestions of Professor Wells of Ohio. "Have you ever stopped to calculate," he says, "how much of the spot of the American people is carried on by proxy? A thousand men and boys gather in God's sunshine, surrounded by His inspiring air, with the blood in their veins and the muscles of their bodies begging for a rough-and-tumble game with the elements; these thousand men and boys troop forth some summer day for sport. What is the sport? To sit on crowded, uncomfortable boards, breathing tobacco smoke, and eating peanuts, and howling, while eighteen men, some score of yards away, are doing their playing for them! Twenty thousand people to watch a game of base-ball! What a toughening must have come to those 20,000 set of muscles—through the eyes! How the blood must have been invigorated, and the brain cleared, and foul air driven from the lungs—through the eyes!

"People of the United States do a vast deal of playing by proxy. After a great game of base ball what large editions of our papers are sold, and how many hundreds of dandies, with cigarettes held in their nerveless hands that never felt a base ball bat in their flabby

lives, spend their nickels to see whether the Chicagos or Cincinnati or Cleverlands came out ahead! Better five hours with bat in hand, or speeding around the diamond, than a lifetime of newspaper reading about games played by others. Better a day's vigorous pull at the oars than attendance on all the regattas that ever were. Better a ten-mile walk on your own feet than the witnessing of all the O'Leary's and Westons that ever trod the sawdust path. Better a twenty mile spin on your own bicycle than all the programmes of all the fancy riders on this planet. Better a thousand fold the clumsiest activity of your own body and brain than the spectacle of the most proficient amusement mongers this lazy world ever paid to do its playing for it.

"Why, success now-a-days absolutely demands a healthy body. They used to make out of the sickly son a preacher or a college professor. The days are past when such a disposition was possible. The demands made now on men and women of all callings are so strenuous that invalid or a semi-invalid is drawn aside from the race almost before the word 'Go.' And health is impossible for any long time to any one who has not an abnormally strong constitution, without some active and cheerful sport.

"Success demands, too, besides health, push, vivacity, energy. No man can succeed in the most humble work without will power. Other ages have been ages of gold or iron or bronze; but this is the age of steam, and not merely of boiling water, but of what Paul calls 'boiling spirit,' 'feverent in spirit,' our translation reads. Cold-blooded men and women must fall to the rear. Men and women of ready adaptability, of quick and keen preceptions, of vim and vigor—the demand of our times has wrought out the needed supply of these.

Now the man who has forgotten how to play is a man half-asleep. He is in a semi-torpid condition. Sport, mirth, recreation, is absolutely necessary to maintain an alert brain, a wide-awake set of powers.

"But most of all, success in these times requires a cheery and serene nature. You think that a queer statement, having doubtless in your mind some fussy, worrying rich man of your acquaintance. But none the less the statement is true, and I repeat it, that the men in any honorable calling who achieve a permanent, worthy success, are men who at regular and frequent intervals escape from the tension, the fume, the toil of their business, to make themselves, over fresh and new recreate themselves, that is, with hearty, innocent mirth. At a time when nervous disorders are becoming alarmingly prevalent, and sudden deaths of overworked men startlingly frequent, material for the support of my declaration is sure to be plentiful within the circle of each man's acquaintance; and I have no doubt that your own experience and observation will show you that when other things are equal, it is always the man of equanimity, of peaceful serenity, of a gay and mirthful temper, who bears life's stress most victoriously, and lasts the longest to accomplish the most."

STYLE IN STORES.

St. Anthony successfully withstood many temptations of the devil, says an exchange, but the smile of a beautiful woman captivated him. From the time of Adam, the first man, to that of Adam Forepaugh, the showman, beauty has been man's greatest attraction. Millions of dollars are annually spent for things which are not needed, because they are beautiful and because of the enjoyable sense of possessing that which is lovely.

There was a time in the early development of this country when our forefathers considered it sinful to have anything in their homes not of a strictly useful character. Preachers in the pulpit denounced the vanity of wearing personal ornaments. Everything was prim, plain and unattractive in the matter of dress, and home decoration was an undiscovered art. Stores were gloomy places with narrow barred windows, which admitted but little light and less ventilation, and the exact quality and color of goods could only be ascertained by carrying them out of doors and examining them by sunlight. Show windows had not been invented. Goods were kept on unsightly shelves or packed away from sight in secluded drawers, and the housewife in making her selections had but little variety to choose from.

Now everything is changed. In nothing has greater progress been made than in the art of general storekeeping. We say art, because the display and disposition of goods has become an art with our modern storekeepers, an art that is capable of still higher development.

A walk along the streets where the principal retail business is done in any of our leading Western towns is a constant series of surprises and pleasures. Goods of every conceivable kind and character from almost every part of the inhabitable globe are artistically displayed behind massive plate-glass windows. A tour of inspection of our leading retail establishments in Chicago is like a visit to a great exposition, where the products and skill of the most expert workmen in the world are displayed. Our merchants have learned the secret of successful merchandising by making their goods appear beautiful and attractive.

By displaying goods with appropriate and tasteful surroundings they gain a vast amount of custom that would not otherwise come to them. People in carelessly passing along the street are attracted by the beautiful things which are presented to their gaze and are induced often to purchase things they would not otherwise have thought of buying had they not been presented to their attention in this manner. If asked our candid opinion in the matter we would say that it pays to keep a stylish store. A store can be made to appear stylish without extravagant expenditure; good taste in the arrangement and display of goods; constant care of

stock; a few mirrors and other adornments here and there in different parts of the store, skillfully arranged, give a greatly enlarged appearance to the place and reflect many things as the customer passes by them that would not otherwise be seen. In short, there are a thousand ways in which a storekeeper can make his place appear stylish and attractive, without a great expenditure of money, if he will bestow more care and thought upon this matter.

The exterior of the store should be kept neat as well as the interior. A bright, clean awning gives a pleasant effect. Its coolness is inviting to the passer-by. It protects the goods in the windows and those which are displayed upon the sidewalk in front of the store. The storekeeper should not allow it to become soiled or discolored, or at least should not allow it to remain there in a weather-beaten and filthy condition. It can be taken down and washed or replaced at little expense with a new one. The iron frame-work will last for many years if properly taken care of.

We believe in neat storekeeping. A reputation for neatness has made the fortune of many a retailer, and those engaged in the trade cannot remind their clerks and employees of this matter too often. We are convinced from long observation that style is a good thing in trade, though many tradesmen affect to despise it. Customers like to be seen and to have it known that they deal in the most stylish place in town, and they invariably experience a sense of mortification, if they are possessed of that petty pride so common to the human race, if anyone encounters them in the vicinity of a second-class establishment.

THE COUNTRY MERCHANT.

As matter of fact the task with which the average country storekeeper is confronted is quite as difficult as any which puzzles his city brother. At best his constituency is limited, and it is hard to increase it. Trade there is not naturally of a floating character. Everybody has a preference or an antipathy. Everybody being acquainted, thinks he must be given credit. It is hard to collect, hard to work off odds and ends, hard to satisfy the people who are all the time getting posted on city styles and bargain day prices. To please and stimulate one's customers, to get new ones, to keep close enough to popular demand, yet to avoid accumulation of unsalables, to turn one's capital fast enough to make it earn a living profit—these are some of the conundrums the successful solution of which mark the merchant and should enlist for him the admiring appreciation of the mercantile community everywhere.—*Commercial Enquirer.*

The village of Portland, on Rideau Lake, was the scene of a bad fire on the 20th inst. The place is utterly without protection, and nothing but the most determined work saved the whole village from destruction. The flames were first seen at 1.30 o'clock in the rear of a building occupied by Fred C. Heath, general merchant, and the G. N. W. Telegraph Co. Before all the villagers could be aroused, the flames had got under such headway that scarcely anything was saved from the whole building.

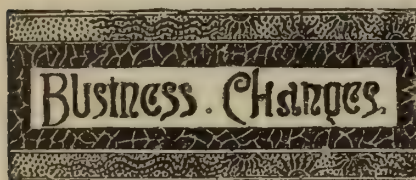
HOW AMERICAN AXES ARE MADE.

The making of an axe, says *The Age of Steel*, of St. Louis, is a matter of trained skill and complicated manipulation. Before it passes inspection it has to be heated no less than five times and pass through the hands of about forty workmen, each of whom has had his part to take in its manufacture. The process from an iron bar to a polished blade commences with the hot iron being taken from the furnace to a machine which shapes the metal so as to form the upper and lower part of the axe, then the eye, and finally doubles the piece over so that it can be welded together. It is then placed on a forge and the lower edges hammered together; then heated to a white heat and put under a tilt hammer to complete the welding. This done the axe, when it leaves the "drop" where the pole of the axe is completed, the superfluous material adhering to the edge is removed by a sawyer. The steel for the blade is cut by machinery and shaped with a die. A groove is then cut in the edge of the iron, the steel for the blade inserted and the whole welded by machine hammers. It is then tempered by immersing the steel when hot in a pot of molten lead, and following that with a bath of cold water, after which it goes to the inspector.

The test is rigid. The steel must be evenly tempered, the weight of all axes of the same size has to be uniform, and the grinding and polishing has to be up to the recognized standard. The axe is finally tested by hammering the blade and striking the edge, to discover any possible excess of brittleness. The slightest flaw reverts the axe to the shop, where it is remade. It is this insistence on sound material, equable temper and good mechanism that has established the reputation of the American axe.

"Always keep up a good front. If you are down in the world never show it by your appearance if you want to do business. It is an axiom of human nature that people prefer to do business with successful people, or those who have the appearance, rather than with those who are behind hand." The above remarks are from a manufacturer who has risen from poverty to affluence, and they are worth keeping in one's memory. He said—"Not many years ago when I was very poor, not one of my customers ever knew it. I spent more money on them, and generally gave out the idea of my success. Had I not done this, but appeared poor and shabby, I would have lost my trade. There is no knowing how far the appearance of prosperity goes. Magnificent office, a busy place, the indication of wealth all impress a man, and he prefers to do business with you if you have the semblance of success, than with a seemingly poorer neighbor.—*Irish Provision Merchant.*

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.



PARTNERSHIPS FORMED AND DISSOLVED.

Law Bros. & Co., founders, Ottawa, have dissolved, Edwin Law retiring, business being continued under unchanged style by remaining partners.

REMOVALS AND DEATHS.

Wm. Wrigley, metal dealer, Toronto, is dead.

Wm. Hoggan, general merchant, Nanaimo, B. C., is closing out to quit business.

Geo. Offer, general merchant, Wood's Land, P.E.I., has removed to Charlottetown.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

A. E. Brasher, general merchant, Lucknow, Ont., has assigned to D. Henderson, Toronto.

Mrs. T. David, general merchant, St. Vincent de Paul, Que., has assigned.

H. Levius, general merchant, Waterville Que., is offering to compromise.

BUNSBY IN BUSINESS.

In a general sense that wonderful creation of Charles Dickens, the eccentric character Captain Jack Bunsby, has been called immortal, in that he seems to have bequeathed his oracular eccentricities to a large number of descendants still among us.

Bunsbyism is just as common now as in the days when the master writer met old Jack among the docks and brought him forth to the gaze of a world of admirers who never tire of his quaint prophecies and other oracular observations except when they try to think out what the old man meant, and they marvel that any attention was ever paid to the meaningless phrases of the superstitious old sailor. Bunsby is a landsman as well as a seafaring man now. He has enlarged his sphere of observations. Just as superstitious reverence for prophesying has increased so as to take in men in all departments of life. Old Jack used to tell us with a look of wisdom that would shame an owl, that if so be was to occur, it would occur, and if such and such was not to take place, it wouldn't take place, and we marveled in noting how thoroughly he seemed to cover the subject without knowing anything about it. His oracular manner took us all captives. His long-stringed, irrelevant and disconnected phrasings were easier to assent to than to try to unravel. We believed in Bunsby. He was voiced in his assumption of oracular dignity, and in fact in everything he said and did. Perhaps Shakspeare had known one of the same sort

of Bunsby in his time, at whose command even the very dogs ceased to bark when he assumed the roll of Sir Oracle.

The latter day Bunsbys assume to be oracular too. "Rain in places" says one of them who devotes himself to weather prophesying, and as there always is rain one place or other on every day of the year, Bunsby's prediction is fulfilled and we are expected to admire his accuracy as much as old Captain Cuttle admired that of his friend the original Bunsby! when he predicted that if it didn't storm it would be fair weather.

Great is Bunsby! When the iron business was suffering from an oracel some years ago, he filled the breach. 'Twas wonderful how confidence in him grew. "Pig iron will be \$16.50 or less," he would say, "unless some unlooked for circumstance makes it go higher," and he caught it either way, whether it went higher or lower or stood still. He caught it goin' or comin', he caught it whether it was a coon or a deer. Great was Bunsby, and his following increased mightily from day to day. He took an ocular view of the stove trade also. If winter was seasonable, stoves would sell rapidly; and if it wasn't, they wouldn't and Bunsby was right whichever way it turned out. And the believers in him continued to increase.

Bunsby told us at the beginning of the season that pig iron would go up unless the weather or some other cause reduced the demand for it. Well it didn't go up, but Bunsby was right again, for he said that if it didn't go up it would go down, just as the original Jack Bunsby had said that if the ship didn't reach port, it would reach the bottom of the sea. Fortunately, it escaped McGinty's fate and safely made the haven where it would be.

Now, our later Bunsby predicts that there will be "a great rush for pig iron after awhile," probably in the chilly winds of September; yet not exactly that either, for the winds may not be chilly in September, he says, and are certain to be chillier in October anyway, when the "winds mellow the late fruit, harden the corn and put the first fantastic tracing on the foliage." So it may be October after all, if not September; or September, if not October, accordingly—and here is the business Bunsby's qualification—"accordingly as the cat jumps." So if it isn't September that the frantic rush for the iron takes place, it may be October, and if it is neither of these interesting months, it must be that the cat didn't jump accordingly. Let us hope that he or she will jump accordingly, which phrase, by the way, is also worthy of Captain Cuttle's old friend. This Bunsby also assumes to regulate prices of manufactured products, but there is not time at the moment to consider in detail all his "observations," which like those of Dicken's great character, must find their moral in the application of them.

Bunsbyism may not increase. Indeed, it is a marvel that it is regarded at all—save in a ludicrous light—by men of thought in

this enlightened age. Yet we deal with facts. It is here, and governs more than even the easily swayed would care to admit. We laugh at the original Bunsby—good old soul!—as we remember that he was snatched bald-headed and dragged to the hymenial altar by a widow, determined to change her state, but old Jack was as good as any of his more philosophic descendants, perhaps, and better and brighter than the most of them.—Stoves and Hardware Reporter.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Every line of goods embodies a history and a science worth years of study to understand.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

BROKERS

—AND—

COMMISSION MERCHANTS IN CANADA

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION \$1.00
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J.B. MCLEAN CO. (LTD) PUBLISHERS.

SPOONS, FORKS ETC. STAMPED
1847 ROGERS BROS. & CO.
ARE GENUINE ROGERS' GOODS.

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.



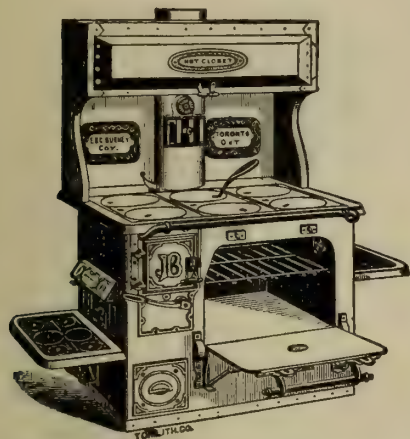
It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

**Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.**

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

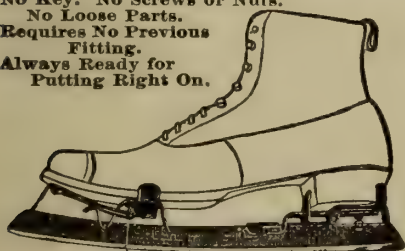
FORBES' NEW PATENT SKATE.

The Most Beautiful, Convenient
and Perfect Skate ever invented.

Every Principle Entirely New.
Fully Patented in Skating Countries.

FASTENS FIRMLY ON ANY BOOT WORN.

No Key. No Screws or Nuts.
No Loose Parts.
Requires No Previous
Fitting.
Always Ready for
Putting Right On.



SIDE VIEW, ATTACHED TO BOOT.



TOP VIEW, HEEL LEVER (DOTTED) OPEN.

Greater Possibilities in Speed and
Points than any Skate ever produced.

Only First-Class Goods Manufactured. No Second
Quality.

THE FORBES MAN'FG CO., Ltd.

SOLE MAKERS,

17, 19 & 21 Bedford Row, Halifax, N.S.

F. E. DIXON & CO.,
MANUFACTURERS OF

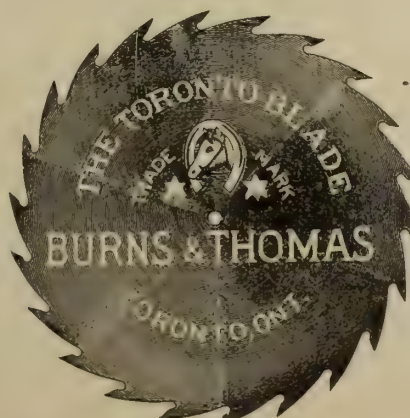
UNION TANNED
STAR RIVET

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.



SAWS CIRCULAR, Shingle, Re sawing
Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

JOHN WILSON'S Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

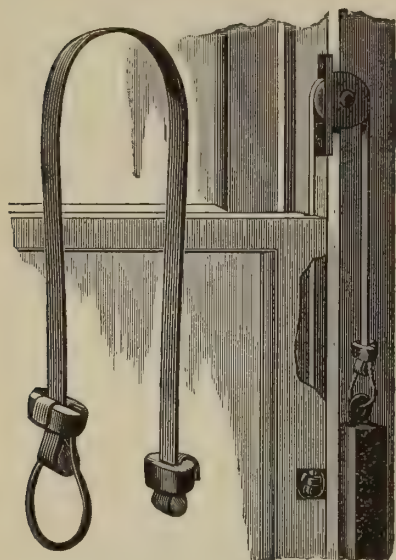
Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

The Gardner Steel Sash Ribbon AND PULLEYS.



Is being adopted for the largest and best buildings now being erected in Toronto because it surpasses cord or chain.

Samples and all information from

JOHN HARGREAVES,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

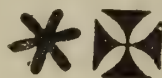
Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE

MARK.



GRANTED

1764.

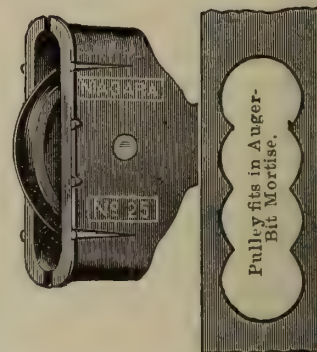
BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

Niagara Frame Pulley.



For sale by all principal Jobbers

SHEPARD HARDWARE CO.,

Mammoth Foundry, Buffalo, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S.	Per box
I.C., usual sizes	\$6 09 \$6 25
I.X.,	7 25 7 50
I.X.X.,	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X.,	5 50 5 75
I.X.X.,	6 50 6 75
I.X.X.X.,	8 25 8 50
D.C., 12 1/2 x 17	4 50
D.X.,	5 75
D.X.X.,	6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

osmeser Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75

Charcoal Tin Boiler Plates.

Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	Per lb.
14x60,	6 1/2c, 7c
14x65,	

Tinned Plates.

72x30 up to 24 gauge	6 1/2 7
26	7 1/2 7 1/2
28	7 1/2 8

Iron and Steel.

Base Price.	
Common Iron, per 100 lb	\$2 05 2 10
Refined	2 45 2 55
Horse Shoe	2 50 2 55
Band	2 50 2 60
Hoop	2 65 2 80
Swedish	4 00 4 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 00 3 25
Best Cast Steel, per lb	0 13 1/2 0 14
Russian Sheet	0 10 1/2 0 12
Tank Plates	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10 1/2c
1-inch	15

Boiler Plate.

1/2 inch	\$2 45
5-16 "	2 35
3/8 " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2 1/2 3
22 to 24 "	2 1/2 3
26 "	3 1/2 3 1/2
28 "	3 1/2 3 1/2

Canada Plates.

Blaina	1/2 bright 3 10 3 15
Abercarne	3 20 3 25

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 60 to 60 and 10 p.c.	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5 1/2 5 1/2
26 gauge,	5 1/2 6
28 "	5 1/2 6 1/2

Gordon Crown—	
16 to 24 gauge, per lb	5 1/2 6
26 gauge,	5 1/2 6 1/2
28 "	5 1/2 6 1/2

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	7 7 1/2
" 1/2 "	5 1/2 6 1/2
" 5-16 "	5 6
" 3/8 "	4 1/2 5 1/2
" 7-16 "	4 1/2 5 1/2
" 1/2 "	4 1/2 5 1/2
" 5/8 "	3 60
" 3/4 "	3 50
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10

Copper—Ingot.

English B.S.	0 14 1/2 0 15
--------------	---------------

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in.	\$0 25 \$0 28
round & square	
1 to 2 in	0 23 0 26

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Untinned, 14 oz. and light,	
16 oz, 14x48 and 14x60	\$0 18 0 19
Untinned, 14 oz. and light,	
16 oz, irregular sizes	0 19 0 20

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x	
48 and 14x60	0 29 0 30

Brassiers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 22 0 26
" 35 to 45 "	0 21 0 22
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pitts.	
Plain Tinned, per lb	0 25
Spun	0 29

Wire.	
Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.	
Roll & Sheet, 14 to 26 gauge	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up	0 26 0 32
Sheets, hand-rolled 2x4 ft.	0 25

Zinc Spelter.	
Foreign, per lb	0 05 1/2 0 06
Domestic	0 05 1/2 0 05 1/2

Zinc Sheet.	
5 cwt casks	0 06 1/2 0 06 1/2
Part casks	0 06 1/2 0 07

Lead.	
Imported Pig, per lb	0 04 0 04 1/2
Domestic	0 03 1/2 0 04
Bar, 1 pound	0 05 0 05 1/2

Sheets, 2 1/2 lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.

Solder.	
Half-and-half (Guald.) per lb	0 17 0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.	
Cookson's, per lb	\$0 15 1/2 0 16
Other makes	0 14 1/2 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb.	5 1/2
No. 1 Do.	0 5
No. 2 Do.	0 4 1/2
No. 3 Do.	0 4

Prepared Paints. (In 1/2, 1 and 1 gallon tins.)

Pure, per gallon	\$1 05 \$1 10
2nd qualities	0 85 0 90

Colors in Oil. (25 lb tins, Standard Quality.)

Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French	0 05
Marine Black	0 09
Green	0 09
Chrome	0 08
French Imperial Green	0 14

Colors, Dry. Yellow Ochre (J.F.L.S.) in bbls, per cwt 1 40

" (J.F.L.S.) "	2 75
Venetian Red (R.C.2.)	1 50
Van. Red, Cookson's	1 80 1 90
English Oxides	3 25
American	2 25

Paris Green, per lb	
Burnt Sienna	0 08 1/2
Burnt Umber	0 05
do pure	0 08
Drop Black	0 09
Chrome Yellows	0 12
Greens	0 12
Golden Ochre	0 03 1/2

Varnishes (in bbls). No. 1 Furniture, per gal 0 70

Extra	1 00
Brown Japan	0 70
do Turpentine	0 90
No. 1 Carriage	1 50
Gold Size Japan	1 40
Pure Orange Shellac	2 00
Hard Oil Finish	1 50

Linseed Oil (in bbls). Raw, per gal 0 59 0 60

Boiled	0 62 0 63
--------	-----------

Turpentine (in bbls). Selected Packages, per gal 0 55 0 56

Castor Oil.	
Best, per lb	0 08 1/2 0 09

Cod Oil.	
Cod Oil, per gal	0 08

Glue (in bbls). Common, broken 0 10 0 11

French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—Cartridges.		Gimlet.		Churns.		Pilkington.	
Rim Fire Pistol, dis. 40 to 45 p.c. Amer		Clark's, per doz	0 65 0 90	Boss or Daisy, dis. 60 to 60 and 5 p.c		Ordinary	
Rim Fire Cartridges, Dom. 50 and 10		Diamond, Shell "	1 00 1 50			1st break	\$3 65
Rim Fire Military, net list. Amer.		Nail and Spike, per gross	2 25 5 20	Clamps.		2nd "	3 90
Central Fire Pistol & Rifle, 15 to 18 per		Blind Rollers.		Judd's, dis. 20 p.c.		3rd "	4 60
cent., Amer.		Annex	1 25 1 75	Stearns, per doz	3 00 10 00	4th "	4 95
Central Fire Cartridges, Dom. 30 & 10		Mascot	1 35 1 85	Clips.		5th "	5 40
Central Fire, Military and Sporting,		Erminie	1 12 1 20	Axle, dis. 65 p.c.		6th "	5 90
Amer. net list. B.B. Caps, discount		Blind and Bed Staples.		Coffee Mills.		7th "	1 50
45 p.c. Amer.		All sizes, per lb.	0 11 0 15	Box	3 60 13 00	Picture Glass.	
Loaded Shot Shells, "Trap" and		Bolts.		Side	3 60 4 00	Pilkington's ordinary.	
"Dominion" grade, 10 p.c.		Carriage, dis. 65 and 10 to 70 and 5 per		Enterprise, No. 0	1 35	1st break	4 30
Shot.		cent. dis.		No. 2	2 70	2nd "	4 70
Canadian, dis. 7½ p.c.		Tire, dis. 50 and 10 per cent to 60 p.c.		Compasses, Dividers, etc.		3rd "	5 40
Wads.		Stove, dis. 45 to 50 p.c.		American, dis., 60 to 62 and ½ p.c		4th "	5 90
Eley's, per 1,000	\$0 25 \$1 60	Elevator, dis., 35 to 40 p.c.		Cradles, Grain.		5th "	6 50
Anvils.		Machine, dis., 65 to 70 per cent.		Canadian, discount 25 p.c.		6th "	6 90
Per lb.	0 10 0 12½	Boring Machines.		Door Springs.		7th "	7 70
Anvil and Vice combined		Complete, with Augers, ea.	4 40 7 50	Torrey's Rod, per doz	2 00	Glue Pots.	
each	4 50	Braces.		Coil, per doz	0 88 1 60	Tinned, each	0 30 0 90
Augers.		Barber's	6 00 7 75	English,	2 00 4 00	Enamelled "	0 55 1 20
Gilmour's, discount 50, 50 and 10		Barber's Ratchet	10 00 11 00	Draw Knives.		Grindstone Fixtures.	
Hollow Stearn's per doz.	13 00 20 00	Farmers'	2 00 2 75	American, dis. 70.		P. S. & W., per doz	4 25 4 65
Adjustable " each	5 50 6 50	Millar's Falls	15 50 29 00	Canadian, dis 25 to 35 p.c.		Hammers—Nail.	
Post Hole, Vaughan's, each.	1 35 1 60	Brackets—Shelf.		Drills and Drill Stock—Brest.		Maydole's net list to 5 per cent. dis.	
Excelsior, Jennings', discount 50 per		Japanned Canadian, per		Millar Falls, per doz.	16 00 51 50	Can. discount 25 to 27½ p.c.	
cent.		doz. pairs	0 50 3 40	P. S. & W., dis. 40 per cent.		Tack.	
Awls.		Berlin Bronze Cana'n	0 85 3 20	Twist.		Magnetic, per doz	1 10 1 50
Sewing per gross	2 65 1 59	Broilers.		Morse, dis. 30 to 33½ per cent.		Canadian, per lb.	0 12½ 0 15
Pegging,	0 65 1 25	Light, dis. 65 to 67½ per cent.		Standard, dis. 40 to 45 p.c.		Ball Peen.	
Brad,	0 85 1 60	Reversible, dis., 65 to 67½ per cent.		Elbows—Stove Pipe.		English and Can., per lb.	0 25 0 37½
" handled	3 60 7 30	Vegetable, per doz., dis. 37½ per cent.		Dis \$1.00 to \$2.75 per doz.		Handles.	
Saddlers',	0 45 1 60	Henis, No. 8	6 00	Fawcetts.		Axe per doz	1 00 3 50
Awl Hafts.		" No. 9	7 00	Cork Lined, per doz.	0 30 0 60	Store door "	1 00 1 80
Patent Peg, per gross	7 25 8 00	Queen City	7 50 10 00	Wine, per doz	1 30 2 25	Chest, per doz pairs	0 40 2 50
" Sewing,		Butchers' Cleavers.		Star,	2 80 3 90	Chisel.	
Awl and Tool Sets.		From 8 to 12 inch, per doz.	500 4 23	Fenns Corkstops, No 2 p.doz	1 70	Firmer per gross	3 00 4 50
Millar's Falls, per doz	2 80 8 30	Butts—Brass.		Petroleum, per doz	4 50 6 50	Socket Firmer "	3 25 8 00
Axes.		Wrought Brass dis. 60 and 10 0 70 per		Files.		Socket Framing per gross	3 75 5 00
Per box	6 00 12 00	cent		Kearney & Foote's discount Am. List,		Fork.	
Axle Grease.		Cast Iron.		50 & 5 to 50 & 10		C. & B., discount 35 per cent. to 40 p.c.	
Per gross	6 50 14 00	Loose Pin, dis 65 to 65 and 5 per cent.		Black Diamond, 50 & 5 per cent. dis.		Hoe.	
Bath Tubs.		Wrought Steel.		Amer. List.		C. & B., discount 35 per cent. to 40 p.c.	
Zinc discount 25 per cent.		Fast Joint, dis. 60 & 5 to 65 pc., dis.		Nicholson's dis., Amer. list, 50, 50 and 5		Saw.	
Copper, discount, 30 p.c. dis. off Re-		Loose Pins, " 60 & 5 to 65 pc., dis.		per cent.		American, per doz	1 00 1 25
vised list.		Berlin Bronzed, dis. 70, 70 and 5 per		Canadian, dis., Amer. list 60 per cent.		Hammer and Hatchet.	
Bells—Hand.		cent.		Jowitt's, dis. Can. list, 25pc. to 27½ p.c.		American, per gross	3 15 3 75
Brass, 60 to 66½.		Gen Bronzed, per pair.	0 40 0 65	Horse Rasps, Kearney & Foote's dis		Hammer Cut Saw.	
Nickel 50 and 10 to 60 p.c		Can Openers.		Am list, 50 pc. 50 p.c. to 50 and 5 p.c.		Canadian per pair	0 18 0 25
Door.		Acme, per gross	9 00 10 00	Horse Rasps, dis. 45 p.c. Amer.		Hangers.	
Gongs, Sargent's	5 50 8 00	Sardine Scissors, per doz.	3 75 4 50	50 p.c. Can. } Hellers		Door 4 and 5 inch, per pair	0 40 0 80
" Peterboro, dis. 50 per cent.		Card.		33½ p.c.		Hatchets.	
Cow.		Horse, per doz	0 60 1 00	Fluting Machines.		Can., dis. 37½, 40 p.c.	
American make, discount 60, 60 and		Carpet Stretchers.		Each	0 60 2 00	Hinges.	
10 per cent.		American, per doz	1 00 1 50	Forks.		Blind, Parker's, dis. 60 to 60 and 10 p.c	
Canadian, dis 45 and 50 pc.		Bullards	6 50	Hay, Manure, etc, dis. 40 p.c.		" Shepard's Noiseless, dis. 60 p.c	
Farm.		Carpet Sweepers.		Freezers, Ice Cream.		Buffalo, dis 60 to 70 p.c.	
American, each	2 00 5 00	Rissell, per doz	22 50	Gem, dis. 50 and 5 to 50 and 10 p.c.		Light T and strap, dis 62½ to 65 per	
House.		World	21 75	Shepard's Lightning, dis. 50 to 50		Heavy, per lb.	0 42 0 05
American, per lb.	0 35 0 40	Daisy,	24 00	and 10 p.c.		Screw and Strap, per lb.	0 03½ 0 04½
Bellows.		Star,	18 00	Fruit Presses.		Per doz. sets	
Hand, per doz	3 35 4 75	Crown Jewel, per doz	29 00	Henis' per doz	4 00	Screw, Eureka	1 13 1 80
Moulders' "	7 50 10 00	Grand Rapids, "	30 00 33 00	Enterprise, discount 10 p.c.		Gate, Clark's	1 50 2 20
Blacksmiths' discount 35, 40 pe cent.		Cartridges—See Ammunition.		Shepard's Queen City, dis. 15 p.c.		" Shepard's, dis 50 to 60 p.c.	
Belting.		Castors.		Fry Pans.		Per doz. pairs	
No. 1, leather, discount 40 to 40 and 5		Bed, new list, dis. 50pc. } to 50 and 5		Acme, discount 55 to 60 per cent		Spring	1 50 3 50
per cent.		Plate " dis. 50pc. } per cent.		Gauges—Marking, Mortise, etc.		" Shepard's Niagara	1 75 1 90
Bench Stops.		No 31 and 32, per gross	8 50 11 25	Stanley's, dis. 50, 55 p.c.		Hoes.	
Per doz	5 00 6 00	Cement.		Wire Gauges		Garden, Mor ar, etc., discount 40 per	
Bits—Auger.		Portland, car load lots	2 70	Winn's, Nos. 26 to 33, each	1 65 2 40	Planter	4 00 5 00
Gilmour's dis 55 to 60 per cent.		Thorold	1 10	Glass.		Hooks—Cast Iron	
Excelsior, discount 60 per cent.		Queenston	1 10	Star.		Bird Cage, per doz	0 50 1 10
Jennings' Imitation, list 45, 47½ per		Napance	1 10	Per 50 ft.	1.45	Clothes Line, "	0 27 0 63
cent.		Chalk.		Per 100 ft.	2.80 2.15	Harness, "	0 72 0 88
Jennings' Gen, net list to 5 p. cent dis.		Carpenters' Colored, per		Double		Hat and Coat, per gross	1 00 3 00
Car.		gross		Diamond		Chandelier, per doz	0 50 1 13
Gilmour's, 47½ to 50 per cent.		White, lump, per lb.	0 01½ 0 01½	Per 50 ft.	1.55	Wrought Iron.	
Expansive.		Red	0 05 0 06	Per 100 ft.	3.00 2.45	Wrought Hooks and Staples, Can	
Clark's, 15 per cent.		Crayon, per gross	0 14 0 18	Size		dis. 35 to 37½ per cent.	
Excelsior, 10 per cent.		Chisels—Socket, Framing and Firmer.		inches.			
		American, dis 70 per cent.		16 to 25			
		Canadian, dis 35 per cent.		26 to 40			
		Tanged Firmer per doz	0 85 4 00	41 to 50			
				57 to 60			
				61 to 70			
				71 to 80			
				81 to 85			
				86 to 90			
				91 to 95			
				96 to 100			

BINDER TWINE

ALL KINDS.

Composite Silver. Red Cap, Crown Brand, Blue Ribbon.

Lowest market prices guaranteed. Car loads or less quantity. Order early.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg 3 60 3 75

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper, " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.

Cabinet, Trunk, and Pad-

lock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list

dis, 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " " 6 00 9 00

Lava, " " 8 75 10 00

Shutter, porcelain, F. & L

screw, per gross..... \$1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " " 1 87 3 85

King, wood, " " 2 75 2 90

" glass " " 4 00 4 50

All glass, " " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to

33½ per cent.

Padlock.

English and Am. per doz 50 6 00

Scandinavian, " " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " " 1 25 3 75

Lignum Vitæ, " " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, dis. per cent 20 25

Canadian, 37½ to 40 per cent.

Home, each 10 00

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to

70 per cent

Nails.

Cut, 3 in. and upwards, .. 2 30

per keg base, price

Brads & Moulding Nails, 70 to 70 and

10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American..... 1 85 3 50

Nail Sets.

per gross

Square, round and octa-

gon 3 38 4 00

Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " " 0 18 0 18

Canada W.W. " " 0 20

American W.W. " " 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron

Oil Can, with Pump,

per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz..... 1 25 3 50

Brass, " " 1 50 3 50

Malleable, dis. 25 per et.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25

" Carpenter..... 2 25 3 60

Picks

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross - 1 65 3 00

Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per

cent. American dis 45 to 50 per

cent.

Wood, fancy Canadian, or American

dis. 35.

Bailey's (Stan R & L. Co.) 35 to 37½

per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis

37½, 40 p.c.

Button's Imitation, per

doz..... 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00

Axle, " " 22 33

Screw 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to

62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85

Conductors' " " 9 00 15 00

Tinner's solid, per set..... 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½

Sliding Door, " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian

list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " " 3 60 10 00

Razor Stropps.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis

Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ p.c.

Rivet Sets.

Canadian, dis. 30, 35 perc.

Rope

Per lb.

Sisal. Manila.

7-16 in. and larger.. 8½ 12½

¾, 5-16, ¾ in..... 8½ 12½

3-16 in..... 10 13

Cotton, per lb..... 22 25

Russia Deep Sea, per lb.. 13½ 16

Jute " " " " 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

" N. P. " " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c

Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per

cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb..... 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each..... 1 75 2 75

" frames only 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrappers.

Box, per doz 2 10 4 50

Foot, " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" F. H. " 72½ " " "

" F. H. Brass 75 " " "

" R. H. " 70 " " "

Diamond Point wood screw nails,

bright, dis. 77½ and 20 per cent.

Bench, wood, per doz.... 3 25 4 00

Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Aetna, dis. 75 @ to 75 and 10 per cent

Heinisch 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shot.

Canadian, dis 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent

Sieves

Wood Rim, black, p. doz 1 15 1 35

" tinned, " " 1 35 1 60

Tin Rim, " " 2 30 2 45

" black, " " 1 80 2 25

Snaps.

Harness, German, p.gro. 2 00 5 50

Acme, " " 3 00 5 00

Lock, Andrew's " " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25

½ and ¼ gross boxes per

gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons..... per gross 7 50 12 00

Dessert " " " 21 00

Table " " " 30 00 30 00

Dessert Forks..... " 24 00

Medium " " " 27 00

Table " " " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per

cent.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.



When writing to our advertiser please inclose the above.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of
Naval and Oilmen's Stores, Linseed Oil.
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

60W

TRAVELLING MEN

T WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ASK FOR and see that you get "Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.



ST. LAWRENCE FOUNDRY CO.,

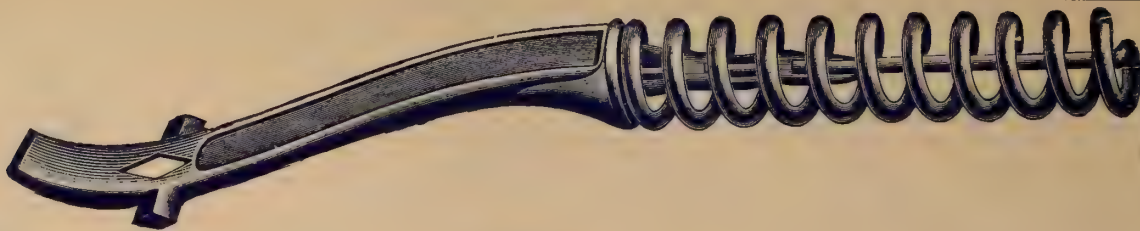
262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR

Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



STEEL WIRE !

—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

SEPT. 5, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



VISITORS

To the Industrial Exhibition

ARE INVITED TO INSPECT OUR STOCK OF

FANCY HARDWARE

Piano and Banquet Lamps,

GRATES and Open Fire Places,

Art Tilings, Mantels, &c.,

RICE LEWIS & SON

LIMITED.

32 King St. East,

- Corner Victoria St.,
TORONTO.

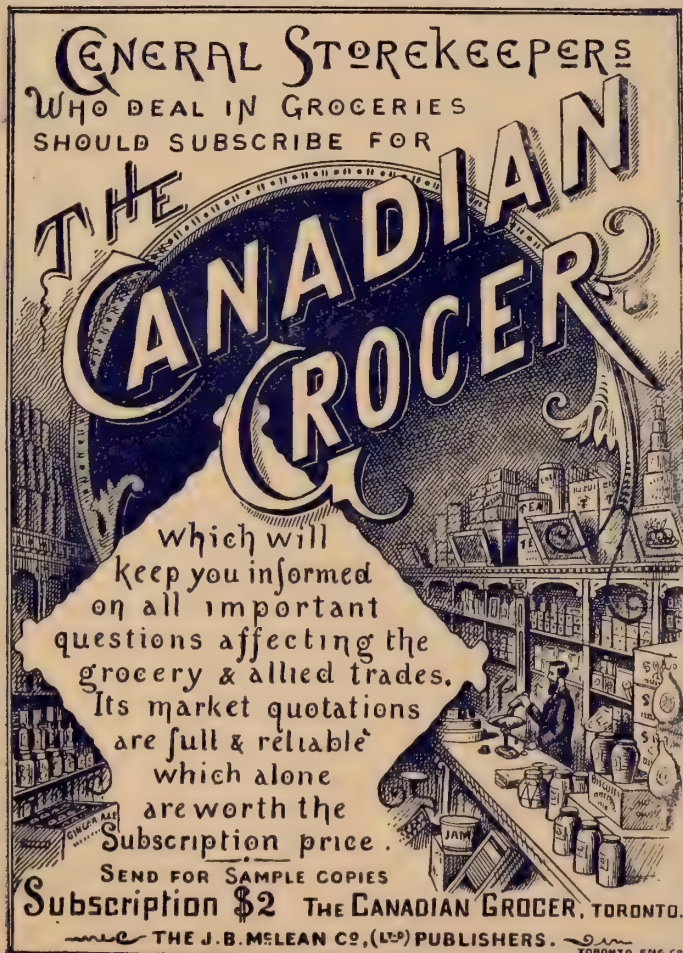
GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J.B. McLEAN CO., (LTD.) PUBLISHERS. TORONTO, ONT. CO.



SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, SEPTEMBER 5, 1891

No. 36

J. B. McLEAN,
President.

HUGH O. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 8 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clèmes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

CHEAP STOVES.

The stove trade is a satisfactory one so far, in all respects but prices. The demand is good but prices are variable, and are the result of special circumstances, not of a calculation based on cost, in every case. They are nearly always too low. The demand is good, not simply because quotations can be easily overcome these days, but because stoves are wanted, and they might just as well be sold at a fair price as at a close or losing one. There will evidently be more money circulating in the country this fall; it is the perception of this fact that leads people to buy stoves. They have reasonable grounds for believing they can pay for them. It is unfortunate that stove-makers and stove-traders are not in a better position to take advantage of the improving demand.

It would seem natural if one part of the agreement among stove-makers should be abandoned, and that the essential part, that minor matters of agreement would also be given up. But the rule that freight shall be involved in the quotations is retained in the practice of all the manufacturers, who have to go down sometimes below the cost line to make a sale and pay the freight on it. Two or three stoves sent a few hundred miles need to have yielded a liberal profit to enable the manufacturer to ship them at his own expense. It was expected also that low prices would induce more cash buying, or that manufacturers would make their concessions conditional upon cash. This has not been the case though. The sales are made upon the

same time as when uniformity of terms existed, unless where an addition to the time limit has been thought necessary to secure business.

Each manufactory seems determined to lose none of its connections. These are to be kept apparently at any sacrifice. Where business is broached by a rival the customer is to be retained by conceding equal or superior advantages. This is in the case of houses with large, well-established connections. They are for the most simply maintaining a defensive attitude. This prevents complete demoralization. If prices are to be cut it is certainly better that old customers should get the advantage than that strangers should. Then if things ever get reorganized, a normal business is more easily done, because the old custom has been retained through thick and thin. What may hasten recovery is the effect that the present merciless competition is having upon some concerns that have not the "stay" in them that the stronger houses have. Some of the former are said to be wearying of the pace.

SOMETHING ABOUT PIG TIN.

The demand for pig tin in Montreal is not active, despite the fact that more enquiry is noted West, while the indication at the close of the week in New York pointed to somewhat higher prices. This disposition was due to an advance in London quotations, which carried the New York prices for the article a shade higher, and served to stimulate speculative operations in the same degree, leaving the market quite firm at the close. This induced speculative trading to the extent of 200 tons in the aggregate, while London cables quoted £92 2s. 6d. for spot and £92 for futures. Since then however the market in London has gone off, both for spot and futures ruling quiet with only small quantities moving. Recent cables show spot lots and futures on the same basis, but lower than the quotations

mentioned above. On Monday spot lots opened in London £92, and futures £92 17s. 6d. but the close showed a decline from this to £91 10s. for both spot and futures. In Montreal what business there is doing is of the merest jobbing character and the prices are precisely the same as those which have been ruling for over a month past, viz., 22½ to 23c., nor is there any occasion to change them.

THE POSITION OF TIN PLATE.

This article occupies a peculiar position at the moment, and as we noted in our regular market reports last week values have a somewhat firmer tendency. This is curious in view of the conditions that have been ruling at primary markets already referred to in *HARDWARE* from which would be inferred an entirely different result. To be brief the change is almost entirely due to the great scarcity of sizes which come into most active request, for instance 20 x 28 and 12 x 12, which may be said to be actually out of stock. Strange to say, also, cable advices report orders on American account which is hard to understand in view of the large supplies taken there during the early summer, and the high duty that has to be paid. A reasonable explanation is that the makers on the other side got rid of everything they could at the time of the rush, and now holders on this side of the Atlantic to the south of the line find it is made up of irregular sizes, so are compelled to order anew what they want. Anyhow orders are reported as we have said on American account as well as from the continent, and supplies are coming forward very slowly. It is this fact that is having effect on the Canadian market. Importers in Montreal report a fair enquiry but the orders generally stipulate for the sizes mentioned and they are not to be had, while the actual supply at that centre is small. Then the stock afloat for

Canada is limited, and instead of the lots comprising thousands, importers claim that there are only hundreds. The steam ship *Dominion*, which has a shipment on board, and is near at hand, can be summed up under this description. As a result values have a steadier tendency, but in the natural course of events this condition of affairs should be of a very temporary nature. It is worthy of note in this connection, that an English journal, considered to be an authority, admits that the brokers are receiving orders, and consequently feel more confident of the future, but it qualifies this with the statement that these orders will be insufficient to absorb the output once the works are in full blast. In the meantime prices in Montreal are steady at \$4.25 for charcoal, and \$3.75 for coke, while English advices quote an advance of 3d. to 6d. per. box.

MARKETING THE HARVEST.

Now that the country is blessed with an abundant yield, it is to be hoped that the farmers will not follow any obstructive tactics, to delay that circulation whose mainspring is in the produce stored or being stored in their barns. They have the grain, they need the money, and the palms of their creditors, the country merchants' are itching to handle some of it. The crop has done its part, and now the farmers ought to do theirs. The policy of hanging back to wait for better prices they have tried again and again, though not with general satisfaction, and they may do it again. Thus they may put brakes on the business that the country is naturally prepared for. The reaping is assured but the marketing is not.

The country merchant cannot but look on with exasperation at good market prices melting away, while the local farmers are idly holding on for an advance. On the verge of the McKinley Act's coming into force last October there was a general rush of barley to the border, but there were not wanting farmers who missed that tide of the market merely through waiting for it to rise a cent or two higher. When they have a good thing they are prone to wait for a better. Like the Indian, too much, with them, is enough. There are times when holding is warranted, when it is not a matter of pure chance, but the prompting of clear insight into the situation. This, however, only the few possess, and it is more like the gift of divination than business sagacity.

After the country merchant has carried a dozen or more farmers all year, he naturally becomes impatient with the complaisant way those customers have of leaving him out of the question when the time for selling their grain comes. If prices do not suit them, and seldom the opening prices do, they will wait with the utmost calmness until prices have to suit. The country store continues to be their commissariat, and the merchant may make what shifts he can to pay old debts and

buy new goods without their money. Instead of a bright spell of fall trade he has to lengthen out a little longer his experience of "niggering it through."

The country merchant would probably be neither better nor worse off than he is to-day, if, instead of selling all his goods at a price to his farmer-customer, he entered into a grub-stake contract with the latter, agreeing to clothe and feed the farmer and his family for half the farmer's crop. And though luckless prospectors have often eaten the settler out of house and home under a grub-stake contract, yet they have more frequently raised him to affluence than the farmers have done the country merchants. Many a rural trader has gone to the wall, not because his assets did not balance his liabilities, but because too great a proportion of the assets were book-debts against farmers, and so not immediately or not completely convertible into money. Farmers' debts are a sufficient mill-stone round the trader's neck without the addition of postponed marketing when the market is good.

If everything goes well, there ought to be an increase in business, not only temporarily but throughout the year. This fall ought to place many farmers in a better position. It should enable mortgages to be raised, machinery to be paid for, old accounts to be settled, etc. If it does there will be less to hamper the farmer and keep down his living wants to a low point. Thus he ought to be a better customer throughout the year. The fact that his consumptive capacity has been kept within narrower bounds by harder times in the past ought itself to beget a reaction in favor of the trader.

Of the money obtained from the sale of farm products in the fall, the country merchant has often to be thankful if he gets only what is owing him on account. When the farmers have plenty of money they do not as a rule bring it to him. They go to the town or city where prices are cut and with their ready cash they get bargains. They have little use for their creditor when cash abounds. He supplies them with what they need when they have no money, and the close urban seller supplies them when they have. The country merchant should therefore have good interest on the capital that is locked up in the farmhouses from autumn to autumn. His prices ought to be such as will enable him to recoup himself for the long use of his money his credit customers have had. Thus he will to some extent even up the drawback of long and large credit with fair prices. There is no reason why he should lose profit as well as interest. If he does not look after these matters and tax his credit customers for them, he will find that his cash customers, who supply the mobile capital necessary to keep business going on, are really carrying the credit customers.

THE PROPRIETOR "FORWARD."

Says Ironmongery: How many business men fully appreciate the fact that the public, and particularly regular customers, do not take kindly to a shop where the proprietor is seldom or never seen, or if seen, keeps aloof from them? It is a fact, however, as many a tradesman has discovered to his cost, perhaps when too late to rectify the fault. Some men have a repugnance to serving customers; they ought never to have gone

into trade at all, they are unsuited for it. Others conceive that their duty is a general supervision, that their place is in the office; which should be as remote from the shop as possible, or that they cannot afford to waste time in talk that is not immediately productive. All this ignores certain traits of human nature whereof it would be more profitable to take note. It goes without saying that the tradesman cannot be equally attentive to all his customers, nor do all look for his personal attention, but he ought as far as possible to be where he can see who comes into his shop and discriminate judiciously as to whom he ought to see personally. It never derogates from any man's dignity to be courteous and affable, and a gracious word to this one, an inquiry of that if he is being served with what he wants, are ways of being affable that take little time and yet impart to the customer that agreeable sense of being welcome and a person of some importance. Even time spent in apparently unproductive chat with a customer who expects to be treated with extra consideration is not wasted, only put out at interest. We have to deal with human nature as it is, not as we should like it to be, and human nature, as a rule, likes to be made much of. Customers like to know the man they deal with, or to think that they know him, which is much the same thing, and where the tradesman understands the fine art of being social without presumption, attentive without obsequiousness, cordial without impertinence, he will bind his customers to him by ties which few men are proof against.

HINTS FOR SALESMEN.

We take the following from a published set of rules adopted by a large hardware firm for the guidance of their employees:—

Keep your eyes on the front door. Customers should be waited on promptly and pleasantly.

Wait on children as politely as you do on grown people. They are our future customers.

Salesmen, when disengaged, will take position near the front door, instead of the back. Customers do not come in at the rear.

Watch the ends of stock, make as few as possible, and always work them off first, to keep the stock clean.

Keep mum about our business. Always have a good word to say for it, and never say it is dull. Keep your eyes and ears open about your competitors.

In arranging goods, put the smallest to the front; when the same size, cheapest to the front.

Use the early part of the day and the last hour before closing, in sorting and straightening up.

If you know of an improvement of any kind, suggest it at once to the manager; it will be impartially considered.

Keep retail stock full and complete on the shelves, so as to avoid detaining customers. Notify each man in charge of a division, when you find anything short in it.

Always put the stock in order when you have finished waiting on customers.

Always wipe off cutlery with chamios before putting away.

The more self-forgetting you are, and the more acceptable you are to whomsoever your customer may be, the better you are as a salesman. It is your highest duty to be acceptable to all.

HINTS ON BOOKKEEPING.

ARTICLE III.

A source of more trouble to Retail Merchants than any other book that is kept in connection with their business is the day book. Numerous are the disputes that arise between merchants and their customers over entries contained therein, and many a customer is lost because some one has blundered in the making up of these entries. What is everybody's business is nobody's business, and the custom that prevails so generally of allowing every one in the store to make entries in the day book is the principal cause of so many of these unfortunate disputes arising. The clerk who makes a wrong entry in the day book generally sticks to it that he is right even if a strong suspicion exists in his mind that he may be wrong. Being afraid of the censure of his employer, he rarely admits having made an error unless the error is so plain that there can be no doubt about it. The benefit of the doubt is seldom given to the customer, who leaves the shop feeling that he has been cheated and makes up his mind to deal somewhere else.

Disputes often take place over goods that have been returned because no credit entry has been made in the day book of the returns. When an article has been returned by a customer, which has been charged to him, credit should be given him in the day book for the amount, even if an exchange has been made for other goods of the same value, in which case the goods given in exchange should be charged, for many customers have a distinct recollection of returning goods, but no recollection of receiving an equivalent in value in other goods, and if no record is kept of the transaction it is impossible to prove the exchange. Every day book should have separate columns for the debit and credit entries, and the debit columns containing the amounts of goods sold on credit can be added up and entered in the ledger to the credit of merchandise account, then the credit columns containing the amounts of produce received on account and goods returned, when added up can be entered to the credit of merchandise account, and the sums total of these columns will balance the debit and credit entries made to the accounts of the different customers. By this means the double entry system is carried out without any more work than the single entry.

Mistakes often happen, too, by cancelling a day book entry when a customer pays for a bill of goods within a few days after getting it, by marking "paid" in the margin of the book opposite the entry. When the keeping of the day book is everybody's business an entry is often cancelled in this way after the amount has been posted to the debit of the customer's account in the ledger, so that accounts are often rendered with items included which have been paid for, causing customers to lose faith in the honesty of the

merchant they are dealing with. An entry once made should never be cancelled or erased if books are to be kept accurately.

When the very common custom originated of crediting cash received on account in the day book we do not know, but it is a very bad one, for if no entry of cash received on account is made in the cash book it of course must go in with the cash sales, thereby showing an erroneous idea of the business done on a cash basis, and if it is entered from the day book in to the cash book the day book entry is a useless one and only leads to complications in the bookkeeping.

Complications too frequently arise from the manner in which entries are made in produce dealings. It would be an excellent plan if every country merchant kept a produce account which would show the profit or loss made on all the produce handled, but an account would need more careful attention than the majority could devote to it, therefore the next best thing to do in this matter is to keep a correct record of all the produce received on account by entering the full particulars in the day book when giving the customer credit for it. When a customer brings in produce and trades it over the counter for goods, if the exact amount of the produce is traded out there is no necessity for an entry when a produce account is not kept, but if the goods purchased amount to more than the produce or vice versa then the details of the whole transaction should be entered, to avoid disputes when an account is rendered, in place of the usual entry "balance on trade."

(TO BE CONTINUED.)

AN AIR CASTLE OF GLASS.

For a long time past Mr. F. McMahon, 91 Wood street east, Hamilton, has been busily engaged in making and collecting glass to build what he calls "An Air Castle of Glass." The castle is 5 feet 4 inches in height, and is triangular in shape. At the sides it has little glass balls, of various sizes and colors. It is also ornamented with artificial flowers, beads and little plush balls. There are twelve pieces of glass in each of the triangles. At the top it measures 12 inches and tapers down to half an inch. At the bottom of all is a little glass bird, resembling a swan. Most of the 10,088 different pieces of varicolored glass of which it is constructed came from Germany to Philadelphia, from which place they were sent here. It has taken the proud possessor about three months altogether to make it. Mr. McMahon is an employee of the Hamilton Glass Works, and has every reason to be proud of possessing such a fine piece of workmanship, which must have cost him much time and labor. It is his intention to present the castle to the fancy fair to be held in the Drill Hall in the latter part of September. In a short time it will be placed on exhibition in one of the store windows.

SUCCESS
DEPENDENT ON OPPORTUNITY.

Do we ever stop to realize how much human success is dependent upon opportunity? The world is full of square men who are industriously engaged in trying to fill round holes, and the men occupying the square holes are in like manner misfits. How many men waste the energies of an entire life in misdirected efforts simply because they have never found a fit opportunity for the development of such abilities as they possess. A man who possesses decided executive capacity, is competent to successfully handle great interests, or control an army of workers, perhaps plods away for years in some subordinate, routine position, because the opportunity has never come for him to display his mental calibre. He has never struck the right line, is probably engaged in a business for which he is wholly unfitted, and in which he will never be anything but a failure. Another, perhaps through a merely fortuitous circumstance, it may be an almost accidental connection with a man prominent in some special line, is placed in a position for which he happens to possess marked capabilities, although as yet undeveloped. He does not even know himself that he possesses any special fitness for the post. But with opportunity comes development. Manifesting continually increasing capacity for the business, he is pushed ahead, the scope of his authority broadened, and he becomes in time a type of the highly successful man.

Placed in a different position, one for which he had no aptitude, he might have run on in the same dull groove gradually deteriorating into a mere machine, doing his work perfunctorily and without interest. But when he has found his special work he grows mentally with every day's experience, and finally rises to the extreme height of efficiency.

It is too often the case that the unsuccessful men, those who have made a failure of their life's work, have merely lacked the opportunity to develop what was in them, and in their failures are rather to be pitied than blamed. It is true that even persistent plodding will sometimes reach the goal of success, but the way is a long one, and the final rewards hardly commensurate with the toil involved.

The man is indeed fortunate to whom opportunity comes early in life, and who has the good judgment to grasp it while the way is clear. It is said of some men that they compel opportunity; but for one who succeeds in that effort there are many who fail. That occupation for which a man is well adapted, by natural temperament, by physical and mental qualifications, and by training, is the one to which he ought to devote his best energies, for although he may achieve a measure of success in other callings, it will never be so complete or so liberal in its material rewards as that for which he is naturally qualified. Let us have fewer square pegs in round holes.—Ex.

ABOUT TIN PLATE.

When a bar of pure tin is bent near the ear a peculiar sound is emitted. It is caused by the movement of the crystals upon each other. It has something in it of life and pain, and has been given a term in every language which intimates that it is the expression of injured sensibility. The German has it "Zinneschrel," the French, "cry d'etain," the English term it "the tin cry." Whatever may be said of this sound literally may just at this time be figurately applicable, for the McKinley bill has handled tin and lo! every hillside resounds the echoes of its cry.

It has been stated in a former paper that the methods in vogue at the present time in the manufacture of tin plate are such as require skill in a high degree, and when a description of the process is given it will readily be perceived that this skill is the result of practice and experience in repeatedly performing the same operation. This skill has no rank as a high intellectual quality; it pursues its beaten path, and possesses no element of aggressive enterprise, nor has it anything in common with it that will link the two together to produce great improvements. Let us consider if its place cannot be supplied by machinery.

The great manufactories of America have grown from the union of enterprise with mechanical inventive ingenuity—a restless spirit which nothing can satisfy. This indomitable and aggressive union has created, whenever it wanted it, the very order and degree of skill which was necessary to the success of its undertakings. It did this when it made watches, guns, locomotives and dynamos. Whenever it required a high grade and peculiar skill it has always had the power to call it forth, and it always will. The skilled operators, trained to work with absolute exactness, to work as close as anyone can measure—these are the product of the new conditions which inventive ingenuity has found the enterprise to impose.

When the details of the present system of manufacturing tin plate by manual labor are considered, ideas of improvements run in troops, tumbling over each other on the field of future operations. If some of them have been tried already and discarded as infeasible, it may have been under conditions which are not now existing. With present conditions new trials might result in success. In England the fact that unsuccessful trials have been made is remembered against such processes, while the fact that conditions have changed is not recognized; but in the tin plate manufacture in America all is now new—it is an infant industry, born in a great light, and its protectors will be quick-sighted and fleet-footed to get everything that will promote its success.

The tendency of an art, after it passes from the general possession of mankind into the close keeping of a clique or guild, is to halt and stand still until the signal to advance comes from some outward source. Even

into the infinite variety of the human mind stagnation in some matters surely creeps. What happened to costume when the craft of tailors seized it? What happens even when the choice of fashion is free to all? Fashions change, but fashion itself is only the exhibition of a trait of humanity which leads it to run in a rut. The habitations of civilized man are practically alike, and the building of broken junk bottles into concrete outer walls indicates less grotesqueness of humor than bald poverty of design. The whole world everywhere dresses alike; men wear coats, vests and trousers. Why? Is it because these forms of habiliments are the best that can be devised? Is it by the common consent and agreement of mankind, or have we heedlessly drifted to this conventionalism of apparel, and do clothes thus come by chance? Who gives us the cut of our cloth? Not England's nor Monaco's Prince; no Russian Czar nor German Kaiser; neither Gladstone nor Blaine, nor yet Leo or Ingersoll—these are not the imperative princes of the robes. Bigger headed men than any of these it must be—it must surely be—to whom is assigned the province of providing rational raiment for reasoning man. But facts do not bear out the statement. We drop into a form, fashion, custom or conventionalism, and blindly follow it in the common matters of life; and as all do this, so also will any portion which is set apart to follow any trade get on the iron tramways, which usage lays down and which are not the most direct route, but are rather like country roads, which follow the original cow-paths.

This is the case with the tin plate industry. It was brought from Saxony to England 200 years ago. It is said to have been introduced by Edward Yarranton, who brought over expert workmen to start the business in 1675. They taught their methods to their pupils, and it has been taught and learned by successive generations of tradesmen ever since, and is still carried on with but little improvement. Like all business in the old countries, every effort has been exerted to keep the intelligence of the operators at as low a grade as possible. This has been the settled policy of the higher classes. This tin business has been an especially sore spot on the body of mechanic art; the operators have had no acquaintance with machinery. All around this spot is health and growth, but this is like an indolent ulcer: its old edges have got to be ripped open and new blood circulated, that out of the irritation may come healing and new life. We will examine the present methods of depositing the tin upon the iron, leaving the preparation of the iron plate to be principally considered at another time, as it involves questions which the astonishing progress of our steel manufactures is solving with eminent satisfaction.

In considering the present processes of tin plating it will be necessary to fix the mind

with wrapt attention upon them, or the reader may heedlessly skip over something which might possibly suggest some remote idea of ingenious contrivance. The fact is, that as far as appears upon the surface the whole business is in such a crude state that it is wonderful, and exceeds belief how it can have been carried on so long and bear so little evidence of improvement. It is done just as any traveling tinker, who had never seen or heard of how it is done, would set about to do it. This indicates that the business has never reaped any of the fruits of experience, and that the hand of genius has never been laid upon it to raise a single operation above the common level. It shows more than this, for it shows that for some cause the aggregated talent which from time to time has been employed upon it, and which at the very least ought to exhibit the improvement of an accumulation of trifles, has left no evidence of its existence.

Nowhere is there to be found a more besotted condition of affairs than the slough into which has fallen this business, which has been fixed for two centuries in the bonds of inflexible trade laws, secrets, constraint and restriction. The description given in Knight's Mechanical Dictionary of the process of making tin plate is as plain as can be written. It is as follows:—

Scaling—The plate is bent so as to enable it to stand when placed on edge, and it is then pickled in a trough containing dilute hydrochloric acid. The bent plates being laid on the floor in a row, a rod is placed under them, and they are thus lifted and placed in a furnace, where they are heated to redness. The scale then drops off. After removal and cooling the plate is beaten smooth on a cast iron anvil. Cold rolling between hard polished rollers confers smoothness and elasticity.

Pickling—The plates are immersed in a bath of acidulated bran water (at about 100° F.) for twelve hours, standing half the time on one edge and half on the opposite one. They are then transferred to a bath of dilute sulphuric acid (100° F.), which makes them bright. This is followed by a bath of clean water and scouring with hemp and sand.

Tinning—The series of pots in which the dipping is performed is placed in a brick structure, which rises above the floor of the factory and at which the workmen stand. This structure is called the "stowe," and contains the furnace which heats the pots. These cast iron pots are five in number, and are arranged in a row—(1) the tin pot, (2) the wash pot, (3) grease pot, (4) pan, (5) list pot.

The "tin pot" contains about 500 pounds of block and grain tin, on which floats 4 inches of tallow to prevent oxidation. Alongside it is a grease pot. The "wash pot" is nearly full of the best grain tin and has a partition to prevent the dross from gathering at that part where the last dip is given to the plates. The "grease pot" contains lard or

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

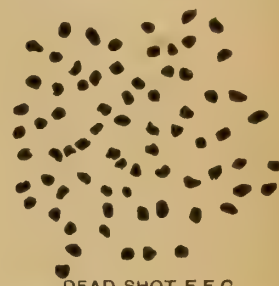


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.G.G.

TRY IT.

tallow, free from salt. The "pan" has a grating at the bottom and no fire under it. The "list pot" has only $\frac{1}{4}$ inch of tin in it.

The operation is as follows: Three hundred plates previously dipped in a grease pot are placed one by one in the "tin pot" (No. 1) in a vertical position and left for an hour or two, the heat being as great as possible without burning the grease. They are taken out by tongs and placed on an iron rack to drain.

The plates are then placed in the larger division of the "wash pot" (No. 2), which melts off the superfluous tin acquired in No. 1. Being taken out a few at a time from No. 2 they are taken up singly with a pair of tongs, swept on each side by a hemped brush, to make the layer equable and remove drip and receive a final dip to the clean side of the wash pot, by which the marks of the brushes are erased.

Each plate, after its final dip in the metallic bath, is plunged in the "grease pot" (No. 3), which is so hot as to remove superfluous metal, allowing it to drain off and collect at the bottom of the pot. The plates stand singly in the grease pot, being separated by pins, and as the pots hold but five, a boy is continually removing the one which has been the longest in the grease.

As the boy takes the plates from the grease pot (No. 3) he places them on edge in the cold pan (No. 4) to drain off the grease and get cool.

The "list pot" (No. 5) is employed for melting off the list or selva of tin which has accumulated at the edge of each plate as it has stood vertically in the "wash pot" and "grease pot" (Nos. 2 and 3). The "list" being thus melted is detached with a smart tap with a stick.

The grease is cleaned from the warm plates by rubbing with dry bran. The plates are then boxed.

From the above description, which coincides in most particulars with all which are given and must be accepted as full and com-

prehensive, it appears that the necessary stock the "stowe" with its pots and furnaces and the other simple appliances and supplies used for carrying on the business are inexpensive, and that it can be carried on in the small way with as much profit proportionately as on a larger scale. It will be noticed that machinery plays no part in it whatsoever. There are some modifications of the processes, in which sperm oil is substituted for tallow and the use of chloride of zinc is judiciously introduced, and may quicken the operation, although perhaps the introduction of the slight amount of zinc may not really promote the ultimate union of the tin and iron, which, without it, form an alloy at the junction of the metals, upon the perfection of which much of the value of the plate depends. When the molten tin comes in actual contact with clean iron it dissolves off some of the iron. The object to be honestly sought is to secure a true alloy of the metal tin with the metal iron, for good tin plate is on the outside pure tin, and where that leaves off an alloy begins, which continues until it is half tin and half iron, and this again continues to lessen in its proportion of tin until it merges into the iron. It is because the molten tin actually dissolves the surface of the iron that the first tin bath soon becomes ferruginous, or partly iron. The sheets are dipped into successive baths of tin, each of which is purer than the preceding, and as the tin is used up the baths are replenished from the purer baths, and the pure tin is furnished to the last bath, which gives the last surface to the plate, because the purer the tin is on the surface the less liable the plate is to oxidize. The baths containing more iron in solution give a surface which affords but little protection against rust. One need not view the old tin cans of a last year's picnic to prove this; he can get evidence enough on this year's camp-meeting grounds. In fact, varnish is a better protector than much of the tin coating, for paper buckets outlast tin pails.

The best field of operation for machinery is where the first conditions which affect the work can be made practically uniform.

When this state of things exists, machinery can be substituted for hand work, because operations can be repeated in an exactly similar manner, and when the mechanism is once so adjusted as to produce the desired result, subsequent operations follow with such accuracy as to produce the same effect any number of times.

There do not appear to be any insurmountable difficulties in establishing primary uniformity of conditions in the tin plate business. The sheets can be made of uniform sizes, the baths kept at uniform temperature, and all other things in connection may be so regulated that the skilled labor now required may, with much advantage, be supplanted by machinery.

It may ever be conjectured that within a few years the plating, instead of being done on separate sheets handled with tongs, a piece at a time, will be done on a long roll of sheet metal, which will be conducted from bath to bath and cleaned as it is drawn along, the operation being continuous like making paper with a Foudrinier machine. The last thing done may be to cut it to the proper sized sheets and pack it in boxes. The processes being uniform, there will be no "wasters" to throw out.—A. B. Spalding in Age of Steel.

The employees of the Consumers' Cordage company had a very enjoyable time at Sherringham park on Saturday, the 22nd ult., the occasion of their twelfth annual picnic. The boat left St. Gabriel locks shortly after 8 a. m., and upon reaching Sherringham park the programme of games which had been drawn up was commenced, some good contests being witnessed in the several events. Those who did not care to witness the games indulged in dancing, for supplying music for which a capital band had been engaged.

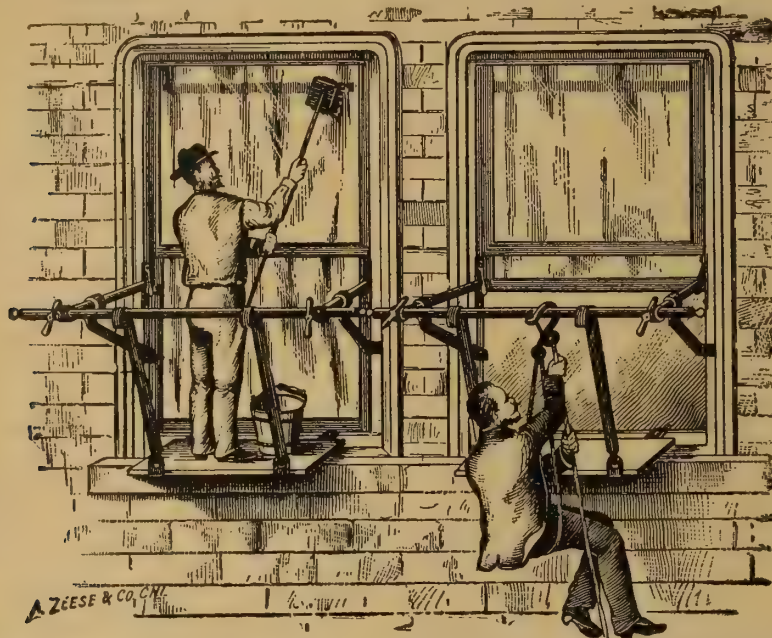
Goods conveniently located save time, money and temper in showing.



NEW GOODS.

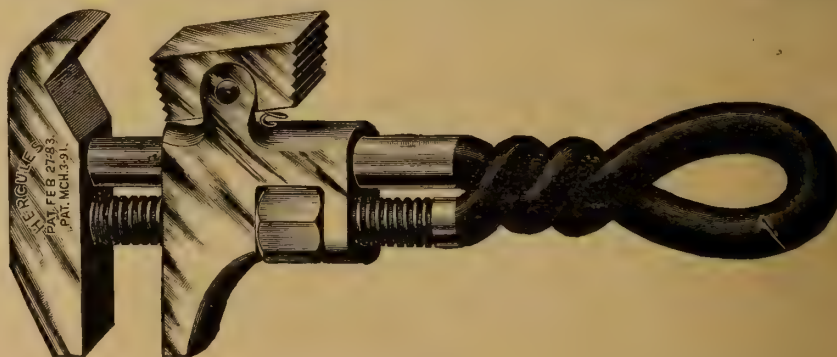
ADJUSTABLE WINDOW BALCONY.

Skidmore's Adjustable Window Balcony is manufactured by the Orr & Lockett Hardware Co., 184 and 186 Clark st. and 138 Monroe st., Chicago.



HERCULES COMBINATION WRENCH

Capitol Mfg. Company, Chicago, Ill., are putting this wrench on the market, an illustration of it being given herewith. The special feature of the wrench is the reversible tool steel grip jaw. It will be observed that this grip jaw has two surfaces, so that if one



It consists of two adjustable brackets like cut above. One end of the horizontal arm is bent at right angles and entering the window frame through a brass plate reaches behind the masonry or iron work; thus insuring absolute safety, even should the wood-work give way. The lower arm, which serves as a brace, slides along the horizontal arm and is secured by a set screw; it is adjustable to any form of moulding or depth of frame, and has a foot that rests against the wood-work about eight inches below the hole in the brass plate into which the horizontal arm hooks.

The brass plate is used for the purpose of protecting the wood-work from wear. The horizontal rod which is made of gas pipe, in order to combine lightness and strength, connects the two brackets, passing directly through the brass sleeve on the end of each, is secured at any desired width by the set screw with T handle.

The platform is made of clear pine or white wood, 12 inches wide and 3 feet long, though this can be varied when necessary, and is supported by two hinged straps of wrought iron; in one end of each strap here is an eye or hole that passes over the

side becomes dull it can be easily reversed and used on the other side. New grip jaws can be had at a reasonable price. The jaw is referred to as gripping the pipe firmly without lost motion and releasing its hold without crushing the pipe. The wrench is, we are advised, made of the very best material and in sizes from 5 to 15 inches.

Benjamin W. Folger and Matthew H. Folger [bankers], Frederick Folger (agent), and Michael Grady (contractor), all of Kingston, and James Hammond, of Fort William (hotelkeeper), have formed as the Matiwa Iron Company (limited), which, with a capital of \$100,000, has been incorporated by the Ontario Government.

WHAT ARE THE PROFITS ON TIN PLATE.

It would be very interesting to know just what the profits of the Welsh tin plate makers have been during the past year. An unprecedented amount of tin plate has been shipped to the United States and such of it at least has been sold has brought more than the average prevailing price for the past six years. A leading Pittsburg importer, early in the season, asserted in a newspaper interview that a box of tin plate selling here at \$5.70 afforded a profit to the maker of not less than \$1.50, or about \$24 per ton. Doubtless the question of profits in this connection is not better understood by any class than by the tin platers themselves, who have worked in the mills all their lives, many of them being descended from several generations of practical tin platers. It is inconceivable that this class, particularly in these days of trades-unions, should not have a fair idea of the cost of every process of tin plate making, including the cost of material. When, therefore, they make a stand with reference to prices and wages, the inference is unavoidable that they understand something about the subject. The tin plate works were idle during the month of July. When the question of re-opening the mills came up at the end of the month the mill-owners desired to secure labor at reduced rates. The only terms, however, on which the men were willing to stand by the masters, against American competition, as they expressed it, were that the masters should "sacrifice a portion of their profits and let the wages alone." The meaning of this position is

that the tin platers believe that the mill-owners can continue paying the old rate of wages, pay the increased McKinley duties and sell tin plate at the old prices at a profit. The increase of duties by the McKinley Bill has been estimated at about \$8,000,000 on the shipments which have taken place during the past few months. If the tin platers are correct this means that \$8,000,000 is only a portion of what the mill-owners have charged for profits on their shipments to the United States.—Hardware, New York.

Every line of goods embodies a history and a science worth years of study to understand.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.


SEND
For our Fifth Edition
**HOW TO SELECT,
LAY and PAINT
A TIN ROOF**
SENT FREE OF COST.
MERCHANT & CO.,
PHILADELPHIA. CHICAGO.
NEW YORK. KANSAS CITY.

Established 1864.


CLARKSON & CROSS,
CHARTERED ACCOUNTANTS
NO. 26 WELLINGTON ST. EAST,
TORONTO, ONT.
E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

Do You Sell Paint ?
If you do, you should have in stock,
CARMINETTE.
A color renowned
THE WORLD OVER.
Only agents for this country,
WALTER H. COTTINGHAM & CO,
56 St. Peter St. MONTREAL,

Patent Automatic Knife
Nothing better made.
Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.
No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.
We manufacture High
Grade Knives only.
Send for Prices.
The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.



TELEPHONE 2164.
H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.
—REPRESENTING—
Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.
Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.
68 Esplanade St. West, Toronto.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

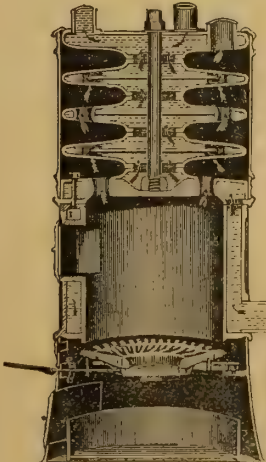

P.O. BOX 768.

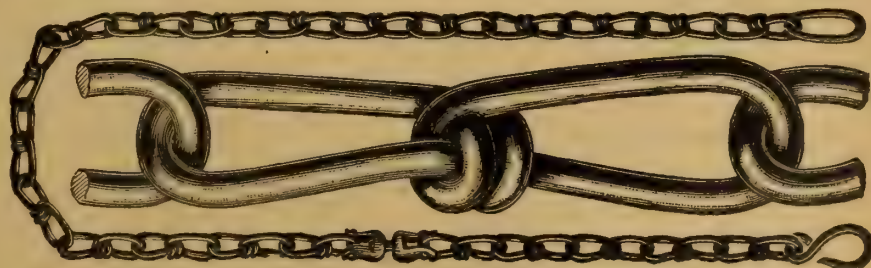
J. & C. HODGSON,
MONTREAL.
MANUFACTURERS
WROT IRON PIPE
FOR STEAM, GAS AND WATER.
Made from imported Scotch strip only. Every
Length tested before leaving our Mill.
All Sizes from 1-4 in. to 2 in.
inclusive.
BEST PIPE IN THE MARKET.



WESTERN REPRESENTATIVE : **H. D. SIMMONS,**
Our name is stamped on every pipe. 74 York St., Toronto.

—THE—
"Acme"
HOT WATER BOILER
STANDS AT THE HEAD.
MILLER BROS. & TOMS
MONTREAL.
TORONTO OFFICE---74 YORK ST.
H. D. SIMMONS,
AGENT.

TEMPERED STEEL WIRE TRACE CHAINS. Made of Brown's Patent
Steel Wire Chain.

LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full
line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.
The B. GREENING WIRE CO., Ltd.,
Hamilton, Canada.



John L. Dauphinee, Lunenburg, N.S., offers his store and tinware business for sale.

Mr. Thos. Nichol, merchant, Richmond, Que., was married to Mrs. Maffat, on the 19th inst.

The death is announced of Mr. Jas. Hicks, the oldest merchant in Perth, at the advanced age of 84 years.

The James Smart Mfg Company, Brockville, have recently shipped several hundred stoves to the Pacific coast.

Mr. Peter White has opened out his tin shop in what is known as Pook's block, almost opposite the town hall in Lanark.

The tender of A. M. Bell for the hardware stock of Chipman Bros., Halifax, at 57½ cents on the dollar, has been accepted.

Last week 3 cars of stoves were shipped from Sackville, N. S., the largest amount ever shipped from there in the same period.

The tender of the Stacey Co., with Daisy boiler and Stafford radiator at \$1,690, was recommended for heating the Amasa Wood Hospital, St. Thomas.

A company is being formed in Kingston which will establish works for the grinding of mineral for paints and phosphates. The capital stock will be \$50,000.

Messrs. Ferres & Co., hardware merchants, Hamilton, request a call and inspection of a model snow plough they have which is designed for clearing snow off roads.

The other night burglars entered Mayhew's general store, Huntsville, and carried away quite a number of articles, besides \$150 which they took out of the till.

Derouchie Bros., machinists and foundry men, Cornwall, Ont., are building a large boiler for Mr. James D. Finlay, who will use it in the new paper mill, at East Angus, Que.

It is proposed to incorporate the E. Broad & Sons Company (limited), with a capital of \$40,000, for the purpose of manufacturing edge tools. The incorporators are mainly Montreal men.

Mr. W. Gartshore, of McClary & Co., London, with his family, is taking a carriage drive through Western Ontario. He was in the city to-day, and drove this afternoon to Aylmer.—St. Thomas Journal.

Mr. E. Paulin, of the firm of Paulin & Plummer, hardware merchants, Sault Ste. Marie, has bought Mr. Hemstreet's interest in the Oriental Flour Company and Ideal Manufacturing Co., St. Thomas.

In the fire which devastated the business portion of Omemee on Thursday night the 27th ult., Ivory's general store, Tisdale's grocery and Mulligan's store were destroyed.

Mr. Ivory and Mr. Tisdale had just laid in a lot of new stock. Twelve business houses went down in the general ruin. The village was at the mercy of the fire, as the only protection at hand was entirely inadequate.

The Regina Board of Trade has made arrangements to send a car-load of exhibits to the fairs at Toronto, London, Ottawa, and other points. Mr. Jos. Jackson, and another to be yet appointed, will have charge of it.

The merchants of Seaforth have almost unanimously signed an agreement to close their business places, at 9 o'clock, on Saturday nights, and nights before holidays, Christmas Eve and New Years Eve, excepted.

The Vancouver city foundry has put in an elevator in the Oppenheimer Bros.' warehouse, Vancouver, B. C. The six-horse power water motor by which it is driven was also put in by them. The elevator is giving excellent satisfaction.

The two boilers for the power house of the Electric Light and Railway Company have arrived at Vancouver, B.C., from Montreal. They were made by the firm of John McDougal & Co., Caledonian Iron Works, Montreal.

The Hamilton Powder Company have kindly presented to the Vancouver Gun Club, through Mr. Chas. E. Tisdall, Vancouver, B.C., a 25 lb. keg of their new trap shooting powder, which will be awarded as prizes in a competition, which will probably be held on Saturday week.

The machinery for the new steamer now building at Leamy & Kyle's mill Vancouver, B. C., has arrived from the Doty Engine Co.'s works in Toronto and will shortly be put in. The new steamer, which is on somewhat the same lines as the Premier, will be launched in about a fortnight.

The Tacoma Smelting Company has made a contract with the Glenn Mining Company of Kamloops, B.C., for all the iron ore they will require during the next year. The company also expect to commence arrangements in a few days to furnish another smelter with a large quantity of ore.

The ironworkers of Ottawa called a meeting, on Saturday evening, and invited the master founders and machinists to talk over the nine hours a day question. Of the twelve masters, only two answered the invitation. Messrs. A. Perkins and Thomas Lawson. The meeting was then turned into a private gathering of the men, the results of which those present decline to speak of.

The Smelter works at Vivianville ran a narrow escape the other day of being consumed by fire. Something went amiss with the cupola, the charge burst and falling amongst water, the molten metal was scattered over the place, and the wood work was soon ablaze. The whistle was at once sounded and in short notice a "pail brigade," was doing active work in mastering the

flames, which they did before any serious damage was done. It seems almost incredible that in such large works with so valuable plant and the chance of fire at any moment, no means other than a pail brigade exist to overcome it.

The Messrs. Reid & Currie, Iron Founders, New Westminster, have just completed the formation of a Joint Stock Co., with limited liabilities and \$100,000 in capital, composed of themselves and a few other of the soundest men, financially, in Westminster. It is the object of this firm to extend their works, so that they will be able to meet the increasing demands of their trade.

Mr. Geo. Meadows, the local manager of Thos. Davidson & Co.'s Toronto branch, has been offered and has accepted the management of the new tin works at Mimico. The proprietorship of that industry is being merged into a joint stock company. Mr. Meadows has been connected with Chown & Cunningham's business for twenty years. He is a thoroughly experienced and capable man.

M. Robert McFarlane of St. John P. Q., has invented a tubular grate which has been in use at the Print Works there for the last seven months, giving the most satisfactory results. The grate consists of a system of iron tubes connected at the ends, through which water is constantly running. The advantages are that fuel is saved, a cheaper grade of coal being burned, the grates do not burn out, no clinkers form between the bars and the water after passing along the tubes can be utilized in the boiler for heating purposes, and where ever hot water is required. The grate has been patented in Canada, July 24th, 1891, and a patent applied for in the United States. A company called the Magog Tubular Grate Co. for the manufacture and sale of the invention has been formed, consisting of B. Lockwood, president; R. Smith, treasurer; L. Lapointe, secretary, and Robt McFarlane, manager.

A lawsuit that will prove of the greatest interest to business men is about to be brought before the courts in Quebec. A merchant, finding himself in financial difficulties, applied to a certain party for a loan of \$1,000 and gave his note for that sum and another note for \$4,000 at three months as collateral security. The lender deducted \$100 from the loan for commission and interest and the borrower actually received only \$900. Later on he failed and when his estate was being wound up the two notes, which by this time had passed into the hands of a third party, were presented for payment. The curators refused to recognize the \$4,000 note on the ground that no consideration had been received and are going to test the matter in court. The lender's claim is that he took this note in order to secure himself if the borrower failed, and that the proceeds of the two notes will not even refund him the amount he lent in cash.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£94 10s. od.	£90 17s. 6d.
Future—	91 10s. od.	91 10s. od.
Copper, B.E.S.—	57 to 60.	57 10s. od.
Lead, S.E.	12 7s. 6d.	12 10s. od.
Spelter,	23 15s. od.	23 15s. od.
Antimony,	44 00s. od.	48 00s. od.
Tin Plates—Cokes	13s. 3d. to 15s	13s. 6d.
Pig Iron—Scotch } Warrants.	47s. od.	47s. od.
No. 3 Middlesboro,	40s. 1½d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL, Sept. 4, 1891.

Trade in all lines of heavy material continues quiet, and there is still an absence of any indications regarding the fall movement, or what it will be. This is surprising to dealers here, considering the satisfactory reports that are received on every hand from this country. However, when it does commence it will probably make up for the lull.

PIG IRON.

Trade is extremely quiet, surprisingly so in fact when all the promising conditions that are in everyone's mouth are considered. Business since our last has been a bagatelle, and if any is to be induced concession has been made. This at least is the case in connection with lower grades such as Eglinton and Carnbroe, the inside figure \$19 has been accepted for both descriptions, and for small lots at that it is claimed. In Summerlee and other similar brands the prices are as before, but trade is almost nil. Advances from Great Britain speak of a moderate demand, while prices have a weak tendency. Recent cable quotations have been as follows:—Coltness 59s. 6d., Langloan 59s., Summerlee 57s. 6d., Gartsherrie, 57s. 6d. f. o. b. Glasgow, No. 1 Eglinton 49s. 6d., Glengarnock 57s. 6d. Dolmellington 50s. all at Ardrossan.

BAR IRON.

There is nothing doing in bar iron and prices remain precisely as before under a quiet jobbing business. About \$2 is the nominal basis, but this would be cut in the case of a round order.

TIN PLATES.

There is a scarcity of the sizes in most frequent request, while the actual supply here is small and the quantity afloat for this port limited. This has imparted a somewhat stiffer feeling to the market, and business has transpired in cokes at \$4.25 and charcoal \$3.75, but offers for delivery further ahead are on a lower basis. The sizes that are asked for are 20x28 and 12x12, and they are not to be had.

TERNE PLATES

There is only a small business doing in terne plates, the turn of a week or so ago having apparently filled buyers immediate wants pretty well. Prices remain on the new basis necessitated by the duty, viz., \$8 to \$8.25.

CANADA PLATES

Remarks re Terne plate apply to this article also, for despite the fact that building operations are considerable there does not appear to be much call for roofing material. The working idea is \$2.25, and some small quantities have been moved on this basis, but it would readily be shaded if a round order could be induced.

COPPER, LEAD, ETC.

There is little change in the position of these metals, a quiet jobbing movement being all there is to note. Lead rules at \$3.50 to \$3.75, and copper \$5.50 to \$6. Pig tin is quiet here despite the more active feeling in the west; neither does the recent speculative activity in New York seem to have had any effect on the feeling here. We quote 22½ to 23.

SCRAP IRON.

The demand for scrap and old material generally is small, the general quietness being as noticeable in this connection as anywhere else. We quote wrought scrap \$17.

NAILS.

The makers report no activity to speak of and the market can be called dull and quiet. Prices remain on the same nominal basis, viz., \$2.15 to \$2.20.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

GENERAL HARDWARE.

All the houses speak of dulness and appear surprised that trade is so slow on opening up. They anticipate a good movement

however and attribute the quietness to the work on the large harvest. There is nothing special to note in any particular.

BARB WIRE.

There has been a quiet sort of movement in this connection with no change in price to mention. The basis for business is the old one 4¾c.

CHEMICALS

Chemicals are without special feature with a fair demand of a jobbing character for most lines. No change is shown, nor any indication of any except in sulphur, which has a firmer tendency, but there is no alteration in prices established here yet.

OILS.

The oil market remains as before with a quiet trade doing. Cod is a scarce article with 47c. the idea for what business there is doing. Seal remains 47½c., and castor oil and linseed are unchanged.

LEADS.

The lead market is quiet. We quote choice 6 to 6½c., No. 1 \$5.50, No. 2 \$5, No. 3 \$4.50, dry white 6c. red ditto 4½c.

GLASS.

There is a quiet trade doing in glass with nothing special to mention. The jobbing idea is \$1.40 to \$1.50, but this would be cut for a round lot.

BINDER TWINE.

There is a better movement of binder twine, especially on western account. Values remain as before 9 to 14c. as to brand.

NAVAL STORES.

There is a fair demand for naval stores, such as rope, coal tar, etc., but turpentine is quiet and moving slowly, while prices are 1c. lower. We quote:—Turpentine, 57 to 58c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep-sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT.

Business in cement continues unusually light for this season of the year. Prices rule weak as supplies are heavy and no round lots moving off. English brands are quoted at \$2.25 to \$2.45 and Belgian \$2.20 to \$2.30 and even these prices would be shaded for round lots. Firebricks are in better demand, in moderate sized lots, at from \$17 to \$23.

PETROLEUM.

Trade in refined is improving, but no contracts are being made as is usually the case at this season. The fact is Canadian refiners

MONTREAL Markets Continued.

show a disinclination to operate ahead at present. We quote:—Canadian, 12 to 12¼c. at Petrolea, 13¾ to 14c. in car lots at Montreal and 14½ to 15c. for single casks. American, 20¾c. in car lots and 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots and 22c. for single brls. 2 per cent. off for cash; American benzine, 23c. to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Sept. 4, 1891.

Actual trade, while not moving much faster than it did a week ago, is in a more satisfactory condition. Everything is ready for a good fall business; the stock is mostly here, the demand, though latent, exists, and money is likely to circulate freely. The tone of both Canadian and British markets has a clearer ring to it; prices are steady. A fortnight more of such weather as we are having will have a wonderfully beneficial effect.

IRON AND STEEL—Pig iron has not yet shaken off its midsummer torpor. Inquiry is more or less on the alert though, and an occasional sale is reported. The lots are small. They include 100 tons of Calder, 185 tons of Carnbroe and 50 tons of Summerlee. Some business is expected to be done during the exhibition, when manufacturers will be taking the measure of next season's stove and agricultural implement trade. The prices are steady at quotations below:

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$20.75
No. 3 Calder \$22.	No. 3 Middlesboro \$19.75
No. 1 Summerlee \$22.75	Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50—\$21.50.
Scotch \$22.50—\$23.50.
Rockwood \$21—\$21.50.
Gloss \$22—\$23.
Woodward \$22—\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

Bar and manufactured iron and steel have not materially changed their situation since a week ago. There is some demand from manufacturers, but the season is not fairly open yet for its full strength to be exerted. Ordinary bar is steady at \$2.05 and refined at \$2.50.

COPPER—Stove making is what gives life to the market at this time of year, and that industry is not in full swing yet. There is a very good trade, however, going on in both ingots and sheets, the former at 14½ to 15c. the latter at 18 to 20c.

TIN—Is in steady request. There is no change either in the rate of the demand or the prices. Lamb and flag 56 lb. ingots are 23 to 24c., Straits 100 lb. ingots are 23 to 23½c., and strips are 24½ to 25c.

LEAD—Is in undiminished dulness. Pig is easy at 3¾ to 4c. Bars are 4¾ to 5c.

ZINC AND SPELTER—Zinc is in unabated demand. A large quantity of stock is sold every week. Zinc sheets are 6½ to 6¾c., and blocks are 6 to 6¾c. Spelter is quiet at 5¼c. for domestic and 6c. for imported.

ANTIMONY—Is of little market interest at the moment, business being nearly at a standstill. Cookson's is 14½ to 15c., other grades a cent lower.

TIN PLATES—Delivery of import orders and filling sorting up orders are all that is going on now. There is still some supineness in the demand. Prices are steady. Some unexpected activity in the British market having a bracing effect upon values. They are 1 C coke \$4 to \$4.25, 1 C charcoal \$4.50 to \$4.75, 1 X charcoal \$5.50 to \$5.75, 1 X X charcoal \$6.50 to \$6.75, D C charcoal \$4.50.

TERNE PLATES—Are moving freely from seller to buyer. The slight check to business which the sudden imposition of the duty caused has ceased to be felt, and those who want stock are taking it. Prices are \$8.25 to \$8.50.

CANADA PLATES—Are rather active. Import orders are being delivered and fall orders are being filled. Stove-pipe making creates the demand. Prices are \$2.85 to \$3.

GALVANIZED SHEET IRON—Is receiving its usual year-round share of attention, but is not exciting seasonable interest yet. Prices are: 16 to 24 gauge 4¾ to 5¼c., for 26 gauge 5 to 5¾c., and for 28 gauge 5½ to 5¾c.

BUILDERS' HARDWARE—This branch of trade is getting more life in it. More inquiry than actual business is reported yet, but sales are being made as well.

CUT NAILS—Are in steady demand at \$2.30 shipped from stock, and \$2.20 in car lots from Montreal.

HORSE NAIL—Are featureless at 60 to 60 and 5 per cent from list.

HORSE SHOES—Are easier at \$3.50.

CORDAGE—Is steady at last week's basis of quotations, viz., 12¼ to 12½c. for manilla, 8¼ to 8½c. for sisal and New Zealand.

WIRE—Is fairly active at 12½ per cent. from list with 10c. additional to net price for freight.

PAINTS, OILS AND COLORS.

Business continues at the rate which has been steady throughout the summer, and which shows a brisker movement than that of last summer, month being compared with month. Linseed oil is steady at the low prices for some time quoted, viz., 59 to 60c. for raw and 62 to 63c. for boiled. Turpentine is featureless at 55 to 56c. Castor oil is 8¾ to 9c. White lead is unchanged at 5½c.

GLASS.

Stocks are low, staple sizes are in demand and prices are unchanged. The first fall shipment is on the way and is expected next week. The price will not be affected so far as can be foreseen by importations.

OLD MATERIAL.

The same story is to be repeated to describe the old material market, which is over supplied and lacking an outlet. Fall operations at the foundries, etc., are expected to furnish the latter up to the required extent. Prices are as follows:—No. 1 heavy scrap, 65 to 67½c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2¼ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

PETROLEUM.

This week's business has been larger than that of any past week for some time. The shrinking daylight is flavoring the demand. Prices are steady at quotations.

The Petrolia Advertiser reports: Petrolia crude \$1.35 per bbl. Oil Springs crude \$1.35 per bbl. It is reported on good authority that a combination will control the refined burning oil business of Canada this fall. The manufacturers and dealers who have been trying to crush each other by underselling without lessening competition, have concluded that a new departure must be taken this year if any profit is to be derived from the business, and certain prominent gentlemen in the refinery business are said to be quietly mapping out a plan for future co-operation; it undoubtedly will be in the nature of a syndicate, and it is on the cards a proposal will be made to pass the entire business through the hands of one selling agent. The main purpose of course is to advance prices and keep them at a profitable point. The trials and troubles of the last syndicate are still fresh in the minds of the refiners, and some are inclined to think that

CHEAP STOVES.

We have the largest variety in Canada.

We have seven new lines this season.

Our stoves have been favorably known for 40 years.

Our customers may rely on every advantage in prices.

A new nestable pipe—25 in crate—cheap.

57 varieties of Furnaces.

We can supply repairs for Crown Jewel Base Burner.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.



MARKETS—Continued.

the same obstacles to success encountered previously, would still be a stumbling block. There are not many active refiners and we understand that they favor an agreement on prices, if a penalty clause could be attached which would act as a menace to violaters of faith. But serious doubts are entertained as to the success of an association which regulates the out put from each refinery and restricts the business to one central head. This feature proved suicidal in the last undertaking on account of broken obligations, but a remedy could be found by either ignoring the guilty persons or having a severe penalty for future offenses. Every association for regulating trade has its trials and it is seldom that we hear of proving unsuccessful when surrounded by the proper safe-guards.

Operations in the drilling line still go on as per usual, all the contractors having their hands full for quite a while to come, both here and in Oil springs. The producing situation at present is interesting, pending the movements of the manufacturers, which may prove to be an important factor in turning the idea of speculative values either down or up in the immediate future. Waggon oil tanks keep constantly delivering oil at the reciving stations.

HIDES, ETC.

HIDES—Are unchanged at 5 to 5½c. for green No. 1 and 6½c. for cured, a car of the latter having changed hands last week at that figure.

SKINS—Sheep skins have advanced to 60c.

WOOL—Is steady and plentiful at 19c. A lot of 25,000 pounds sold at this figure outside, and another 14,000 lb lot was sold a few days later.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.79	4.19	3.92
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.88	4.28	4.01
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.88	4.28	4.01
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.88	4.28	4.01

AMERICAN METAL MARKET.

NEW YORK, Sep. 4 1891.

Inquiries that have been on the market latterly for railroad supplies do not appear to have led to business of any magnitude as yet, and despite the upward turn in prices of railroad securities and the favorable prospects for heavier earnings in the near future, the companies are cautious in the matter of placing orders. The iron and steel trades thus lack the important and much desired stimulus of railroad patronage. Finished productions for other uses are being ordered to a fair extent, but progress toward radical improvement is slow, and it is in exceptional instances only, that the situation proves to be much better than it was a month ago. Competition is still remarkably temperate, however in nearly all branches of the trade, and values show very little movement. Manufacturers keep the price of steel rails firm at \$30 f. o. b. mill for heavy sections. Billets and slabs are relatively lower at \$25 to 26, and wire rods at \$34 to 35 at mill, according to location of works, but finding fairly free sale. Structural material of all descriptions is steady at old rates. Pig iron prices stand about as quoted for some time past, and, drawing the line at inferior foundry and mill grades, the market is fairly steady. Northern foundry pig iron is quoted at \$17 to 18 for No. 1 and \$16 00 to 16 50 for No. 2. Southern brands range between \$16.25 to 17.25 for No. 1. \$15 50 to 16 for No. 2, and \$14.75 to 15.25 for No. 3. Grey forge remains at \$14 to 14.50. Bessemer pig has been moving rather more freely at \$15.50 to \$16 at furnace. Spiegeleisen is dull at about \$27.50 to 28.50 for 20 per cent., and ferro manganese, 80 per cent. at \$63.50 to 64.50. Old material is very quiet, with sellers at \$20.50 to 21 for iron tee rails, \$16 50 for steel rails, and \$20 to 20.50 for No. 1 wrought scrap iron, all f. o. b. cars at shipping point.

TIN—Speculative operations in pig tin have been on a smaller scale, the turnover during the past three days amounting to only about 100 tons, and prices have averaged somewhat lower in sympathy with a reaction in London Stocks on the spot have increased about 600 tons during the past thirty days, and the quantity afloat is also larger by 600 tons than it was a month ago, while the visible supply for Europe and America shows about 800 tons increase. This showing and the perfunctory manner in which purchases are made by consumers would indicate a weak position; but the leading holders, meeting no formidable op-

position, manage to manipulate prices to their own advantage. On the spot there were sales of 10-ton lots at 29c. net cash, and September delivery went at the same price. Jobbing parcels have had fair movement at about 20½ to 20¼. Latest London cables quoted £91 5s. for spot and £91 10c. for futures.

COPPER—The copper market has remained quiet. Outside parcels of Lake Superior ingot offered at 12¼c. move off slowly, and inquiries from consumers are few, but the leading producers still make a more or less pretentious exhibition of firmness, claiming in some instances that current output is well under the control of orders. Casting copper is quoted at 11½c. upward, according to brand, but finds rather slow sale. In the London market there has been a reaction on merchant bars to £52 7s. 6d. for prompt and £53 for future delivery.

LEAD—Pig lead is a shade higher and apparently firm at the advance. The turn, however, is due almost wholly to reserved offering by smelters, who seem still to be hopeful of a lively demand during the next sixty days. Consumers have purchased sparingly. Single carloads sold at 4 47½ to 4½c., but at the close 4.52½c. was generally asked.

SPELTER—Western spelter has been sold at 4.90 to 4.95c. according to brand. This concession led to a very fair business being effected, but during the past few days smelters have shown less desire to sell, and at present 4.95c. is named as strictly inside price.

TIN PLATE—There has been quite a good trade in tin plate between local dealers, but purchases by consumers are still on a moderate scale, and the demand from that quarter is spiritless. Values are quite firm, with a moderate advance on some lines of coke finish and terne plates.

By an oversight the matter under the head "Model Stores" last week got to press without the acknowledgments due to our big friend, the Iron Age. We owe to the courtesy of our able contemporary both the cuts and the reprint which we used to describe the Schiller House Furnishing Co.'s store.

W. Kirkup & Co., tinware and stoves, Revelstoke, British Columbia, have dissolved. W. Kirkup continues, and assumes all liabilities. J. Kirkup will collect all outstanding accounts.



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

ENGLISH VERSUS AMERICAN PIG IRON.

The Montreal Trade Bulletin says the fact that Scotch pig iron has been driven out of the Ontario market to a great extent by importations from the United States is no news to the readers of the Trade Bulletin, but it will be interesting news to them when we state that the chances point to the probability of our importers being able to oust the American product from Ontario by bringing in the common grades of English iron, which compare favorably with the quality now being imported from the other side of the line. The recent break in Scotch warrants has evidently had a weakening effect upon Middlesbrough, and similar grades, which are expected to go still lower, enabling our importers to undersell American pig iron, which for some time past has obtained almost a monopoly of the Western trade. — Iron and Coal Trades Review, London.

ON STARTING BUSINESS AS AN IRONMONGER.

There are ironmongers and ironmongers. What constitutes the difference? There are men who succeed rapidly against heavy disadvantages, and others who fail although they possess many advantages. A fair, indeed-large, percentage succeed only partially, or can only be reckoned as fairly successful; able to pay their way, but yet unable to accumulate a competency. Why is this so? In a large number of cases it is owing to insufficient capital to meet a growing business; but in a larger number still, it is owing to the lack of some personal qualification which their more successful neighbors possess.

It is manifest that to be truly successful in commencing business as an ironmonger good health is a necessity few could by any possibility do without. The constant strain upon both mental and physical powers is so great that it would be a grave misfortune to any business in its early days to be deprived of the working head by a failure in either respect. The strain entailed by the endless number of matters to be thought of and thought out by any one devoted to his trade is immensely increased by being, in a very large degree, concentrated within the limit of a few days. It is, therefore, essential not only that the mental and physical powers should be in good order, but that they should be capable of a very largely increased strain being put upon them, and of keeping pace with it. To this must be added a keen foresight, prompt action and determination, and the power to grapple with new and constantly varying circumstances and conditions.

The possession of a robust constitution is an invaluable blessing which is usually independent of human exertion, but most other personal qualifications are such as every man may win by patient efforts. To gain them should be every man's object, and to do so at as early a period in life as possible. Unless the powers of the intellect are cultivated,

there can be no real ability manifested. To cultivate fruit, the gardener does not sit still day after day and month after month; and to be able to bring all the powers of the mind to bear on business matters, it is necessary to constantly exercise them in this direction. The constant study of trade literature is a most important item; yet how few assistants take the trouble to read such, even when placed within their reach; fewer still will consider it essential to ultimate success in the world to put aside a portion regularly of their income to purchase such. An intimate knowledge of trade catalogues and their contents is another matter often entirely ignored habitually until too late, with the result that when asked for any article a little out of the ordinary daily routine, they are absolutely lost and unable to answer the simplest question thereon, and as to knowing of whom to purchase it, that is completely beyond their ken.

Why should an assistant constantly look to his seniors or employers to help him out of a difficulty, when, by a slight effort of his own, he can get out himself? or better, still, avoid getting in. If he systematically neglects to seize opportunities when an assistant, can he reasonably complain that he is behind the times as a master himself? If there is among the assistants of the present day any one failing more conspicuous and common than any other, it is that of systematically sliding out of responsibilities, with the result that when the time arrives for them to take action on their own account, they are totally unfitted for it. It is not sufficient to know how to achieve certain ends, it is essential that the powers required should have been exercised in the same direction, so that when necessary to bring them into use, they shall not be untried weapons. Any lad fresh from school may, after ten minutes' observation, know how to tie up a 7 lb. parcel of cut nails, but can one out of twenty junior assistants do it properly?

It is, therefore, necessary that every effort should be made to not only know how the various duties of an assistant should be performed, but to be practically able to carry them out; and if this is constantly kept in view through the various steps upward from that of apprentice to that of employer, occasions when a man is completely at a loss how to act will seldom occur.

Forethought, prompt action, decision, are all characteristics gained and strengthened by the same means. They are all qualities which cannot be taught, but they may be acquired by every one possessed of ordinary brain power, and all are necessary to success in business. To gain them needs attention and close study of all the minutæ of the business from end to end, and this attention and study combined give an opportunity to gain an even more important possession—more important, inasmuch as it largely covers all the foregoing, yet goes much further, and that is, experience. Personal ability does not necessarily give its possessor the power to perform; experience must do so, inasmuch as it can only be gained by repeated performances.

To make a successful ironmonger, it is, therefore, essential that a man should be complete master beforehand of the business which he proposes to start in. To attain this mastery will, of course, take different men different periods of time, varying very widely in accordance with the powers and

opportunities of each, and of the nature of the proposed new venture. Four to five years is the accepted term throughout the trade for apprenticeships to last. If then it takes this time for a youth to be fitted to get out of "leading strings," it is fair to assume that ten to twelve years' (total) experience is not too much for a man to have before starting for himself. How best to gain the necessary experience, is a point each must largely settle for himself; it is, however, an undoubted advantage to have had a longer rather than a shorter practical acquaintance with the trade before launching out, and to have divided that time up between several employers, so that the methods adopted by each may be considered, and the good points of every system adopted, while the weak points are avoided. No single ironmonger has ever yet succeeded in mastering the entire trade. It is far too elaborate for any one human mind to compass, hence the wisdom of sharing with several employers the early years of business life. It is well, too, that a wide knowledge of things in general should be obtained. Circumstances altogether outside the range of ironmongery have a direct bearing upon many branches of the trade, and ignorance on such matters is in these days unpardonable. The men who have succeeded best in life are those who have seized every opportunity of gaining and keeping information, and applying the knowledge so gained.

All these qualifications are necessary to make a really successful ironmonger, yet without energy they must and will count for nothing in the establishment of a new business. If a man accustoms himself from the first to appearing at his place of business for the day in the middle of the morning, it is a moral certainty that his newly established business will follow him and be later still, and in like manner, if he gets into a slovenly way of carrying out his orders, or dressing his windows, or making out his accounts, it follows for a certainty that the public will not only find it out, but act upon the knowledge they have so gained, and so it must result in a direct return upon his own head. As it is essential that punctuality and promptness should form a leading feature in a tradesman's dealings with the public, so it is equally necessary that to keep a business well in hand, everything should—so far as is reasonably possible—be reduced to system. Spasmodic energy is only a little less evil than no energy at all and produces an endless amount of heartburnings and regrets while it lasts, to be renewed with each returning seizure. To be successful, energy must be shown continuously and at even pressure, kept well in hand, yet used to its full scope. So too, order and method must prevail at all times, or the whole affair becomes, as is too often the case, an overwhelming muddle ending in failure, total and complete.

It behoves every assistant, therefore, who is seriously thinking of taking upon himself the duties and responsibilities of an employer to consider well his personal characteristics and abilities; to examine himself, and as far as possible, to do so from an unbiased point of view. At all events his efforts must be honestly brought to bear upon the subject if he would in after days feel any true self-reliance and independence combined with fair prospect of being able to succeed. If upon such examination of himself he cannot fairly feel he possesses these necessary qualifications, it is foolishness, pure and simple, to make an attempt which must, to a certainty, prove a failure.—A Master Ironmonger in Ironmongery.

THE SITUATION OF FLAXSEED.

The present condition of the flaxseed market at the chief centre of distribution, Chicago, affords some features of interest not ordinarily incident to the season. While the weekly fluctuations reported in transactions on the floor of the Board of Trade, in that city, show about a normal range, prices are far lower than for the same period of last year. During the six days reviewed by our Chicago correspondent, the contract grade of flax has sold at figures quoted from \$1.03 to \$1.07, while in 1890, the same week witnessed sales at between \$1.36½ to \$1.39. In some respects the conditions a year ago resembled them now. Then, as now, the dealers found themselves at the beginning of a new crop year, with the forecast of an unusually heavy crop. At present, however, the Chicago seed elevators are carrying a stock considerably in excess of that carried a year ago, although receipts of new flax are not quite up to last year's figures.

At the same time, the most reliable advices received here, not only from Chicago but also from the flax growing districts all through the north-west, indicate an estimate of the yield considerably higher than last year's prognostications, which fell far short of the actual yield. There seems no reason to anticipate any marked falling off in the crop of the current year, as compared with that of the year just closed. High prices

have resulted in an increase in the acreage sown, and the plants are now practically out of danger. On its face, this would seem to indicate a very considerable surplus in the crops of the entire country, and in the absence of an active export demand, a glut of raw material might bring about a drop in oil to phenomenally low figures. Consequently, the condition of foreign crops becomes a question of deep interest to the linseed oil interests. With England clamoring for American seed, we should see firmer holdings, higher quotations, and a general upward tendency in both oil and seed markets.

At the present writing, the outlook seems favorable for the marketing of larger quantities of American seed abroad than ever before. While the Espionage exercised by the Russian Government prevents the obtaining of absolutely authentic crop reports from that country, it seems reasonably certain that adverse conditions have reduced the yield of Russian flax to a minimum. The reports from the Argentine Republic are proverbially unreliable, yet reasonably trustworthy information indicates at least a partial failure of the flax crop in that country. Neither are the prospects bright for the East Indian yield, the estimates of exportations from Calcutta and other ports falling below the average for several years past.

Such being the condition of affairs at the sources of flax growing, the conclusion seems to be that for seed, as for cereals, Europe must look to this country for supplies. A

brisk export inquiry has already begun to manifest itself in the West, and it is not beyond the bounds of possibility that the surplus yield of this country will find an outlet through channels which, for the past few years, have fallen into "innocuous desuetude."

It is too early, as yet, to predict the probable effects of such a contingency upon the oil market. At the same time, there is noticeable a stiffening of backbone, a hardening of values, in this commodity. Should the contending factions in the West arrive at some sort of a compromise, the outlook for the coming year would be more favorable to higher prices than for several weeks past.—Oil, Paint and Drug Reporter.

A customer secured is a promise of greater salary in time.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Now is the time to purchase your supply of the following. Our stock is complete and prices right.

Lightning Ice Cream Freezers; Dish Covers, Round and Oval, Blued and Tinned, Granite or Agate; Enamelled and Brass Preserving Kettles; Cherry Stoners, Apple and Peach Parers; Fruit Presses; Ice Picks and Tongs; also good stock of "Never Break" Kettles; Sauce and Fry Pans.

WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.

KEEPING HARDWARE STOCK FRESH.

Your hardware stock will not suffer from changes of style as much as it will from rust accumulating on it, caused by frequent handling. The polished blade of a knife chisel or plane will rust immediately if not at once wiped off dry. The rustic from the backwoods, when he selects a razor or knife, feels in duty bound to expend all his lung power in blowing his breath on the blade to find out how quickly it will dry off or vanish. He has a sort of natural philosophy of his own which enable him to determine the quality of the steel and the temper of the tool by this process. Be very careful to have your hardware in the driest portion of your store. Locate it so that it will get the least heat in winter and have the sunlight in summer. Keep it far removed from the salt and dairy atmosphere of your butter and salt-fish department. The fancy articles which you keep in this line for show-case display, watch very carefully. Keep a flannel cloth where it can be reached handily, and after showing a customer a knife or razor, wipe the same immediately perfectly dry before putting it in its case. Never display rubber goods in the same case as cutlery. They will cause rust nearly as quickly as water. I refer particularly to soft rubber goods and not vulcanized goods, such as combs, pins, and the like.—Ex.

LABOR FIFTY YEARS AGO.

How much the condition of the working people of this country has improved in the last half century is difficult of realization, and the facts regarding the earnings and mode of living of the laboring classes are only brought home to us of this generation through the reminiscences of some toiler of the earlier period.

It is undoubtedly true that in most cases improvements in machinery or in processes have reduced the ratio of total labor cost to the value of the product, and this movement has been universal in all manufacturing countries. While we started fifty years ago with wages about on a level with those current in Great Britain the same have risen much more in proportion in this country, until they are from one and a half times to more than twice as great as those paid on the other side. Why, to go no further back than just before the war, a journeyman carpenter who now earns \$2.50 per day was satisfied with \$1.50, while the laborer who now receives \$1.75 to \$2 per day would have been well compensated at \$1. No one pretends that English textile mills are not as perfectly equipped as our own, while on the other hand many of the operatives in our factories are emigrants from Lancashire and Yorkshire. Yet, according to the report of the British Board of Trade, the operatives in British woolen mills, for instance, averaged \$170.31 in earnings per head for the

year 1885, while the Massachusetts Bureau of Statistics of Labor returned the average earnings of woolen-mill operatives in that State for the same year as \$282 per capita.

A most interesting basis for comparison of the condition of working people fifty years ago in what is now one of the largest cities of the State is furnished by a letter in the Transcript from an old cotton-mill superintendent. The hours of work then were from 5 a. m. to 7 or 7:30 p. m., with thirty minutes allowed for breakfast and forty minutes for dinner. Women to a greater extent than now were employed; children of tender years were numerous in the mills. The pay of the ordinary day labor was 75 cents, and spinners on hand-mules rarely averaged \$1 for fourteen hours of toil. The work of the weavers was exacting and tiresome in the extreme, and 66⅔ cents per day was above the average pay.

The meat common to the table of the worker of that day was pork. Coffee, tea, milk, and sugar were used sparingly, and molasses was almost invariably used for sweetening. Satinet for winter wear and nankeen for summer use were the garments of men and boys alike. Cowhide covered the feet of boys in the winter. During the other months they went barefoot. Their winter garments included neither undershirts nor overcoats; but the woolen comforters served instead. Calico was the ordinary dress for women, and but few varied therefrom even on Sunday.

In the tenements stoves were unknown, carpets were beyond the occupants' means, and the walls were unadorned with paper or pictures. The chairs were of wood only. The feather bed was usually for the comfort of the parents, and the younger members slept on straw. One room served for sitting-room, dining-room and kitchen; and the garret was rarely separated by partition. The rug before each bed was of braided woolen rags. These operatives, too, it must be remembered, were native American men and women who came from the country towns.

The many improvements in machinery have now rendered the labor of the operatives less wearisome, and these improvements have made less skill necessary for the operating of such machinery.

The compensation of wage-workers shows a marked increase. The women of the weave-room now average \$8 per week of sixty hours and the men \$9 per week, while mule spinners average from \$11 to \$12 per week. The wages of masons, carpenters, painters and other outdoor laborers have doubled within the past fifty years, and their hours of labor materially lessened. The assistance rendered the wage worker from the public is also noticeable in the establishment of free hospitals, etc.

The operatives' house, with its modern conveniences, unknown to the manor house of the first half of century, and alike produc-

tive of health and comfort, though of much higher rental, demands no greater percentage of his earnings than did that of an earlier day. In all else the cost of living has not materially increased. Manufactured goods consumed in the families being materially lower in price whatever difference there is in the sum of living expenses is accounted for by the improved quality of goods purchased. The luxuries of a few years ago are the necessities of to-day.—Commercial Bulletin.

GLAZING COLORS.

Glazing is a term which has probably been borrowed from the potter's art of coating the ware with a transparent vitreous substance.

The house painter uses the word glaze in speaking of the setting of window panes, and the word is used also by other trades when speaking of a finish that adds luster.

Glassy, transparent, is the correct meaning, therefore glazing colors are those possessing but little body or covering power, and which are employed when richness and brilliancy are desired.

Body colors may be rendered transparent or partially so by using but little color to a large proportion of vehicle; but such glazing is of no value except to landscape painters, and not much to them.

There is no difficulty in producing a perfect glazing coat, when the painter knows how to prepare the foundation colors.

The self-taught painter, supposing that all colors are used the same, may worry over his carmine or yellow lake and wonder why they will not cover, and he may give up in despair; but the regular vehicle painter, knowing what is demanded, proceeds with a glaze with as little concern as he would for a body color.

Any body color which is to be used as the color proper should be fine, clean and laid on perfectly smooth. This being the practice in good shops, glazing is merely an extra work of laying two or more coats of transparent color.

The glaze may be put on thin and but one coat given, which is practised when it is desired to impart brilliancy to the under coat. Brilliant vermilion is produced by a thin glaze of carmine over vermilion, and the same method may be adopted with the yellow and green lakes.

The common practice is to prepare the ground color so that it will closely match the tone of glazing color as it appears when mixed or "wet up," for every color is slightly deeper in tone when wet or mixed in oil or varnish; but the glazing colors are capable of a wider application, for they may be painted over grounds wholly opposite in color. Thus carmine may be glazed over lead color, black, and also over white, yellow pale green, verdigris, blue, purple, violet and yellow lake; verdigris and ultramarine blue may be glazed over about the same range of colors, but when so used they are better adapted to narrow spaces, striping ornamental and pictorial work.—Manufacturer and Builder.

READY MIXED PAINTS IN HARDWARE STORES.

The handling of ready mixed paints has become one of the most important branches of the retail Hardware business says one of our exchanges. A few years ago the retailer handled them very gingerly, if at all. To undertake to push their sale, was to incur the opposition of every painter in town. They sold them when called for, but always recommended the regular old-fashioned, ground colors and oil, which required mixing to suit. Many of the goods were bad, and gave poor satisfaction, while some were passably good and a few were really meritorious. Calls for the better goods increased, for users were quick to see their general utility and advantage over the old goods, and there was a promise of emancipation from thralldom to the old professional house painters.

Reputable paint manufacturers saw the way the tide was turning, and cutting loose from prejudice and the natural inclination to cling to old methods, they took measures to control the business by adopting it as a part of the regular trade, which it now is. They set to work to devise the best means of making a ready-mixed paint that should be as standard as the old brands of ground white lead. Experts in colors and chemicals were put in charge of the mixing room, that became veritable laboratories. The properties of colors were studied scientifically. Mixing became an art or profession. The blending of the three primary colors, red, blue and yellow, so as to form the secondary colors in their highest perfection, and the blending of these to form the tertiary colors, is indeed an art. Any one can see at a glance that all this can be better done under these new and improved conditions than with the crude methods of the old paint shops. An hour spent in one of the large manufactories of mixed paints, would convince the most skeptical of the truth of this.

To-day the trade has reached an enormous volume. There are a number of large concerns, who, in addition to handling immense lines of paints and oils, are also prepared to meet the large and growing demand for ready-mixed. They have skilled men engaged in the work of mixing, and their knowledge of colors enables them to produce shades and effects impossible to the painter who buys his lead and oil and colors and does his mixing at his shop, or, perhaps, at the work to be painted. The regular painters have made a valiant fight against the ready-mixed, as did the regular dealers in regulation goods. But both have practically abandoned the fight, and the former are using the goods now which are furnished by the latter. Many of the fine shades and effects of mixed colors, can only be produced by the most skillful manipulation, by experienced hands, and by repeated trituration or grinding by machinery, which

accounts often for the superior brilliancy of ready-mixed colors over those produced by the painter's own mixing.

Cheapness is another element of popularity of ready-mixed paints, but the greatest cause of the wonderful success of the business is its convenience. To-day, if one wants a little painting done, he can buy a can of ready-mixed colors and a brush, and, if any way deft of hand, can do the job himself, clean his brush, put the cover on his can, and be ready for the next job, instead of having to send to the professional painter and wait his time and pay his price. There is much more painting done than formerly in country localities; out-buildings and farm implements getting attention they would not under the old system. The ordinary farmer or mechanic can keep his buildings and door-yard gates and fences, and his wooden implements all nicely painted at small cost, and do all the work himself.—N. Y. Hardware.

TWO VIEWS OF MIDDLEMEN.

A few weeks since one of our Eastern contemporaries discussed the question of middlemen in trade, presenting the problem whether they could be profitably dispensed with by manufacturers and if that course would also be in the saving and interest of the retail storekeepers. No conclusion was reached in that article nor did there seem to be a desire throughout its whole length to solve the problem presented. In fact, the question of intermediate agents between maker and seller was treated much as the enigmas in the puzzle column of certain journals, which, having presented a conundrum, leave its solution to whoever is minded to undertake that task.

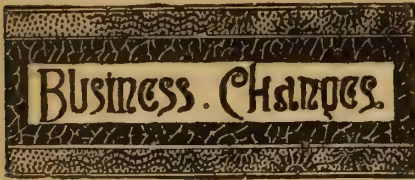
Singularly enough the puzzle presented by the New York trade paper in question, has since been taken up and attempted to be solved by a gathering of persons styling themselves the Alliance Commercial Convention, and assembled at Topeka, Kan., last week. This body, which, as its name implies, was chiefly composed of farmers, fearlessly grappled with the question, being fully persuaded that it had a sufficient commercial knowledge to instantly solve the problem that has perplexed the business world, according to writers sacred and secular from about the time of Joseph, governor of Egypt in the time of his father Jacob, and who charged that certain middlemen were only spies come to see the nakedness of the land.

After first determining that some of the Alliances represented in the convention were so managed as to make their business integrity a subject of strong suspicion, and insisting that the crooked ones should be made straight and the worthless ones rooted out entirely, the body resolved that out of the remainder the best should be retained as commercial agents, or, rather, as members of the Consolidated Commercial Alliance. A brief

outline of the full purpose of the convention being called for, it was succinctly stated to be to kill the middlemen, and reasons numerous, diverse and of varying force were given why the work of slaughter should not be delayed, commencement being suggested at Kansas City in order that farmers might save to themselves the sums of money that commission merchants now exacted for selling the stock of one farmer to another. Hereafter, it was ordered, buyer and seller must come together personally.

Thus it will be seen that the farmers have determined that however it may be with others, for themselves they want no middlemen. Yet as a matter of fact the farmers are almost the only class having products to sell who cannot get along without middlemen. The manufacturer may be his own jobber, and in some lines is. He may buy direct and sell direct, but that privilege is not open to the farmer, who of himself has no commercial connections whatever. Yet the manufacturer who is constantly in the market generally finds it prudent and presumably profitable also to retain the services of others to sell his wares, and so of trade at large. The middleman is a part of the existing commercial system and method which neither of the other departments of commerce cares to dispense with. He is a convenience to both maker and seller, and it could readily be shown that so far from being an expense to those he serves his employment by them is an economic policy. Only the inexperience in commercial affairs of the farmers permits them to doubt the wisdom and economy of retaining the middlemen, and as we have said, they cannot do without them. The farmer cannot sell his own grain in Europe. He cannot even arrange for its ocean transportation. He cannot even sell it on the domestic exchange without paying a commission for the privilege, and to extemporize methods of getting his wheat to market through other than the regular commercial channels would cost him far more than the services of the most experienced middleman would amount to.

It is more than likely that if he essayed to contrive a plan of his own to deal on the wholesale plan he might encounter the experience and adversity outlined in the subjoined account of fraud recently and extensively practiced upon Michigan farmers. In that case it related that a bogus firm styling itself the Chicago Dealers Association imposed upon guillible farmers after this manner: An agent made the rounds and sold privileges for \$5 each to buy goods at wholesale prices, securing about seventy-five or eighty member. Each was given a catalogue of prices. It was found on examination, however, that the so-called wholesale rates were about 10 per cent. higher than the regular prices in the retail stores, and, beside this, the patrons of the association must pay freight and buy in wholesale quantities. This is like the experience of patrons of grange stores some years ago that were organized to do away with middlemen. But the regular middlemen were soon invited to return and heartily welcomed to their old places.—Stoves and Hardware Reporter.



SALES MADE OR PENDING.

The stock in the estate of Chipman Bros., hardware dealers, Halifax, is offered for sale.

R. Dunsmuir & Sons, general merchants, Wellington, B. C., have sold out to E. Cook & Co.

PARTNERSHIPS FORMED AND DISSOLVED.

Davis & Lowther, general merchants, Oxford, N.S., have dissolved, Chas. Lowther selling out to T. F. Davis. The style is now Davis Bros. & Co.

FIRES.

T. Ivory & Sons, general merchants, Omemee, Ont., are burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

J. Kuhn & Son, general merchants, Balmoral, Man., have assigned.

Margaret F. Slattery, general merchant, Louisburg, N. S., has assigned.

Arthur W. Emerson, general merchant, Bothwell, Ont., has assigned to John Mercer.

FILES AND HOW THEY ARE MADE.

The file trade is peculiar, in that it largely depends upon other industries. Although in nearly every business a file is used, and these tools are always in demand, when it comes to such trades as carriage-making, where files are necessities, the busier the carriage-maker the more files he needs and the brisker the file business. Some of these factories use an immense number of files, safe manufacturers generally buying in quantities of from twenty-five to fifty dozen, and I have in mind some well-known tool works where twenty to thirty boxes, or \$1,000 worth, of files are used every season. This is not exceptional, but merely gives a slight idea of how many files are in use. The firm of manufacturers from whom we buy turns out from 5,000 to 6,000 dozen files per week. Formerly, say about forty years ago, all the files were made by hand, but with the enormous demands of to-day machines are a necessity. By hand a file-maker can turn out about two dozen 14-inch files daily.

This is far less than machines can do, and the result is that hand-made files are twice as dear as machine-made ones, which compensates any loss of fineness and durability in the machine-made file, because if the latter were to wear out twice as fast as the former, use of it would not cost any more. The fact is that hand-made files do last longer than the others, but then the machine-made files are cut more accurately. Some hand-cut files are still used, and especially for very fine work, such as jewellers' and dentists' work, and these instruments are made by the French Swiss girls. They take pieces of good quality steel—all files must be made of good steel—and with chisels and hammers run the cuts along the metal.

The reason girls do this work is because their hands are lighter and more accurate than men's, and the work they do is positively beautiful. Some of it is so delicate that you could run your hand over the file and not perceive any roughness, and sometimes a piece of steel no thicker than a sheet of paper is cut for a file on both sides of it, cut by hand with hammer and chisel, and unerringly, as you may know, for a single miscut might spoil the whole thing. It is not easy to imagine this, and one would also think that the work is too arduous for girls, but it is not. Almost every file-maker I ever saw was healthy, and I never knew one to wear glasses, though plenty of them are old men.

The only difficulty in file-making is the stooping position in which the worker must sit all day. The steel he works is not as hard as the file on the market. The metal is made as soft as possible for the worker in this way: When the bar of steel enters the factory it is forged into pieces of metal the sizes and shapes of files. Then about 100 of these are put into an air-tight furnace, when they are heated to a dark-red heat, which is the best for annealing. Then the fire is turned off and the files are left to cool, a process sometimes lasting two or three days; in fact, the more slowly the cooling is done the softer the metal. When the files are removed from there they are taken to the various machines where they are to be cut, and years back this was the stage of the process when they were given over to the men to be cut.

The men always cut the same sizes of files, because when a man was used to and expert at cutting one sort of file he could not cut any other. If he were a workman in rough files and tried to cut a fine one, he would always make it too coarse, even while thinking he was making it too fine. Each man had his set of chisels, which were of one size, and with which he did his cutting. He first made one stroke, and the pressure of the chisel against the part of the metal raised by this incision gave him guidance for the next stroke. In this way these men became so expert that they did not have to look when they were cutting, and yet they made no mistakes.

After the machine has cut the files they are reheated for tempering, and as the object is to harden them as much as possible, as soon as the proper heat has been attained the files are plunged into cold brine. If an even heat is not kept on the files they crack and are worthless, and this is what makes the tempering process the most difficult and trying of all, for sometimes the files do not crack till some days after the files are packed away. The effect of bad tempering is always a crack in the file, and if the file is of good steel the crack is lengthwise.

No matter how many files a factory turns out, it is bound to test every file for soft spots, which is done in this way: A piece of soft steel is run along each side of the file, and if there is a soft spot it will not file the steel, but allow it to slip over. A skilled man notices this immediately and the file is cast aside. If these files were allowed to go to market a machinist might maim his hand in filing a saw or something of that sort. These things were also guarded against in hand-made files, which, for some reason or other, used to average about sixteen or eighteen inches in length, while machine-made files average about fourteen inches.

Files are made anywhere from two to twenty inches in length, but of late years the work of the large files has been superseded

by the emery wheel, and so has the work of gumming saws, i.e., sharpening their teeth. The uses of the various files are pretty well known, and I suppose machine shops and carriage shops use more files than any other trades. There are about twenty different sorts of files.—William Lee, in St. Louis Star-sayings.

SAPOLIO Is a solid handsome cake of SCOURING SOAP Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.

36 Front st., East, Toronto, Ont.

Dominion Agents.

TULLOCH & CO.,

Manufacturers' Agents

and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

60W

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

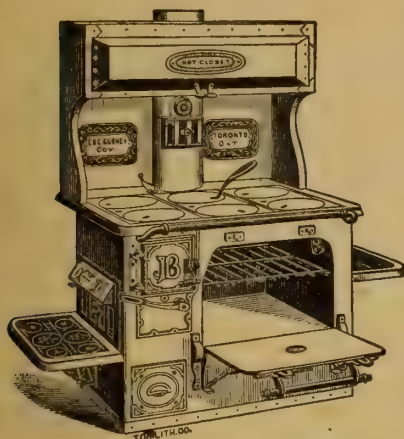
A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.



The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.

HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

BROKERS

—AND—

**COMMISSION MERCHANTS
IN CANADA**

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

F. E. DIXON & CO.,
MANUFACTURERS OF

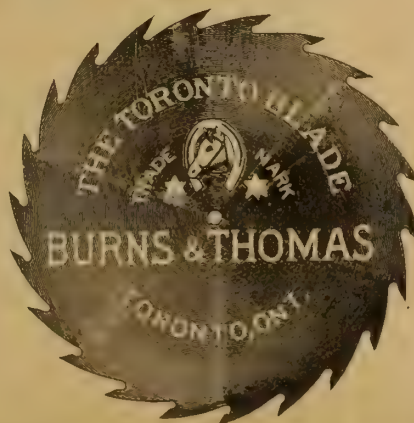
UNION TANNED
STAR RIVET

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



SAWS CIRCULAR, Shingle, Re-sawing, Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

PORTLAND CEMENT.

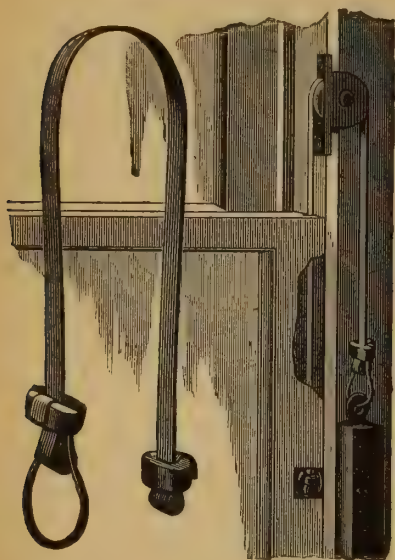
ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:
McGill, Wellington, Grey Nun and Youville etc
MONTREAL,

The Gardner Steel Sash Ribbon AND PULLEYS.



See the working samples of above on exhibition in the main building of Toronto's Great Fair.

GARDNER SASH BALANCE CO.,
No. 8 Yonge St. Arcade, Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

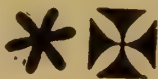
Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE

MARK.



GRANTED

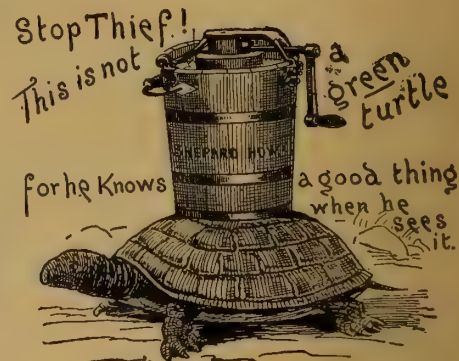
1764.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



SHEPARD HARDWARE CO., BUFFALO, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S.	Per box
I.C., usual sizes	\$6 00 \$6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.X.X.X., "	8 25 8 50
D.C., 12 1/2 x 17	4 50
D.X., "	5 75
D.X.X., "	6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75

Charcoal Tin Boiler Plates.

Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	Per lb.
" 14x60, "	6 1/2c, 7c
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6 1/2 7
26 "	7 1/2 7 3/4
28 "	7 3/4 8

Iron and Steel.

Common Iron, per 100 lb	Base Price.
Refined "	\$2 05 2 10
Horse Shoe "	2 45 2 55
Band "	2 50 2 55
Hoop "	2 50 2 65
Swedish "	2 65 2 80
Sleigh Shoe Steel	4 00 4 25
Tire Steel	2 50 2 75
Machinery	3 00 3 25
Best Cast Steel, per lb.	3 00 3 25
Russian Sheet	0 13 1/4 0 14
Tank Plates	0 10 1/2 0 12
Boiler Rivets	2 00 2 25
	4 50 5 00

Boiler Tubes.

2-inch	10 1/2c
1-inch	15

Boiler Plate.

1/2 inch	\$2 45
5-16 "	2 35
3/8 " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2 1/2 3
22 to 24 "	2 1/2 3
26 "	3 1/2 3 1/2
28 "	3 1/2 3 1/2

Canada Plates.

Blaina	1/2 bright 3 10 3 15
Abercarne	3 20 3 25

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 60 to 60 and 10 p.c.	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5 1/2 5 1/2
26 gauge, "	5 1/2 5 1/2
28 " "	5 1/2 5 1/2
Gordon Crown—	
16 to 24 gauge, per lb	5 1/2 5 1/2
26 gauge, "	5 1/2 5 1/2
28 " "	5 1/2 5 1/2

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	7 7 1/2
" 1/2 " "	5 1/2 6 1/2
" 5-16 " "	5 1/2 6
" 3/8 " "	4 1/2 5 1/2
" 7-16 " "	4 1/2 5 1/2
" 1/2 " "	4 1/2 5 1/2
" 3/4 " "	4 1/2 5 1/2
" 1 " "	5 1/2 6
" 1 1/4 " "	6 1/2 7

Trace, per doz. pairs \$3 60 5 90

German coil, per 100 ft 1 65 2 70

Jack chain, iron, single, per doz yards 0 13 0 50

Jack chain, double, per doz yards 0 15

Jack chain, brass, single, per doz yards 0 20 1 10

Copper—Ingot.

English B.S.	0 14 1/2 0 15
--------------	---------------

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in.	\$0 25 \$0 28
round & square	
1 to 2 in.	0 23 0 26

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 18 0 19
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 19 0 20
Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.	

Planished and tinned, 14x	
48 and 14x60	0 29 0 30
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 22 0 25
" 35 to 45 "	0 21 0 23
" 50 lb and above per lb	0 20 0 21

Boiler & T.K. Pitts.

Plain Tinned, per lb. 0 25

Spun " 0 29

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up	0 26 0 32
Sheets, hand-rolled 2x4 ft.	0 25

Zinc Spelter.

Foreign, per lb.	0 05 1/2 0 06
Domestic "	0 05 1/2 0 05 1/2

Zinc Sheet.

5 cwt casks	0 06 1/2 0 06 1/2
Part casks	0 06 1/2 0 07

Lead.

Imported Pig, per lb.	0 04 0 04 1/2
Domestic "	0 03 1/2 0 04
Bar, 1 pound	0 05 0 05 1/2

Sheets, 2 1/2 lbs, per square ft, by roll 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft, by roll 4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
------------------------------	-----------

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb.	\$0 15 1/2 0 16
Other makes	0 14 1/2 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb.	5 1/2
No. 1 Do.	0 5
No. 2 Do.	0 4 1/2
No. 3 Do.	0 4

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French	0 05
Marine Black	0 09
Green	0 09
Chrome	0 08
French Imperial Green	0 14

Colors, Dry.

Yellow Ochre (J.C.) in bbls, per cwt	1 40
(J.F.L.S.)	2 75
Venetian Red (R.C.2)	1 50
Ven. Red, Cookson's	1 80 1 90
English Oxides	3 25
American	2 25

Paris Green, per lb	
Burnt Sienna	0 08 1/2
Burnt Umber	0 05
do pure	0 08
Drop Black	0 09
Chrome Yellows	0 12
Greens	0 12
Golden Ochre	0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Extra	1 00
Brown Japan	0 70
do Turpentine	0 90
No. 1 Carriage	1 50
Gold Size Japan	1 40
Pure Orange Shellac	2 00
Hard Oil Finish	1 50

Linseed Oil (in bbls)

Raw, per gal	0 59 0 60
Boiled	0 62 0 63

Turpentine (in bbls)

Selected Packages, per gal	0 55 0 56
----------------------------	-----------

Castor Oil.

Best, per lb.	0 08 1/2 0 09
---------------	---------------

Cod Oil.

Cod Oil, per gal	0 48
------------------	------

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, "..... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 40 to 40 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.

Excelsior, discount 60 per cent.

Jennings' Imitation, list 45, 47½ per
cent.

Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.

Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... per doz. 1 25 1 75
Mascot..... " 1 35 1 85
Erminie..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 and 5 per
cent. dis.
Tire, dis. 50 and 10 per cent to 60 p.c.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent.

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8..... 6 00
" No. 9..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 per
cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 80 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50

Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold "..... 1 10
Queenston "..... 1 10
Napanea "..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.

Canadian, dis 35 per cent.

Tanged Firmer per doz..... 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00

Side..... 3 60 4 00

Enterprise, No. 0..... 1 35

" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00

Coil, per doz..... 0 88 1 60

English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50

P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stone Pipe.

Dis \$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz..... 0 30 0 60

Wine, per doz..... 1 30 2 25

Star, "..... 2 80 3 90

Fenns Corkstops, No 2 p. doz..... 1 70

Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foot's discount Am. List,

50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5

per cent.

Canadian, dis., Amer. list 60 per cent.

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Rasps, Kearney & Foot's dis

Am list, 50 pc. 50 p.c. to 50 and 5 p.c

Horse Rasps, dis. 45 p.c. Amer. } Hellers

50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list

33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50

and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00

Enterprise, discount 10 p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star. Double
Per Per Per
50 ft 100 ft 50 ft 100 ft.

16 to 25 1.45 2.80 2.15
26 to 40 1.55 3.00 2.45

41 to 50 3.40
57 to 60 3.70

61 to 70 4.00
71 to 80 4.20

81 to 85 4.50
86 to 90 5.40

91 to 95 10.00
96 to 100 11.50
13.65

Pilkington.

Ordinary.
1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c

" Shepard's Noiseless, dis. 60 p.c

" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb..... 0 42 0 05

Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets

Screw, Eureka..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring..... 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoos.

Garden, Mor ar, etc., discount 40 per

cent.

Planter doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross.. 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

dis. 35 to 37½ per cent.

Guns.
Rifles
Revolvers.

Powder.
Shot.
Wadding.

Axes.
Saws.
Cordage.

Oils.
Glass.
Paints.

At lowest market prices.

Large stock to select from.

BOWMAN, KENNEDY & CO.,
LONDON, ONT.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg..... 3 60 3 75

Ice Picks.

Star, per doz..... 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper, " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " " 6 00 9 00

Lava, " " 8 75 10 00

Shutter, porcelain, F. &
L screw, per gross..... \$1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " " 1 87 3 85

King, wood, " " 2 75 2 90

glass, " " 4 00 4 50

All glass, " " 1 20 1 30

Lines.

Fish, per gross..... 1 05 2 50

Chalk, " " 1 90 7 40

Locks—Door.

Canadian, dis. per cent..... 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to
33½ per cent.

Padlock.

English and Am. per doz 50 6 00

Scandinavian, " " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " " 1 25 3 75

Lignum Vita, " " 3 85 5 00

Caulking, each " " 1 60 2 00

Mattocks.

Canadian, per doz..... 8 50 10 00

Meat Gutter

Enterprise, dis. per cent 20 25

Canadian, 37½ to 40 per cent.

Home, each..... 10 10

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price..... 2 30

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American..... 1 85 3 50

Nail Sets.

Square, round and octa-
gon..... 3 38 4 00

Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " " 0 18 0 18

Canada W.W. " " 0 20 0 20

American W.W. " " 0 25 0 25

S. R. Seal..... per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz..... 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz..... 1 25 3 50

Brass, " " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25

" Carpenter..... 2 25 3 60

Picks.

per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis 45 to 50 per
cent.

Wood, fancy Canadian, or American
dis. 35.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz..... 7 40 10 25

German, per doz..... 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00

Axle, " " 22 33

Screw " " 27 1 00

Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85

Conductors' " " 9 00 15 00

Tinner's solid, per set..... 72

hollow, per inch..... 1 00

Putty.

Bladder, per 100 lbs..... 2 00 2 25

Tins, lbs..... 2 50 2 75

Rail.

Barn Door, per foot.... 3 3½

Sliding Door, " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " " 3 60 10 00

Razor Straps.

Currier's, per doz..... 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent; dis
Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb.

7-16 in. and larger.. Sisal. Manilla.

¾, 5-16, ¾ in..... 8½ 12½

3-16 in..... 10 13

Cotton, per lb..... 22 25

Russia Deep Sea, per lb.. 13½ 16

Jute..... " " 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

" N. P. " " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A. sand, 30 p.c.

Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb..... 2½ 3 00

Sausage Stuffers.

Each..... 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each..... 1 75 2 75

" frames only..... 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrappers.

Box, per doz..... 2 10 4 50

Foot, " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz..... 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. 72½ " " "

" F. H. Brass 75 " " "

" R. H. 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz.... 3 25 4 00

Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Ætna, dis. 75 @ to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shot.

Canadian, dis 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent

Sieves

Wood Rim, black, p. doz 1 15 1 35

" tinned, " " 1 35 1 60

" " " 2 30 2 45

Tin Rim, " " 1 80 2 25

Snaps.

Harness, German, p. gro. 2 00 5 50

Acme, " " 3 00 5 00

Lock, Andrew's " " 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25

" ½ and 1 gross boxes per
gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English..... 1 80 5 00

Iron, American..... 1 35 2 35

Spoons and Forks.

Tea Spoons..... per gross 7 50 12 00

Dessert " " " 21 00 " "

Table " " " 30 00 30 00

Dessert Forks..... " 24 00 " "

Medium " " " 27 00 " "

Table " " " 36 00 " "

Squares.

Iron, per doz..... 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb..... 0 15 50

Hindostan, per lb..... 0 06

Slips, per lb..... 0 13

Labrador, per lb..... 0 13

" Axe, " " 0 15

Turkey " " 0 50

Arkansas " " 1 50

Water-of-Ayr " " 0 10

Scythe, per gross..... 3 50 5 00

Grind, per ton..... 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimp, blued, dis. 35 p.c.

" tinned, dis. 45 p.c.

Swedes' iron, blued or tinned, dis. 42½ p.c.

Upholsterers' dis. 42½ p.c.

HARDWARE

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of **B. F. Cumming's** Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,
6 Wellington St. W., Toronto.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

P. DOTY & SON,



Successors to
W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

P. DOTY & SON

Oakville, Ontario.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.



When writing to our advertiser please inclose the above.

- STORAGE -

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO



TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.



ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

ASK FOR and see that you get
"Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

Bond or Free

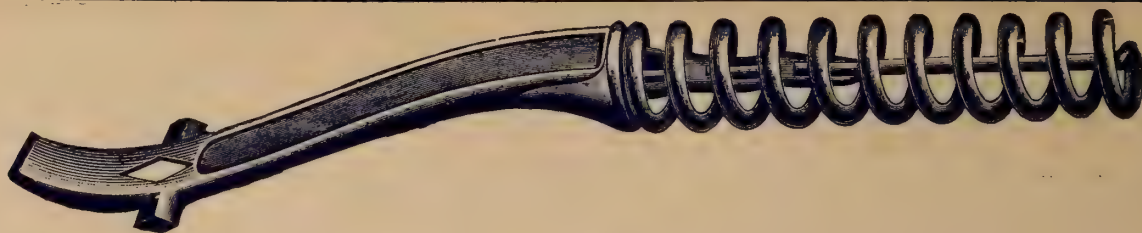
Warehouse Receipts Issued,
Negotiable anywhere

R. CARRIE,

Front St. E. Toronto.

60W





Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR

Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,

MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belted, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,

Annealed,

Oiled,

Spring,

Galvanized,

Tinned,

Coppered,

Also Wire Fencing and Staples.



Telephone,

Telegraph and

Electrical purposes.

Nails,

Rivets

Mattresses,

Brooms,

Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

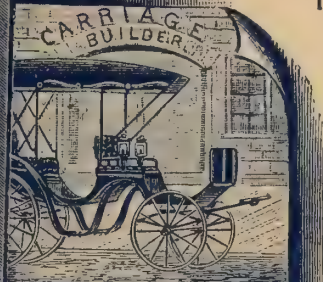
Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

SEPT. 12, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



VISITORS

To the Industrial Exhibition

ARE INVITED TO INSPECT OUR STOCK OF

FANCY HARDWARE

Piano and Banquet Lamps,

GRATES and Open Fire Places,

Art Tilings, Mantels, &c.,

RICE LEWIS & SON

LIMITED.

32 King St. East,

- Corner Victoria St.,
TORONTO.

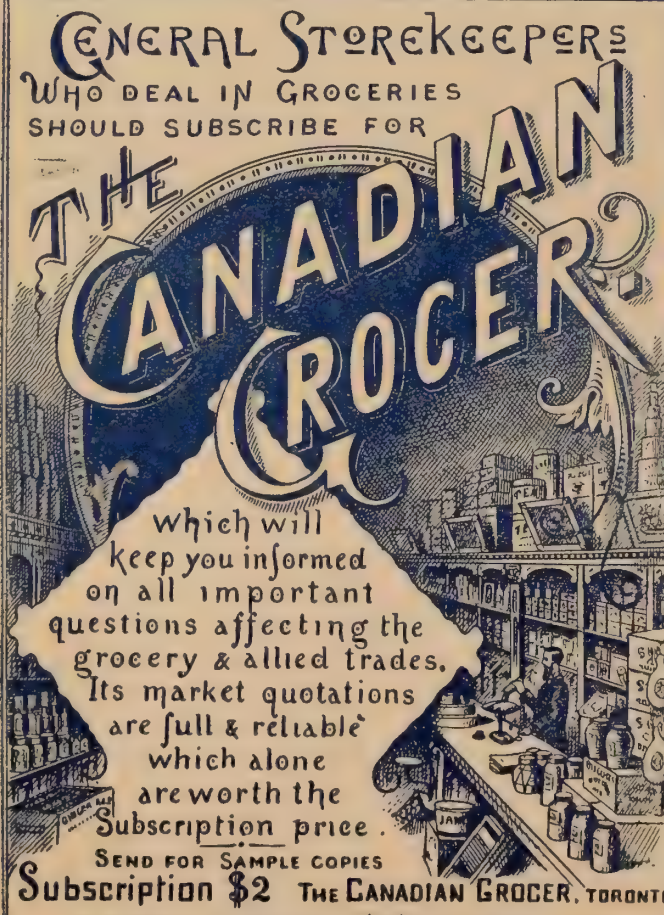
GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.



SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, SEPTEMBER 12, 1891

No. 37

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clèmes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

THE EXHIBITION.

It needs but continued good weather to make the Industrial Exhibition now in progress the greatest that has yet been held in Toronto. Every year of course is marked by spontaneity on the part of exhibitors, who are moved to ask for space long before the fall yield is a reality. The exhibition is therefore always a full one, but this year it is a richer one, in natural products at all events, than it has been for years. A bounteous crop has been taken safely off, and the pick of field and stall ought to make a fine show this year.

Handiwork, mechanical skill and physical power will do their share, with better heart this year than they have for a long time past as nothing stimulates the industrial forces like material wealth. Useful arts that are the most remotely connected with natural production, reflect the agricultural prosperity of the year. And there will be a large business done on the grounds. Industries will start when the Exhibition is closed, markets in this and that commodity will open, all because of the demand whose measure will be taken for another year by observers, who are on the ground. The business booked on the ground will undoubtedly be large in many lines. Never, possibly before, was the Industrial Exhibition a better advertisement, not only of the things exhibited, but of the general state of the country. The press cannot have too much to say to spread the fame of it everywhere. It is such accounts that bring immigrants to the

country. Reports of the exhibition are worth tons of Christmas Number and Ice Palace literature, as the latter tend to drive people out of the mind to come to Canada, where eternal frost not abundance, seem to be the ruling condition. This year's exhibition is a great note of progress, which needs to be repeated as often as possible and made the most of to repair our census returns. It is not merely a great spectacular effect. It is a great trading occasion. It is a Fair. Men from other countries are here with specimen wares, and to look at specimen wares with a view to exchange with us. Every trader ought to give himself a holiday or two and spend it in the midst of the great throng of sights and people. When in the city old friends or new, will, we hope, find time for a call on THE GROCER.

AN INANIMATE IRON MARKET.

The iron market continues without feature, and although there is slow progress in the direction of the turn for the better, the increase in actual business is measurable, and while doubtless affording a certain degree of encouragement does not impart that animation to the market which should characterize it at this season of the year. This tardiness is trying both to manufacturers and importers, who have been expecting a much more favorable condition of affairs. However, they appear willing to wait, and consequently there is no change in prices of a general nature. Aside from a demand for immediate requirements, the call for crude material continues limited, for foundrymen seem disposed to order only what they actually want at the moment. It is evident, therefore, considering the time of the year that buyers generally are holding back to see how the market will shape itself, and that they export more favorable prices or the order sheets would not be the universal grounds for complaint that they are at present. Anyhow, it is certain

that dealers show no urgent desire to purchase except when something in the way of a bargain may come their way. In this connection it is worthy of remark that the British pig iron market continues inanimate with a very small business and no change in the dull situation which has prevailed for a protracted period now. Values, too, are much lower, the speculative market being to a certain extent a reflection of the actual conditions. For instance, take the London warrant market at the end of August, when there is usually some change. Scotch pig cash was 3s. lower; Hematite 9s. 9d. for cash, and 7s. 9d. for the month; and Cleveland 7s. 9d. for cash.

But despite this cautious feeling that actuates buyers, there is no great accumulation of stock at Montreal, our importing centre, for the very simple reason that importers have been quite as cautious as consumers. This spirit is plainly shown by the small business so far noted in the way of future delivery. Therefore, despite the dullness, the position is sound enough in this respect.

BRITISH IRON EXPORTS.

The returns of exports of iron, etc., from Great Britain for the month of July of this year, are perhaps as forcible an illustration of the dullness of the British iron markets as could be found, and certainly must be the reverse of comforting. In fact, even when the seven months' totals are considered, it is found that 1891 shows smaller quantities sent abroad in almost every class except tin plates, and the conditions ruling in this case were of a special nature. In July, 1890, the iron and steel exports from the United Kingdom were 394,724 tons against 290,803 tons for the same month this year, a falling off of 103,931 tons or about 26 per cent. In value they fell from £2,945,404 in July of last year to £2,178,450 this year, a decrease of £766,954, nearly 26 per cent. A large percentage of this decrease can of course be attributed to the sharp decline in the exports

of tin plates for the month, which dropped from 40,608 tons (£670,853) in 1890 to 10,079 tons (£259,519) in 1891. Of course the American market is answerable for well known causes for the great bulk of this decrease. After tin plates, the next heaviest deficit in exports was in shipments of pig iron, the most serious declines being in the shipments to the United States, Germany, and Holland. After this decrease comes railway material, which declined in quantity from 94,179 tons in 1890 to 82,305 tons in 1891, and in value from £531,301 to £461,116. For instance in 1890 the Argentine Republic took 19,422 tons in July, and only 5,422 tons during the same month this year which would fully account for the loss, but there were also smaller quantities sent to Chili, the East Indies, British North America, and "other countries." In fact the returns, on the whole, were distinctly discouraging as reflecting the condition of the iron market in Great Britain during the present summer.

PRICE-CUTTING.

Price-cutting may be prompted by aggressiveness or by self-defence. When the latter is the motive which leads to it, extenuating circumstances may be allowed to moderate the judgment that is pronounced on the general practice. But the difficulty is, that what is an effect becomes in turn a cause, and a cut which begins at one end of the street will run to the other, each addition to the cutting series pleading the irresistible example of his neighbor as his justification. The evil cannot be isolated. No cordon can be drawn around the infected district. One who is forced to price-cutting as a means of holding his own has to do it, but he ought to be sure first that he is forced. He must realize that he is helping on a general pell-mell in local business by the step he is taking to meet prices initiated by a cutting trader. To plunge the whole trade of a town into a state of demoralization is what no clear-headed, scrupulous, substantial business man will help to do unless driven by necessity, which knows no law.

The man who is provoked to a contest in price cutting is usually in a position different from that of the trader who brings on the contest in this respect: that the former has everything to lose, the latter everything to gain. The trader who begins a cut usually does so because he lacks customers, and resorts to an attack upon profits as a means of getting customers. His neighbor in the same trade has customers. The lowering of prices on the part of two such dealers is for the purpose of gaining customers on the one hand and that of saving customers on the other. With the one there is no risk, with the other there is the risk of losing his customers. It is this consideration which leads the legitimate, stable trader to take a hand in a cutting game that is inaugurated by his neigh-

bor. He does not want to see his opponent get that which the opponent really needs to make competition a spirited thing between the two, namely, custom. The custom which years of square dealing has attached to the one store must not be let shift to another which makes a single momentary and not over scrupulous effort to get it. Once that custom becomes divided then the advantage of an established connection is lost, and the conditions of rivalry are equalized. To keep his customers a trader must be as adventurous as his rival who lacks customers.

The established trader is in a better position than the one who seeks to get himself established. The former can choose between losing his profits or losing his customers. One is likely to be only a temporary loss, the other a more or less permanent one. The customers he must aim to retain. They must not be allowed to go. As long as they are kept there is business being done, and the more there are of them the greater is the quantity by which the small margin is multiplied. A profit, no matter how large, is no good without customers. There is no such thing as profit without customers. It is plain, therefore, that the maintenance of prices in the face of close competition which narrows the margin of profit is an impossibility. Fire must be fought with fire. The main object of self-defence in such a struggle is to suppress the enemy in as short a time as possible. This can be done only by cutting off his supplies, by diverting all the money possible from his store into yours.

Dull times often act as an irritant to traders' price-cutting propensities. Such traders may have their share of the business that is going, but they want more. They send round a boy to a competitor to buy a few pounds of currants, or this or that, the boy doing the business in the name of a consumer. The price is noted and immediately a campaign is started with this particular commodity or article as a leader. This is expected to liven up trade. Such an expectation is illogical, as it neglects the consideration that the other man will lower his prices as well, and hold all he held before. It is like the case of the old man who felt that the steps of the stairs he had to climb every night were too far apart. He accordingly laid a piece of two-inch plank on each of them. He didn't take account of the fact, that although each lower step was brought two inches closer to the one above it, the latter was brought two inches farther away. In the same way, the price cutter neglects to notice that though he moves a cent or two closer to the custom of his rival, the latter moves it a cent or two further out of harm's way. Price-cutting is a game, and two can play at it. And the element of bluff is not lacking to it. The man who begins it is usually not hard to outstay, if his antagonist have plenty of heart in him. The price-cutter wins where his opponent's spirits collapse under the worry of the continuous onslaught upon prices. The price-cutter goes to pieces when his opponent cheerfully follows him in every reduction.

AN ACT IN RESTRAINT OF FRAUDULENT MARKING.

Her Majesty, by and with the advice and consent of the Senate and House of Commons of Canada, enacts as follows:—

1. No person shall mark, brand or label any article, or package containing any article, mentioned in the first column of the schedule to this Act, with the word "pure," "genuine," or any word equivalent thereto, or sell, or offer, or expose for sale any such article or package so marked, branded, stamped or labelled, unless such article or the contents of such package are pure within the meaning of the second column of the said schedule.

2. Every person who violates any of the provisions of section one of this Act shall, for every violation, be liable to a penalty of one hundred dollars, a moiety of which penalty shall belong to the prosecutor, and the other moiety whereof shall belong to the Crown: The penalty hereby imposed may be recovered and enforced in the manner provided by "The Inland Revenue Act," with respect to penalties incurred under it, and as if imposed by it.

3. The Governor in Council may add any articles to the schedule to this Act, and determine the standard of purity therefore, and may remove any articles from the schedule; and the Order in Council in that behalf shall be published in four successive issues of the Canada Gazette, after which it shall have like effect as if such articles had been included in the said original schedule.

2. Any Order in Council made under the provisions of this section shall have effect only until the end of the next succeeding session of Parliament.

4. The Minister of Inland Revenue may order any officer of Inland Revenue or of Customs to obtain samples of any of the articles mentioned in the said schedule, but in such case the manner of obtaining such samples shall be that prescribed in respect of the obtaining of samples under the "Act respecting the adulteration of food, drugs and agricultural fertilizers," and the provisions of sections six to thirteen of the said Act, both inclusive, shall, so far as they are applicable and are not inconsistent with this Act, be held to have force and effect in relation to such articles as though such articles were articles of food within the meaning of the said Act.

Dry white lead.... Basic carbonate of lead prepared only by corrosion of metallic lead.

White lead in oil.... Dry white lead ground in pure linseed oil in the proportion of 90 to 92 per cent. of the former to 8 to 10 per cent. of the latter.

The Portage la Prairie Early Closing Association have appointed a committee consisting of Messrs. Manville, Miller and Purvis to wait on the merchants to see if they will agree to close at 7.30 during September

OUR LONDON LETTER.

LONDON, Aug. 29, 1891.

THE TIN PLATE QUESTION.

Shipments of tin plates are increasing to the United States. Stocks last week only amounted to 47,264 boxes, or a week's clearance. A large number of the Welch makers are confident that before long prices will be the same as in the palmy days of January-March last. They talk pretty confidently about the inability of the States to go much longer without wanting a good supply of plates and are cocksure that American makers cannot nearly supply what is wanted. I have previously pointed out that anyone with the slightest knowledge of this trade is aware that exportation will begin again on a fairly brisk scale directly present stocks in the States show signs of collapsing. Our makers have been reaping a golden harvest this year and can well afford to let stocks decrease knowing full well that they only can supply what is wanted. Some idea of what has been done during the nine months preceding the duty will be gained when I say that Welsh makers own that they made enough profit during that time to recoup them for years of bad trade; the nine months equalled three years' good trading. Our exports of tin plates in the periods July, 1889; July 1890 and 1891 have been as follows:—

July, 1889.	July, 1890.	July, 1891.
Tons.	Tons.	Tons.
23,718	37,011	4,323
£	£	£
328,419	534,666	64,702

It is not a question of the present position of the trade, but of the future. We have reached the high-water mark of prosperity and can never hope to excel it so far as the States are concerned. In the future, as previously pointed out, Welsh exporters must improve their system of production so as to be able to cut the American prices. It is almost certain that wages here will be reduced when the real fight begins: it has not nearly begun yet. That will throw all the advantage of skilled labor on the American side, who have already offered, by a Washington decree, to admit foreign skilled tin plate operatives, and to set aside the Alien Contract Labor Law. A Welsh maker has already decided on removing to the States. Our exports of tin plates to British North America last month (July) were:—

July, 1891.	July, 1890.	July, 1889.
£25,014	£23,492	£19,810
Jan.-July.	Jan.-July.	Jan.-July.
£135,829	£114,449	£110,787

This increase is very satisfactory. Our makers are anxious to extend this trade as much as possible. The article in **HARDWARE**, August 8, page 1, is a temperate exposition of the whole subject.

CEMENT.

The export of cement from England to British North America up to the end of July has been:

July, 1891.	July, 1890.	July, 1889.
Tons.	Tons.	Tons.
8,449	1,546	3,676
£	£	£
16,309	3,152	7,180
7 mos., 1891.	do., 1890.	do., 1889.
Tons.	Tons.	Tons.
21,013	12,405	11,813
£	£	£
40,554	25,211	22,997

So far as regards the American market all cements are tested as to their fineness and powers of resistance, the former being

defined by means of sifting a given quantity in a sieve containing 2,500 meshes to the square inch. The residue obtained from the cement commanding the American market—England, Germany, and Belgium—varies from 4 to 9 per cent. Indeed, some of the German brands give a very small residue, but those above 9 per cent. are most in favor. The following system for testing strength is adopted: Small bricks are made, and, after exposure to the effects of water for from 7 to 28 days, are tested in an appliance made for the purpose. The brick when in this apparatus should after a week's immersion resist a pressure of at least 350 to 450 lbs. per square inch; after four weeks, from 750 to 800 lbs. Some brands resist a pressure of from 600 to 1,200 lbs. per square inch. The best brands—the Dykerhoff and white—command about \$3.75 to \$3.25 per barrel respectively. The usual price averages from \$2.80 to \$3.10 per barrel, or 380 lbs. net. A new brand is introduced to buyers by sending a 100-lb. sample barrel to a good commission agent or consumer.

THE BRITISH IRON AND ALLIED TRADE.

Our foreign trade in metals and manufactured iron wares is, unfortunately, steadily decreasing, being less in July by £1,921,035 than in July 1890, while machinery millwork diminished by £89,748. It is quite evident that we have seen the best of the recent prosperous times. Strikes are going out of fashion—a sure sign of coming depression. Bolckow, Vaughan Co., Limited, will not pay a dividend for the past half year, but will carry forward the balance of the profit to the end of the financial year. Eddington Co., iron founders, Glasgow, have just stopped payment, liabilities \$250,000.

The Rhymney Iron and Steel Works employing 2,000 men, have closed, due to the low prices for steel bar, £4 12s. 6d. less 2½ per cent. is the highest that can be got and this is 10s. below official prices and entails great loss in production.

In the West Cumberland district 5,000 men are out of work in the iron and steel trades. Out of 247,038 skilled workmen belong to trade unions, 8,095 are unemployed, or 3.28 per cent against 2.86 per cent at the end of June, and against 2.28 per cent. in June, 1890.

GALVANIZED IRON WATER TANKS.

The London Ironmonger thus comments upon a question submitted to it relative to possible contamination of drinking water when stored in galvanized iron tanks:

"It is stated that the French Government, as a result of the investigation of a special committee in 1866-68, prohibited the use of galvanized iron tanks on board ships of war. Although this evidence, coupled with the other statements, appeared to be fairly conclusive, we have submitted the whole question to a well-known metallurgist, who replies in the following terms:—"I believe the iron is only protected at the expense of the zinc, which becomes electrically positive, and is efficacious only so long as any zinc remains. But this electrical action is maintained at the expense of the zinc, which slowly oxidizes, and is removed by the water. Doubtless some kinds of water are more active than others, and I should expect any acidulous waters, or waters with peaty matter, to be most active, while carbonated or aerated water would be more active than pure water. Water containing common salt or other chlorides would also be very active in attacking the zinc. Since ammonium-chloride is used in galvanizing, I should expect new

tanks to be particularly liable to contaminate the water." Taken together, these opinions and views appear to constitute a strong indictment of galvanized tanks for the storage of water intended for drinking or culinary purposes. A similar objection would scarcely apply to galvanized buckets, seeing that the water does not usually remain in them a sufficient time to render it liable to zinc contamination.

CANADA AS AN IRON-MAKING COUNTRY.

If there is one imperial subject more than another that has been exciting interest during the past twelve months, it is the oft-repeated problem: What is to become of Canada? The position and prospects of Canada, and its relations to the mother country, have hardly been deemed satisfactory. The mineral interests have been dissatisfied because they are shut out by tariff duties from the United States, which is their natural market. The agricultural interests are dissatisfied because their exports to the United Kingdom, instead of increasing, have of late years been falling off, while the exports to the United States have been increasing. The manufacturing interest have been dissatisfied because while industries, and especially the iron industries, have been advancing in the United States by leaps and bounds, they have been making very little headway in the Dominion. This condition of things has led the Canadian Government to consider what measures they could take with advantage in order to allay discontent and show a better record. Reciprocity with the United States has been advocated in some quarters, but it is felt that this might ultimately mean annexation, and for such an event Canada is not yet prepared. There is, however, an alternative and middle course, and that has been taken. Canada has imposed tariff duties on imports of pig iron and other manufactures, and has offered a bounty for their production at home. This is now apparently producing the desired effect.

The staple ultimate foundation of all ulterior industries is generally admitted to be the manufacture of iron, and yet it appears that in 1889 the total quantity of iron produced in the Dominion was not more than 58,783 tons, while the total quantity of iron ore produced was not more than 84,000, which would probably correspond to about 40,000 tons of pig iron. This record would be a poor one. Even if Canada were a country entirely destitute of mineral resources, but so far from such being the case, it is well known that Canada has mineral resources, and especially resources for the manufacture of iron and steel, of a very superior order indeed. In Ontario, in the North-west territories, in Manitoba, and in Nova Scotia, Canada has resources of coal and iron that are hardly to be excelled in any part of the world. This is more particularly true of the last-named province

which has been described by geologists and by political economists who have made it a subject of special study as the the great iron making centre of the future on the American Continent. As the claim is likely to be contested by some of the Southern States, and especially by the States of Alabama, Virginia, and Tennessee, it may be worth while inquiring into the conditions on which it rests.

The iron ores of Canada have been the subject of many independent examinations and reports. In 1870, Mr. Edward Hartley made an elaborate report on the coal and iron ores of Pictou County, Nova Scotia, as one of the members of the Geological Survey, in the course of which he furnished analyses of the coals and ores found in the different parts of the province, and showed that there were considerable deposits of specular iron, limonite, or brown hematite, spathose ores, and clay-iron-stone. Four years later Mr. B. J. Harrington, chemist and mineralogist to the Geological Survey, reported on "the iron ores of Canada and their development," in the course of which he expressed the hope that something would soon be done towards developing the valuable deposits of iron ore in Pictou County, which, he said, "are abundant and of varied character, near to the Pictou coalfield, whence coal suitable for the manufacture of coke would be obtained from a number of mines in active operation. Limestone, suitable for a flux, occurs abundantly in the neighborhood of East River, the Provincial Railway passes through the coalfields, and within a few miles of the ore deposits, and the harbour of Pictou affords an excellent port of shipment during six months of the year." A few years later still, and Sir William Dawson, past President of the British Association, read, before the American Association for the Advancement of Science, a valuable paper on the "Geological Relations of the Iron Ores of Nova Scotia," in the course of which he stated that "the magnitude and variety of the deposits, the great richness of the ores, their proximity to the Atlantic and to great deposits of coal, are all features which give them very great economic value, and must eventually cause them to take no small part in contributing to the iron supply of the world." Mr. E. Gilpin, the inspector of mines for Nova Scotia, in a paper read before the American Institute of Mining Engineers in 1885, expresses much the same view, but adds that "although Pictou County appeared to be in many respects well adapted for iron smelting, no attempt had been made to begin work," Nova Scotian capital being more readily turned to lumbering, fishing and shipping ventures. Many other experts have pronounced on the superiority of the means possessed by Nova Scotia for the iron industry, and the quality of these means was well illustrated at the Colonial Exhibition in London some years ago, when Canada appeared to eclipse any other part of the British Empire beyond these islands in the extent and

variety of her iron ore resources. Singularly, however, these resources remain to this day practically undeveloped, and the Dominion makes so small a contribution to the iron production of the world that it is hardly entitled to be called an iron making country.

The Canadian Government appears to be determined that this reproach shall be got rid of. They have recently increased the duty on pig iron, and have offered a bounty to capitalists who are prepared to engage in the manufacture of that metal within the Dominion. Not only so, but local authorities have offered special inducements to undertake this industry in the form of exemption from taxes for a term of years, and the railway authorities have offered excellent terms of transport. It would be rather remarkable if under these circumstances capital were not attracted to so promising a field of operations. Canada has apparently made up its mind that it will in future supply its own iron and steel to a large extent. On the first blush this would appear to imply that the iron trade of the United Kingdom, which now furnishes the greater part of the iron and steel consumed in Canada, would be likely to suffer by the change. That certain sections of the trade would suffer is, indeed, probable; but it is not at all certain that the ultimate result would be disadvantageous to British trade. It is more than a hundred years since the iron trade obtained a hold in the United States, and yet until quite lately the United States were our best customers for iron and steel. Germany is the third most important iron producing country in the world, and yet Germany takes from us today, a larger quantity of iron and steel than she has ever done before, excepting only a very short interval. Belgium is another important iron-producing district, but Belgium also receives from England an annual export of iron, which tends to increase rather than diminish. It is the same with Sweden, which is another ancient and important iron producing district. Canada is probably now on the threshold of her career, as an iron-making and iron-consuming country. Should it happen that commercial reciprocity is established between the Dominion and the United States, who would be able to send into the latter country large quantities of iron ore, possibly considerable quantities of coal, and most certainly some supplies of pig iron; but her future would be mainly dependent upon her own needs, which are certainly to greatly increase year by year. Although the area of the Dominion is larger than that of the United States (excluding Alaska), the railway system does not at present exceed 14,000 miles, being only a twelfth part of that of the United States. Singularly enough, the population of the one country is also as nearly as possible about twelve times that of the other, but this is rather a coincidence than the result of the working of any law that tends to fix a direct relation between

mileage and population. In the United States the railway system has now penetrated to the centre of every locality that is either settled or specially fit for settlement. Canada, on the other hand, with an area thirty times that of the United Kingdom, has about 5,000 miles less railway mileage. When population has commenced to gravitate more regularly and in stronger currents towards the Dominion, as it seems likely to do, the railway system will, no doubt, be very largely extended, and with that event will come a large development of local industries hitherto rather stagnant.

It has been stated again and again that Canada possesses in the coal and iron ores of Pictou County the means of producing iron and steel more cheaply than it can be produced on any other part of the American Continent. There is nothing unreasonable in this conclusion. The coal and the ore are found in Pictou within six miles of each other, both being of excellent quality, and cheaply and inexpensively mined. In reference to raw material, therefore, no locality could be more favorably placed. But there is, besides, comparatively cheap and considerably more efficient labor in Nova Scotia than in the United States generally. If it be true that the cheapest iron in the United States is made in Alabama then should it not be forgotten that in that State, for at least six months in the year, the intensely hot climate is inimical to continuous labor, and that such labor as is available is largely that of negroes and convicts, whereas in Nova Scotia there is a hardy and industrious population, who work in a climate that is favorable to a high amount of exertion all the year round. Not only so, but in Nova Scotia the range of wages is more like that paid in England, as are the conditions of living generally, and if in England the iron ores and the fuel were found in such close juxtaposition, as in the county of Pictou, the result would not probably be very uncertain. What, however, appears to be one of the most important elements in the case of the Nova Scotian resources is the proximity of both coal and iron, and consequently of the seat of manufacture, to the excellent Atlantic harbor of Pictou, whence shipments can be made all the year round. This is an almost, if not absolutely, unique circumstance on the American Continent. There are, it is true, other works close to the Atlantic seaboard; but they depend mainly on foreign supplies of iron ore. The Pennsylvania Iron Company, for example, which has works on Chesapeake Bay, receives its ores from Spain and Cuba, and so with the works of the Bethlehem and other companies in the same State. In the Southern States, on the other hand, where great industrial progress has recently been made, the ironworks are not remote from the Atlantic, but from the Gulf ports as well, although the latter are their natural places of shipment. In Nova Scotia, however, the geographical conditions admit of the iron being emptied from the furnace yard practically into the ship's hold, and that if any part of the Great American Continent is ever to become a centre for the manufacture of iron, and for exporting the iron so manufactured to other lands, this would appear to be the locality specially marked out by nature for such a career.—Iron and Steel Trades Journal.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

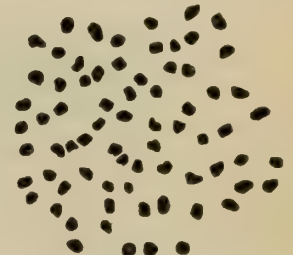


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.F.G.

TRY IT.



Mr. J. E. Pedlow, hardware merchant Hagersville, Ont., and wife, have returned after a two months trip to Europe, combining business with pleasure, which no doubt will prove beneficial.

Baker & Sherwood, Centreville, Ont., are converting Balloch's hotel into a large general grocery.

Mr. E. H. Switzer has returned to West Lorne, where he has been appointed manager of a general store, a branch of Broderick & Co.'s St. Thomas business.

A mad dog made its way into the Meriden Britannia factory, at Hamilton, on Saturday, and scarred the clerks nearly out of their wits by its snapping and odd antics. Several bullets were fired into its carcase, and a rope was put around its neck to drag it away when it was supposed to be dead, but the dog had as many lives apparently as the proverbial cat, for though filled with lead, it chewed the rope asunder and hustled gaily up the street in search of fresh fields and pastures green.

Mr. C. E. Pooley, Q.C., and D. R. Harris, of Victoria, B.C., have gone to London, England. It is understood that the nature of the mission relates to the sale of the Wellington collieries, Vancouver Island, the property of the Messrs. Dunsmuir, negotiations for the purchase of which have been on the tapis for some weeks back. The property is a valuable one, and the sale the heaviest, and involving a larger amount of capital than any which has yet taken place in British Columbia. The sum to be paid for the property will be up in the millions. The Messrs. Dunsmuir will continue to operate the Union mines in Comax—

which are turning out an excellent quality of coal—and the Esquimalt and Nanaimo Railway. These mines, the railway and the land belt are estimated to be worth in the neighborhood of fifteen millions of dollars.

Shortly after eight o'clock on Friday night the iron foundry of Day & Dubois, at 110 Ann street, Montreal, was discovered to be on fire. The building was a new brick one which has only been in use a couple of months. The fire started in the moulding room on the ground floor, and rapidly spread to the pattern rooms and foundry. Before the fire was got under control a large number of valuable patterns had been destroyed, and the building was badly gutted. The damage is estimated at \$15,000.

Between one and four o'clock Sunday morning, the 30th ult., some unknown persons entered the stores of Messrs. Hockin & Pool, and D. E. MacDiarmid & Co., of Dutton, Ont. They first entered MacDiarmid's store through the back window and some \$3 or \$4 were taken. The safe was badly used up, but they failed to make an entrance. They then entered Hockin's store through the cellar door by cutting a hole through and pulling up the cross bar. They obtained \$5 from Hockin's, but did not touch the safe. It is said the safe contained \$700.

The business of McArthur, Stevenson & McIver, wholesale general merchants, Kamloops, B.C., is being conducted by Mr. J. McIver, who has been appointed receiver and manager. He sends out the following circular, which explains the position in which the business is: I desire to inform you that in an action taken by Catharine McArthur, administratrix of the estate of James McArthur, deceased, against Mr. C. E. Stevenson and myself, to have the affairs of the late firm of McArthur, Stevenson & McIver wound up, I have been appointed by an order of a Judge of the Supreme Court of British Columbia as receiver and mana-

ger. The business of the late firm will be continued as a going concern under the old firm name so long as is consistent with the proper winding up of same, with power to myself to make such purchases of staple goods as in my opinion may be necessary to carry on the business. The creditors will be paid proportionately and rateably out of funds coming into my hands, and at such time as I have sufficient funds on hand to make a dividend. You will oblige by furnishing me with a complete statement of the firm's indebtedness to you up to the date hereof.

Messrs. Goldie & McCulloch, of Galt, have just completed several heavy plants of machinery in Hamilton, consisting of two steel boilers, 115 h. p. each, for the Hamilton Vinegar Works Company; steel boiler of 100 h. p. and 90 h. p. Wheelock automatic cut-off engine for R. McKechnie's new works; steel boiler of 75 h. p. and 60 h. p. Wheelock engine for Ontario Tack Company's new factory, and steel boiler of 75 h. p. and pair twin engines for the Hamilton & Barton Incline Railway Company. They have also supplied Geo. E. Tuckett with 50 h. p. Wheelock engine and boiler of 75 h. p. for his new tobacco factory.

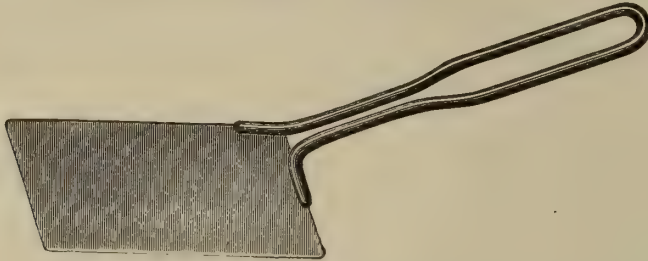
Albert Hall, Toronto, an Adelaide street dealer in gas burners, is in trouble with the Customs Department. Hall has been importing from England, and it is alleged that a system of undervaluing has been resorted to with the aid of false invoices. The officers, becoming aware of the facts, seized a shipment of goods valued at \$200. Mr. Hall, however, will be required to pay \$494.30 on invoices which were previously passed. The customs authorities exonerate Hall in the matter, who, it appears, was ignorant of any wrong doing.



NEW GOODS.

THE TELLER KITCHEN KNIFE.

Herewith we give an illustration of a new kitchen knife, manufactured by R. K. Teller, Unadilla, N. Y. It is designed for chopping



potatoes while warming, turning griddle cakes, eggs, fish, etc., removing cookies from tins, and many other uses.

In warming potatoes the shape of the knife is such that the work can be done much easier and in less time than with the point of a table knife commonly used, as a cutting edge four inches long is brought into use.

The blade, which is made of thin sheet steel, being wide and flexible, enables one to turn griddle cakes, eggs, fish, etc., without breaking them. The handle is hung at right angles with the point end of the table, giving it the shovel form for turning cakes.

EMPIRE CYCLES.

The Woodrough & Hanchett Company, 19 Lake street, Chicago, are putting on the market a new line of their bicycles. These are called the Empire Cycles. They are made for ladies and gentlemen, and in various sizes. They are known as the "Duke" and the "Duchess." The accompanying illustration shows the Duke, or gentleman's bicycle. While very graceful in design, the frame also embraces the most approved scientific construction, with a view to the greatest strength and durability. Composition; imported seamless steel tubing of the

best English make, with aluminum and drop-forged connections. Steel front forks with drawn ends.

The wheels are 30 inches, both front and rear; true tangent spokes, 40 spokes in each wheel; hollow steel rims, fitted with $\frac{3}{8}$ -inch hollow or cushion tires of highest

grades of rubber. Ball bearings of the best quality are used throughout head, wheels, pedals and crank axles, with latest improved adjustments. Especial attention is directed to the long socket ball bearing steering head,



DUCHESS.

which combined with frame lines and point of ground contact of the wheel, gives such control that this machine can be easily and safely ridden where many others can not. The balls, as well as the shells or cases in

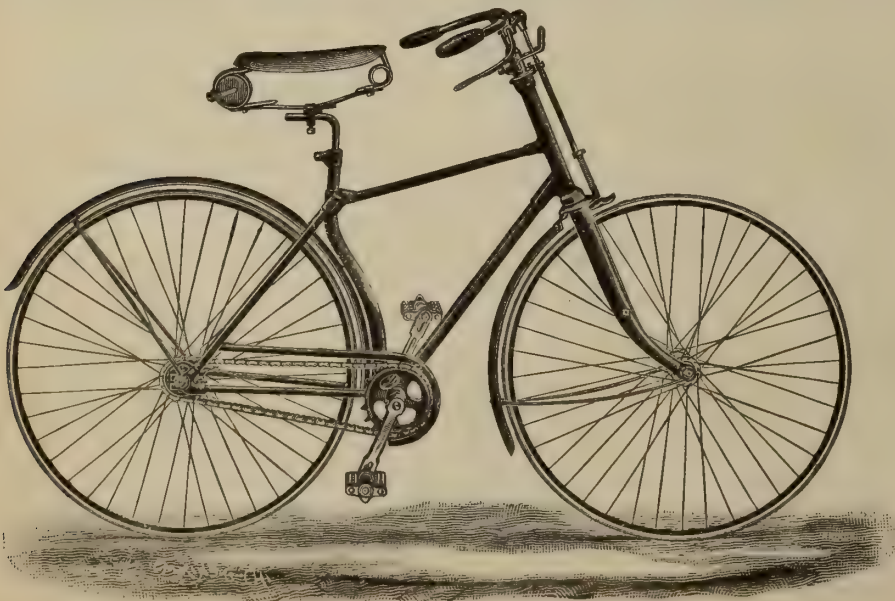
which the balls run, are the finest made—absolutely perfect—reducing the friction in every bearing to the minimum.

The sprocket wheel is made of forged steel and aluminum accurately milled, and fitted with the best English driving chains; rear adjustment. The cranks are drop-forgings; detachable; 5 to 6-inch throw. The brake is a direct plunger to front wheel.

These machines are handsomely finished with black enamel and nickel plate. The gearing varies from 51 to 63 inches, as may be directed. These machines are strictly high-grade and first-class in every regard, and though a new line, are meeting with great favor from the trade. Illustrated descriptive catalogues will be mailed free upon application.

THE APPRENTICE'S OPPORTUNITY.

"Ten years ago," said a Tennessee machinist, "I had a little machine shop, with four journeymen, and 'Sim' for an apprentice.



DUKE.

In the spring rains I took a severe cold, and didn't go out of the house for four months. I worried a good deal, for I expected my little struggling business would go to the wall soon, but most of the time I was too sick to think much of the matter. Finally, when I got so as to get out, I wandered down to the shop. Instead of four journeymen I found nine, and Sim was busy in the little 7x9 office closing a contract with a rich inventor to build a steam road wagon.

"It seemed," said this machinist, "that during my sickness Sim had been in consultation with my wife, and that she with a woman's intuition, had let him go ahead about as he pleased, and his way—with only his three years experience—had been a better way than mine. He always had money to pay off Saturday night, and there was a little standing to my credit.

"The old shop had a brighter look than ever before. The windows were clean, and some tons of old junk had gone to my neighbor's foundry in payment for good castings. Sim had ordered a new lathe, fixed up the old engine, lined up the line shaft, and had the floor swept out and the walls white-washed.

"Sim and I," concluded the narrator, "are partners now, and the only thing I really miss is the little old shop that he made look homelike."—American Machinist.

SEND
For our Fifth Edition
**HOW TO SELECT,
LAY and PAINT
A TIN ROOF**
SENT FREE OF COST.
MERCHANT & CO.,
PHILADELPHIA. CHICAGO.
NEW YORK. KANSAS CITY.


Established 1864.

CLARKSON & CROSS,
CHARTERED ACCOUNTANTS
NO. 26 WELLINGTON ST. EAST,
TORONTO, ONT.
E.R.C. Clarkson, F.C.A.
W. H. Cross, F.C.A.
N. J. Phillips.
Edward Still.

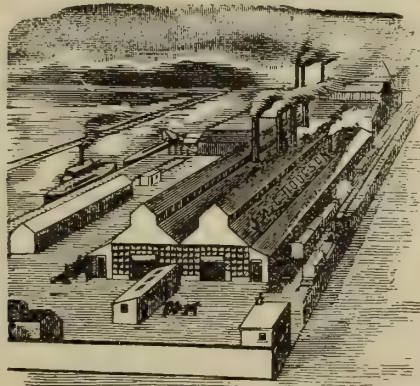
Do You Sell Paint ?
If you do, you should have in stock,
CARMINETTE.
A color renowned
THE WORLD OVER.
Only agents for this country,
WALTER H. COTTINGHAM & CO,
56 St. Peter St. MONTREAL.

Patent Automatic Knife
Nothing better made.
Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.
No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.
We manufacture High
Grade Knives only.
Send for Prices.
The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.
H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.
—REPRESENTING—
Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.
Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.
68 Esplanade St. West, Toronto.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072. P.O. BOX 768.
J. & C. HODGSON,
MONTREAL.
MANUFACTURERS

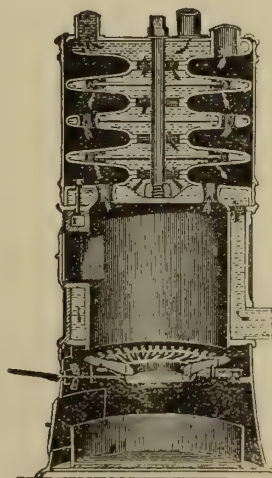


WROT IRON PIPE

FOR STEAM, GAS AND WATER.
Made from imported Scotch strip only. Every
Length tested before leaving our Mill.
All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE : **H. D. SIMMONS,**
Our name is stamped on every pipe. 74 York St., Toronto.



-THE-
"Acme"
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.
TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



STEEL WIRE CHAIN.
BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel
wire. Actual tests show three times the strength of ordinary welded chain.

We are now making six sizes, viz., 0000, 000, 00, 0, 1 and 2. Send for samples and prices

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

FARMERS VS. MERCHANTS.

"Observer" writes as follows in last week's Bruce Telescope: I may premise that I am not a merchant, nor are any of my relatives. I have not one cent invested directly or indirectly in storekeeping; my judgment is not swayed by fear of any personal loss or hope of personal gain, but having lived more than half a century in this world, having travelled considerable, read much and mixed with business men of all professions, and in mercantile matters my relations with business men have enabled me to look behind the screens, and I must confess my astonishment that some honest farmers do not use their intelligence but allow "organizers" to dupe them by railing at what they call the monopoly and oppression of the merchants. Take away the fat living from those organizers of 'Patrons of Industry' and the voices of those self sacrificing 'benevolent gentlemen' will be silent about those 'enormous profits' 'crushing combines' of merchants 'grinding the life out of the farmer by their extortion' and one hundred and one et ceteras in the adjective line.

Hunt's Merchants' Magazine—perhaps the most reliable authority upon the subject—published a few years ago mercantile statistics collected for the preceding 50 years from the most accurate sources in America, which showed that out of every hundred persons engaged in mercantile pursuits, ninety were financially ruined; 5 per cent., that is 5 out of each hundred made a mere living, and the other five made an independent fortune. And later than this that 'mercantile prince, the late Senator McDonald of Toronto, than whom a better authority could not be cited published an essay in which he places the successful merchants lower than the above calculation $2\frac{1}{2}$ per cent., I think.

Let any of our intelligent farmers who have lived fifteen or twenty years in this section just run over in his recollection the different persons who during that time have been engaged in mercantile life in Walkerton, and they are many in number, and there is not a single one now in mercantile business here who was in that business twenty years ago, except F. Guggisberg, and ask himself who of those has made a fortune by store keeping—and the echo of his voice will answer "Who?"

I will venture to extend the investigation during the same period to any town or village around us, and the result will be that for every one who has made his fortune in the business more than ninety have failed.

Then dear farmers—let your own observation and common sense teach you rather than listen to some double-barreled orators gasconading the country enriching themselves by duping you into the belief that the merchant who asks more than 12 or 14 per cent. on invoice prices on any goods is robbing you.

Robbery indeed! Merchants would be glad to sell at less than 10 per cent. profit if there were not enormous losses by the miserable credit system or losses by perishable goods, or losses by changing fashions.

A merchant in this town the other day showed me an article of lady's dress in millinery which cost him \$3, now out of style,

and he is offering it for 25 cents, and he has many other articles upon which he would be glad to realize "cost," yes, one-half of cost if he only could find customers.

If any one should profess to sell all articles to the patrons slightly above cost—then watch and wait and—you will see.

"I speak as to wise men. Judge ye as to what I say."

COLLAPSE OF THE RUBBER SYNDICATE.

It is officially announced that John C. Goncalve Vianna, alias Baron de Gondoriz, the head of the Para Rubber Syndicate, has failed, and consequently the large amount of crude rubber which was held has been thrown upon the market. The Baron was manager of the syndicate, which had its headquarters at Para, with branch offices in London, Paris and New York. The cause of the failure was that the syndicate, with a capital of \$25,000,000 invested in rubber, was not able to borrow more money to buy up the new crop now coming into Para from the forests of Brazil. The amount of rubber held by the syndicate is estimated to have been between 5,000,000 and 7,000,000 pounds. As a result of this rubber being offered for sale, the price of Para has fallen from 85 to 90 cents a pound to 60 or 65 cents, the latter being considered fair value for it. A further decline in price is not unlooked for. Although the Baron had already made repeated failures in endeavoring to corner the rubber market, he was able to induce foreign capitalists to invest in the project by assuring them that the knowledge he had gained by past experience placed success in this venture beyond a doubt. While the syndicate was being formed no care was taken to keep the proposed corner a secret, and Gondoriz, when in this country, made the assertion that he would not sell a pound of rubber for less than a dollar, and he did not, as none of the rubber held by him was sold. Manufacturers, profiting by past experience, quietly supplied their wants at this time. The past year has been a favorable one for conservative action on the part of manufacturers, as the demand for rubber goods has fallen somewhat below the average. Rubber has been purchased from time to time of importers outside of the syndicate in sufficient quantities for manufacturing purposes. No high-priced rubber has been used, consequently no reduction in the price of rubber goods may be expected, unless the price on the crude material should fall considerably below the present cost. It may be of interest to mention, in this connection, that the world's annual crop of rubber is, in round numbers, 60,000,000 pounds, of which 40,000,000 pounds are used in this country. The crop of Para rubber is about 40,000,000 pounds, two-thirds of which is used in the United States. Paras are used in the manufacture of rubber shoes and the tops of rubber boots, being silky and firm, while Central America and other coarser rubbers are suitable for other manufactured goods. The market price of Central America rubber is from 41 to 45 cents a pound.—Iron Age.

STORE ATTRACTIONS.

"Did you ever sit down seriously and think out the problem why it was that your neighbor's store is more attractive than your own?" asks the editor of a live, wide-awake country paper, and then he proceeds to answer the question by saying: "If not, we would advise a self-examination upon this matter at the earliest convenience. It will do no harm, either to yourself or your business, if you do not solve the problem. Such little personal 'thinks,' as the sailor put it, would no doubt lead to a decided improvement in a majority of cases.

"That one store is more attractive than another, exactly as one show is more attractive than another, there cannot be the slightest bit of doubt, and to find out the reason should be the aim of all competitors. We have often heard the remark, 'I cannot tell how it is that Mr. So-and-So does such a trade, but he does it somehow or other.' To use a common parlance of the theatrical business, we should say that he 'had the best show.' It may be that he keeps the best muslin, or it may be that his calico is better than any one else's, or it may be that his dress goods are more fashionable, or it may be the clerks are more accommodating and civil, or a dozen and one things beside; but the real fact of the matter is that he has the most attractive store, or, in other words, 'he has the best show.'

"Competition often, if it is healthy, results in benefit to all who compete. It at least makes better business men of all engaged in the competition. Many times have we seen this theory proved beyond the possibility of successful contradiction. Trade has peculiar freaks at times, like many things beside, and one of these freaks is that it will go on the lines of the least resistance and greatest attraction. The world is large and the opportunities many for those who will not close their eyes."

"The more goods you can show the more like doing a prosperous business it appears, and your stock looks large and complete, and keeps customers from going elsewhere to look for more complete stock."

Take a few front shelves, and always keep them nicely filled and straight on the shelves. In season when you have both bound and paper covers, it makes a very nice showing to arrange them alternately, dark and light."

A leading mercantile firm says: "We solicit patronage on the following basis:

"1st. Because we are workers.

2nd. Because we look to our customer's interests as well as our own in the selecting and packing of an order, and in every way possible we make his interest ours.

3d. Because of our economy. We have reduced the percentage of cost on marketing goods to the lowest limit.

4th. Because of the large assortment we offer. Outside of staples, an attractive assortment has more to do with the success of a store than even prices do.

5th. Because we pay particular attention to mail orders. We appreciate the trust in our ability and integrity that the voluntary giving of an order shows."

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£94 10s. od.	£90 17s. 6d.
Future—	91 10s. od.	91 10s. od.
Copper, B.E.S.—	57 to 60.	57 10s. od.
Lead, S.E.—	12 7s. 6d.	12 10s. od.
Spelter,	23 15s. od.	23 15s. od.
Antimony,	44 00s. od.	48 00s. od.
Tin Plates—Cokes	13s. 3d. to 15s.	13s. 6d.
Pig Iron—Scott	47s. od.	47s. od.
Warrants.		
No. 3 Middlesboro',	40s. 1½d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL, Sept. 10, 1891.

There has been no change in relation to the market for heavy materials of all kinds, which in contradistinction to other branches of trade does not show any particular disposition to pick up. Buyers generally, more especially in iron, seem determined to operate very cautiously both on crude and other material, taking only for immediate requirements, and thus restricts business in a sensible degree. The same remarks apply to chemicals, oils, paints, glass, etc., all of which although they furnish some small business, can be called dull and unchanged.

PIG IRON.

The pig iron market has shown no improvement since our last, for the reason that consumers seem determined on pursuing a cautious policy at present. They are only taking for immediate requirements, and the actual movement since our last has been remarkably small. A few sales of Summerlee transpired at \$21 for 100 ton lots, while in lower grades Carnbroe has been moved in a small way at \$19 to \$19.50. Nothing has transpired in connection with the English market as regards makers brands, but warrants had a little splurge which sent them up to 47s. 5d., but they almost immediately fell off again to 47s. 3d.

BAR IRON.

There is no change in bar iron in the way of business, orders being few. In fact some dealers have, it is claimed, resorted to cutting to try and induce business and there is talk of lower prices than \$2 being offered. In

fact it is just as we said last week, \$2 is the nominal figure, but it would be cut on for a round lot.

TIN PLATES.

This article furnishes the only active spot in the iron and metal market at the moment. As we said last week there was a fair demand, and what supplies are coming forward are just about equal to the demand. Cokes move at \$2.65 which is slightly easier than last week, while charcoal is steady at \$4.25. Advices from Wales show no change there. A broker tried to place an order for 2000 boxes this week for September delivery, and the makers would not promise any better than November shipment, with its consequent disadvantages.

TERNE PLATES

Nothing special has transpired in this line except a quiet ordinary sort of business. In fact no sale of any consequence can be cited. Prices remain at the old idea \$8 to \$8.25.

CANADA PLATES.

The demand continues imperceptible in a wholesale way, and values remain in an easy way. In fact to induce business it is claimed that the nominal figure of \$2.25 would be shaded.

COPPER, LEAD, ETC.

In the above metals there have been notable features to note. Lead moves along quietly in a very small way at \$3.50 to \$3.75 and copper \$5.50 to \$6. There is nothing doing in tin here the price remaining 22½ to 23c. On outside markets though there appears to be more or less animation displayed in a speculative sense and it has exhibited some fluctuation at New York.

SCRAP IRON.

There is nothing to say about scrap iron, which rules quiet on the basis of \$17 for wrought, with some sales of cast at \$14.50.

NAILS.

Makers do not report any change and jobbers don't appear to be doing much. The old basis of \$2.15 to \$2.20 nominally applies still.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	.....	\$3.05
9 dy to 60 dy	.....	3.35
8 dy to 60 dy	.....	3.60
7 dy to 60 dy	.....	3.90
6 dy to 60 dy	.....	4.20
5 dy to 60 dy	.....	4.20
4 dy to 60 dy	.....	4.50
3 dy to 60 dy	.....	5.40
3 dy fine,	.....	6.50

GENERAL HARDWARE.

There is no improvement to note in the various lines which go under this heading, but the houses still show a hopeful feeling,

and naturally so, as it ought to move in sympathy with groceries, etc., and other lines of merchandise.

BARB WIRE.

There is nothing special to mention in regard to this article. What business there is doing is on the old basis of 4¼c.

CHEMICALS

On the spot market there has been no appreciable change in heavy chemicals, either in the way of improvement or otherwise. English advices to hand state that soda ash is 5s. the ton higher, but there is no change here. Soda crystal is about the only line to show any change, locally, and is quoted at 10c. advance, but there has been no business at the higher figure. Gambier has furnished some business at 6½ to 7c., while there is more enquiry for blue vitrol, but nothing of importance has resulted.

OILS.

The oil market continues quiet and business generally does not assume any larger dimensions. Cod oil is somewhat firmer, but is not quotably changed from 40c. for as a wholesale price. Linseed is the same, and castor oil shows a little stronger feeling in England, but there is no change in spot prices, 9½ to 10c. bring the idea. Seal oil is looking up a little, prices being firm at 47½ to 50c.

LEADS.

Leads continue quiet with no change to mention. We quote: Choice 6 to 6½c., No. 1 \$5.50, No. 2, \$5, No. 3, \$4.50, dry white 6c. red ditto 4½c.

GLASS.

There is a quiet business in glass, but only in a small way. The jobbing price is \$1.40 to \$1.50, but it would be cut on for a large order.

NAVAL STORES.

There is a good fair business doing in naval stores. Turpentine, which has been offish lately, shows a better feeling, although unchanged. We quote:—Turpentine, 56 to 57c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¼c. for 7-16 and upwards, and 15c. for deep-sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

BINDER TWINE.

Binder twine has been moving freely in the west, and this has naturally been felt here, some fair business transpiring. We quote the old range, 9 to 14c. according to brand.

CEMENT, ETC.

The cement business has been dull locally and in the west where stocks are very large and the market very weak. In fact matters

MONTREAL Markets Continued.

are more unfavorable than they have been for a long time, and buyers are only taking for immediate requirements. All arrivals now going into store. Some 6,600 casks were received here this week, 4,000 of which went through to Chicago. We quote prices nominally the same. English \$2.25 to \$2.45, and Belgian \$2.20 to \$2.30. There is a good trade doing in firebricks on the basis of \$17 to \$23.50 per 1,000.

PETROLEUM.

Business in this market shows the steady improvement natural to the season. American is unchanged but Canadian refined is firmer. We quote:—Canadian, 12¼ to 12½ c. at Petrolea, 14 to 14¼ c. in car lots at Montreal and 14¼ to 15¼ c. for single casks. American, 20¼ c. in car lots, 21¼ c. in 10 brl. lots, 21½ c. in 5 brl. lots 22c. for single brls. 2 per cent. off for cash; American benzine, 23 to 25c. and Canadian 11½ c. to 15c.

TORONTO MARKETS.

TORONTO, Sept. 11, 1891.

The week's trade has been encouraging. Business is on the upward slant. Traders have not yet arrived at the time to which for weeks they have been looking ahead, in confidence that things will take a satisfactory turn. Metals might be brisker in the first fortnight in September than they have been, but in some lines of them, notably in bar iron and manufactured iron and steel, there is nothing to complain of. Hardware has been rather quiet, the chief stir being due to a demand that slowly gathers head for builders' lines.

IRON AND STEEL.—The Exhibition is just getting far enough under way for business in pig iron to take a beginning. Representatives of several furnaces are on the ground, and there is little doubt they will make a good many connections between buyers and sellers. The business of the week transacted up to date has not been livelier than that reported in former issues. Only a few small lots have been sold. Prices are steady and unchanged. They quote:

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$20.75
No. 3 Calder \$22.	No. 3 Middlesboro \$19.75
No. 1 Sum'rlee \$22.75	Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

In bar and manufactured iron and steel there has been a brighter week's trade. The favorable report of the crops of the North-West have awakened considerable activity among boiler-makers, agricultural implement manufacturers, etc. Band hoops are lower at \$2.50 to \$2.60.

COPPER—Is rather dull. The demand for it is in abeyance, but will be active in a few weeks. Sheets are 18 to 20c., ingots 14¼ to 15c.

TIN—Mines at the easy pace it always holds when there is no special demand. At the dullest time of year it is in some request. Prices are 23 to 24c. for 56-lb. ingots, 23 to 23½ c. for Straits 100-lb. ingots, and 24½ to 25c. for strips.

LEAD—Is dull but unchanged at 3 to 4c. for pig and 4¾ to 5c. for bars.

ZINC AND SPelter—Sheet zinc meets with a stronger demand than any other metal. It goes out at 6¼ to 7c., an advance of ¼ c. Blocks are 6 to 6¼ c. Spelter is still slow of sale at 5¼ c. for domestic and 6c. for imported.

ANTIMONY—Is scarcely selling at all. Prices are unchanged at 14½ to 15c. for Cookson's, and 13½ to 14c. for other grades.

TIN PLATES—Stocks are low here. Certain sizes cannot be supplied. The demand is fair. Prices are steady at last week's points. They are: I. C coke \$4 to \$4.25, I C charcoal \$4.50 to \$4.75, I X charcoal \$5.50 to \$5.75, I X X charcoal \$6.50 to \$6.75, D C charcoal \$4.50.

TERNE PLATES—Are in reasonably good demand. No new feature has been developed during the week. The price rules from \$8.25 to \$8.50.

CANADA PLATES—Continue to be in fairly good demand at \$2 85 to \$3.

GALVANIZED SHEET IRON—Is receiving its average amount of attention. There is room for improvement, and improvement is expected to be the direction which further changes will take.

BUILDERS' HARDWARE—Is coming into more market prominence. A fairly good business is now reported.

CUT NAILS—Sell freely at unaltered prices, viz., \$2.30 shipped from stock and \$2.20 in car lots from Montreal.

HORSE SHOES—Are moving at a normal rate of output at \$3.50, the price touched last week.

HORSE NAILS—Present no feature for comment, and go out at 60 to 60 and 5 per cent. off list.

CORDAGE—Last week's basis holds still. Manila quotes from 12¼ and 12½ c., sisal and New Zealand from 8¼ and 8½ c.

WIRE—Is steady at 12½ per cent. from list, with 10c. additional to net price for freight.

PAINTS, OILS AND COLORS.

White lead is stiffer in England but unchanged in the United States. Prices here are stationary at 5½ c. There is a moderate demand. In linseed oil the market has mended slightly. Raw is now 60 to 61c., and boiled 63 to 64c. The improvement is a consequence of the withdrawal of low quotations by United States firms, who have advanced their prices 3c. All other lines are unchanged and in rather light demand.

The S. P. Shotter Company, a Savannah exporting house, say in a circular dated the 3rd inst.:

Spirits turpentine has been rather firmer during the past week, and sales have been made as high as 35c. per gallon in yard here. The demand is principally for export, and domestic consumers appear to be well supplied. The market to-day is rather easier at 34½ c. Stocks are large and receipts quite liberal. Rosin continues in good demand and firm for all grades. The lower grades are scarce and wanted.

PETROLEUM.

Prices are firmer but not changed in quotation. A better business is being transacted.

The Petrolia Advertiser reports: Petrolia crude \$1.35 per bbl. Oil Springs crude \$1.35 per bbl. The market in both crude and refined remain about the same as last week viz: \$1.35 for crude, with very little offering at that figure. From this out we expect to see crude gradually ascend to at least a dollar forty, if not one-forty-five, particularly if no large spouters are struck in the meantime. The production, which is steadily on the increase, is we are happy to say, not of that character to cause uneasiness as to another half-a-million surplus being on our hands.

Refined keeps as formerly, 9½ to 10 cents in car lots, while it takes 12½ to 13 cents to purchase the best refined article in barrels, f. o. b. here, less two per cent. off for cash.

GLASS.

Stocks are pretty much in the same position as before, being short and lacking in certain sizes. A small shipment was received this week, but it affected the general position very slightly. Prices here are steady

CHEAP STOVES.



We have the largest variety in Canada.

We have seven new lines this season.

Our stoves have been favorably known for 40 years.

Our customers may rely on every advantage in prices.

A new nestable pipe—25 in crate—cheap.

57 varieties of Furnaces.

We can supply repairs for Crown Jewel Base Burner.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

MARKETS—Continued.

at quotations that have been running for some time, but there has been a considerable reduction in the primary market. Local scarcity prevents buyers here from reaping the advantage yet, but probably before the end of the month, when fall supplies begin to come in freely, prices will ease.

OLD MATERIAL.

Heavy stove, and scrap iron are selling slowly. The market is glutted with other than metallic varieties of old material. Prices have not changed in anything but rags, which have gone down 10c., quoting now at 80 to 90c. We quote:—No. 1 heavy scrap, 65 to 67½c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 90c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

HIDES, ETC.

HIDES—Are unchanged at 5 to 5½c. for No. 1 green and 6½c. for cured. A car was sold at the latter price on Monday.

SKINS—Are unchanged at 60c. for sheep, and 5 to 7c. for calf.

WOOL—Varies in no respect. It is as plentiful and weak as ever. Fleeces are 10c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named. In the past week there has been an actual advance of 40c. a ton, but circular price have been raised only 10c.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

EVERY Reader of this paper is a buyer, Therefore advertisers should see that their advertisements do not grow stale. Change them constantly, introducing new goods if you have them; if not let us know what you have in seasonable articles. This is what buyers want

AMERICAN METAL MARKET.

NEW YORK, Sep. 9 1891.

The position of the iron and metal trades is practically the same as last week. New orders for finished productions do not appear to be more numerous at the present time than they were a week ago, nor is any radical change perceptible in the movement of crude materials. In this there is some disappointment, since it has been more or less generally expected that with a good feeling in financial circles preparations would by this time be making for the pushing forward of a great deal of structural and other work in which considerable quantities of iron and steel would be used. Hope in a turn for the better as the season advances is not abandoned, however, and there is very little pressure to sell in any department. Prices therefore hold quite steady nearly all along the line.

In pig iron for foundry use there is a very fair business with old prices ruling for the better class of stock. Mill grades are slow, however, and barely holding their own. Northern foundry pig iron is quoted at \$17 to \$18 for No. 1 and \$16.00 to 16 50 for No. 2. Southern at \$16.25 to 17.25 for No. 1. \$15.50 to 16 for No. 2, and \$14.75 to 15.25 for No. 3 according to brand. Grey forge remains at \$14 to 14.50. Bessemer pig is steady at \$16 at furnace. Spiegeleisen remains dull at about \$27.50 to 28.50 for 20 per cent., and ferro manganese, 80 per cent. at \$64.50. Old material is still in very limited demand; sellers at \$20.50 to 21 for iron tee rails, \$16.50 for steel rails and \$20 to \$20.50 for No. 1 wrought scrap iron, all f. o. b. cars at shipping points.

Prices for steel rails and track material have undergone no change. The same may be said of structural material, and the movement in prices of billets, slabs and rods is unimportant.

TIN—Pig tin speculation has been on a limited scale, and the trade demand for the article shows no improvement. The bulk of supply, large as it is, appears to be well under control, and that fact, along with the protection of "puts" and firm London cables, serve to support values. Straits tin was quoted at 20.10c net cash in ten-ton lots and 20.20 to 20¼c regular ton jobbing quantities. London cables were £91 17s. 6d. for spot and £92 2s. 6d. to £92 5s. for futures.

COPPER—Has undergone no change. Neither home consumers or exporters are buying very freely, but the aggregate movement keeps supplies well under control, and sellers remain very firm in their views. Lake Superior ingot is quoted at 12.35 to 12½c. and casting brands at 11½ to 11¾c., with very little to be had at the inside figures. In the London market prices for merchant bars have advanced to £53 5s. for spot and £53 15s. for futures.

LEAD—Pig lead has remained very firm. Buyers offer 4½c. for round lots, but in vain, and those who have been obliged to secure single carloads have had to pay 4.52½ to 55c. The latter seems to be the lowest figures that buyers will consider at the moment.

SPELTER—Is fairly firm, with \$4.95 to 5c. quoted for prime Western, and bids of \$4.90 refused. The demand is only fair, however, and the firmness would appear to be due to reserved offering.

TIN PLATE—The tin plate market is without change. Transactions involving large lots are quite the exception at present, but small orders are still quite numerous and have sufficient to keep the market firm.

ANSWERS TO CORRESPONDENTS.

S. M. Co.—Try Sanderson, Percy & Co., Toronto, for rosin in lots.—EDITOR.

A customer secured is a promise of greater salary in time.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible.

A feather duster disperses but does not remove the dust from the store.

Goods conveniently located save time, money and temper in showing.

A reputation for truthfulness is indispensable to permanent and satisfying success.

No young man can possibly have mistaken his calling who finds in it what the world wants done

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

The neglect to look after minute details in the factory is a source of great loss to many producers.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"One man or genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."
—JOSH BILLINGS.



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.
(New Catalogue now ready.)

NEAT CLERKS.

How many are there? If we were to answer this question we should say that there are fewer and neater clerks than there ought to be. Indeed, a neat tidy clerk is to our mind an exception, even in the largest and best regulated stores they have their shortcomings. To a great extent the responsibility of this condition of affairs lies entirely with the owner. But why should there not be many more of them! It would make the store much brighter and increase the confidence of the customers and help matters along generally. We know very well that the average clerk has a pretty hard time of it. He has to get up early in the morning in a city like this, and as a rule is in the store between 5 and 6 o'clock, it does not give him time certainly to prepare his toilet, and when he has to work until 7 o'clock at night his ambition is perhaps not what it ought to be. There are, however, hardware stores which open at reasonable hours and close early, and it is in these where the reform should begin. We know of one store which employs in the neighborhood of fifty clerks. Of course it is a very fine store, and the owner made up his mind that the clerks should always appear neat and clean. In summer time he supplies each clerk with a clean white shirt three times a week and pays for the washing of their white aprons, a clean one being necessary every morning. In winter time a short black jacket is supplied, and we must confess that the store, so far as the clerks are concerned, is a picture of cleanliness and neatness. The first thing in the morning the clerks look like a company of soldiers on dress parade, and when the expense and the trouble is considered it is a very trivial matter when the result is taken into consideration.

What looks worse than entering a neat store and seeing the clerks with dirty shoes, dirty aprons and dirty shirts and faces that have not been either shaved or washed for a week, and we must confess that we have seen some stores of which this would be a fair description of the clerks to be found in them? Possibly some excuse might be given for their conduct if it were not for the fact that all stores should keep soap, and water as a rule is by no means an expensive luxury. Our inquisitiveness was once aroused by a clerk in a small store which we had need to enter very often. He very seldom had an apron on and his boots were always in a deplorable condition. We asked him if he used blacking, and he said yes, and in reply to a further question of which was the best there came over his face an innocent grin, for our eyes were directed at his boots when we asked the question, and he was honest enough to confess his ignorance upon the point at issue. Our point had been gained and we advised him to use a little blacking as it might improve the wearing capacity of his shoes.

A little attention in the direction of neatness amongst clerks would certainly add considerable attractiveness to the stores. We are sure that the results would amply repay any expense or extra effort necessary in the matter.

APPRECIATE YOUR BUSINESS.

That man is a poor specimen of enterprise who runs down his own business and wishes he had never gone into it. We heard a mechanic say: "If I had a boy he should never learn my trade; it is the poorest way of making a living there is, and anything else is better." The chances are that he was a poor workman and vented his spite by cursing his employment. The day's labor was regarded as a task, and the hours spent in his shop as so many robbers of his liberty.

The same is true of a merchant who despises his honorable calling. Nothing in all secular employment has furnished nobler examples of intellectual vigor, honorable success and useful life than the vocation of a merchant, and any man should be proud to be in it. No business has done more to create the civilization of the age and oil the wheels of the world's progress.

King Solomon, the wisest man of ancient history, was a merchant on the reciprocity plan, with Hiram King of Tyre, who thought he could make a good bargain. He is said to have cleared about \$120,000,000 on a single investment, but his family expenses were heavy and he needed large profits. He imported timber from the Tyrians; linen yarn, horses and chariots from Egypt; exported wheat, barley, wine and oil; and we venture to say he never spoke ill of his business, king that he was.

What class of men have given more for schools, colleges, hospitals and general charities than the merchants of England and America? The pedigrees of kings do not furnish their equals. Why, then, should anyone in such good company have a contempt for it? What would the country be without merchants? In fifty years the world would drift back into barbarism.

Brother storekeepers, put a high value on your position. Hold up its honor, its integrity, its business principles. The community in which you live have a right to expect it of you, and take a pride in seeing you meet their expectations.—Mixed Stocks.

THE ANTIQUITY OF WIRE.

It is not generally known that the manufacture of those metallic filaments or shreds known as wire is one of considerable antiquity, and has been traced by good authorities as far back as the period of early Egypt. A specimen of wire made by the Ninevites some 800 years B. C. is exhibited at the South Kensington museum. Homer and Pliny referred to similar productions in their writings. From such remote eras up to the fourteenth century wire in its general acceptance was produced by hammering out strips of metal. The operation of wire drawing is mentioned as early as the fourteenth century, for in the chronicles of Augsburg and Nurnberg, of 1351 and 1360 respectively, we find reference to wire drawers, so that it is reasonable to infer that the draw plate was known

and used at that period. Rudolf of Nurnberg erected the first wire drawing mill shortly after. About the year 1500 the credit of wire drawing was ascribed in France to Richard Archal. It was not until about 1565 that machine drawn wire was produced in Great Britain, the manufacture being introduced by a native of Saxony, C. Schultz, and Caleb Bell, who had a mill driven by water power, in Greenfield Valley, Holywell, Queen Elizabeth being supplied with toilet pins from that mill. Inferior hand-drawn wire had been and was being made in the neighborhood of the Forest of Dean and elsewhere, but in the seventeenth century the improved manufacture was carried on in Yorkshire, and latter on in the districts of Warrington and Birmingham, where the industry is still largely located.—London Iron and Coal Trade Review.

MAKING SPECTACLE LENSES.

The bit of glass to be formed into a lense is fastened by means of pitch to a small block of hard rubber, so that it may be more readily handled. It is ground by being pressed against a rapidly revolving metal tool, whose curvature is equal and opposite to that desired in the lens. This is known as the "rough tool" and is made of cast-iron. It is mounted on a verticle spindle, and is kept moistened with emery and water. Several grades of emery are used in succession, changing from coarse to fine as the grinding proceeds. As a result of this process the glass has a rough surface and is no longer transparent. It is now transferred to the "fine tool." This is made of brass and has its surface as true as possible. It is compared from time to time with a standard curve, in order to insure accuracy. In this second grinding the abrading material is rouge (carefully calcined sulphate of iron). Finally, the lense is polished by being pressed against a piece of cloth powdered with rouge and fastened to the rotating tool. The glass is now loosened from its block, turned over, and the reverse side of the lense ground. When this has been accomplished, the lense must be cut down to the proper shape for mounting in the spectacle-frame. It is placed on a leather cushion and held firmly in position by a rubber-tipped arm, while a diamond glass-cutter passing around an oval guide traces a similar oval on the glass below. The superfluous glass outside of the oval is removed by steel pin-cers, the rough edges are ground smooth on Scotch wheels and the lense is ready for mounting. The glasses for small telescopes, microscopes, burning-glasses and the like, are ground in the same fashion. From Glass in Science, by Prof. C. H. Henderson, in the Popular Science Monthly for September.

Credit is often too cheap and overbubing far too common. Don't be guilty of the one, and do not abuse the other.

"There are geniuses in trade, as well as in war, of the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW

It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.

SUBSCRIPTION
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J.B. McLEAN CO. (LTD) PUBLISHERS.

SPOONS, FORKS ETC. STAMPED
1847. ROGERS BROS. A1
ARE GENUINE ROGERS' GOODS.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,
184 Front St. East,
TORONTO

Here it is again---FORBES' NEW PATENT,

ACHIEVED ! ACHIEVED ! ACHIEVED !!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Now is the time to purchase your supply of the following. Our stock is complete and prices right.

Lightning Ice Cream Freezers ; Dish Covers, Round and Oval, Blued and Tinned, Granite or Agate ; Enamelled and Brass Preserving Kettles ; Cherry Stoners, Apple and Peach Parers ; Fruit Presses ; Ice Picks and Tongs ; also good stock of "Never Break" Kettles ; Sauce and Fry Pans.

WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.

ABSOLUTISM IN BUSINESS.

There is a growing tendency towards what might be termed mechanical absolutism in business methods, due no doubt to the difficulties of managing large mercantile enterprises properly in all their details. The purchasing public becomes painfully aware of this fact through daily contact with salesmen and clerks of all sorts. While we do not wish to enter the unlimited, though by no means unpopulated or unpopular field of the social analyst, we do wish to point out a danger to the best interests of the merchant, which though indefinitely felt by the public, is apt to escape notice in the strenuous efforts to obtain invariable rules for testing the honesty and efficiency of clerks. As to honesty, it is sufficient to say that though the honest clerk is more than willing that a check should be kept on his transactions, the devices for obviating the risks employers must take in this direction are far from having a desirable effect on the integrity of employees as a class.

Regarding the efficiency or worth of a clerk the method of judging it almost entirely by the columns of the salesbook is in almost every store an unjust and, therefore, an injurious one. To divide the bulk of necessary labor and the stock in such a manner as to make it strictly equitable for all employees is practically impossible. The evils of partial adoption of some very good methods and the lack of perfect methods can, we think, be best shown by a few illustrations.

A large general store adopts the system of sale-slips and cashier. Each clerk has a number and puts the amount of sale on the slips, without the cost of the goods, under his number as salesman. There is an endless amount of work to be performed which cannot be made to show on the salesbook. Clerk 1 shirks all such work and put his energies entirely into the line of making sales. Clerk 2 feels the responsibilities of his position and has the interests of the firm at heart. One morning the coal oil tank is empty; there are five barrels of oil to be brought in and emptied into the tank. Clerk 2 takes it upon himself to do this job, which work temporarily unfits him to act as salesman. Clerk 1 meanwhile receives the coming customers and gets their respective orders. The person who buys the empty oil barrels comes in and pays Clerk 1 for the five. Clerk 2 has worked for two hours without getting a sale while Clerk 1 has been raking in the cash and swelling his sales amount.

Again, goods are to be sold strictly at one price. Clerk 1 wishes to make a good showing. Clerk 2 wishes to be conscientious. Clerk 1 offers a slight cut on some staple, induces the customer to buy a larger amount and gets larger sales, while clerk 2 finds customers shunning him because he enforces the one price rule.

Clerk 1 makes strenuous efforts to sell staples, which while they amount to large sums bear little or no profit, while clerk 2

puts in his work in selling fancy goods, sells a smaller amount but makes more money for the firm.

These are only a few of the actual occurrences having a bearing on the question in hand. Other difficulties are the attempts on the part of forward clerks to take more orders than they can fill properly; to neglect customers known to buy small quantities for those known to buy largely, or those buying nick-nacks for those buying staples.

Of course all of these differences in the character and methods of employees are bound to create more or less friction and ill-feeling, some of which must react on the customer to the detriment of the firm. The larger and more complicated the business becomes and the farther removed the heads of firms are from the purchasers of goods, the more these difficulties multiply and the more unmanageable they become.

It is on these lines that the efforts of large firms must be expended and it is also on these lines that the smaller dealers must grasp what few advantages there remains for them over the ever growing concentration of business.—Ex.

AN EASY METHOD OF BECOMING RICH.

Andrew Jackson's Tennessee friend who, according to "Old Hickory's" statement to James Buchanan, "made a large fortune by minding his own business," offers an example of a method of successful accumulation which deserves more general imitation. It is not to be supposed, of course, that the Tennessee capitalist who was so indifferent to other folk's affairs had no other talents; he was, we dare say, a sharp, shrewd man of business. While his competitor on the other corner was nosing around early in the morning on his Paul Pry errand, he was employed in fixing up his stock or posting his books before getting ready for business. This business, we are justified in believing, grew to such an extent as to become the marvel of the neighborhood, and even attracted the attention of the President of the United States. Few men of business who make it their policy to push their own trade and let their neighbor's affairs alone can expect their virtues to become a matter of historical record, as have those of the Tennessean, but that they will thereby in a majority of cases, at least, attain prosperity, there can be little question. The chief object, no doubt, the merchant has in view who devotes much of his time to prying into the affairs of his competitors in trade, is to secure points to be used to the supposed disadvantage of the latter with customers and friends. We have known of such, whose satisfaction in finding out a bit of scandal to be used in this manner was greater than that felt in selling a good bill of goods. Such men make the mistake of supposing that throwing mud at a rival builds up their own busi-

ness at his expense, when, in fact, the result is always just the reverse. The social reformer who is widely traduced suddenly becomes famous and finds abuse the best aid to success. So the business man whose rivals make him the object of special attention and unfavorable comment, may safely regard this not only as a confession of their failure, but as a tribute to the abilities of their more successful competitors.—Grocer and Country Merchant.

DISCOUNTS AND UNDERSELLING.

After long and careful thought we do not understand how men are to be helped out of difficulties into which they have deliberately thrown themselves, and for reasons that still exist, and will continue to exist for a longer period than we can define, except by an entire alteration of conduct. The competition of business men has been widely lauded as the producer of all kinds of trade excellence, economy, and civility; but, of course, there are drawbacks on the other side, especially when the contest has been keen, the capital unequally distributed, and recklessness has entered the arena. Underselling of all kinds is a product of Competition and it is only reasonable, therefore, to argue, that if the product is of such a growing character that it has at length run away with all the profits, that Combination should be resorted to as the antidote. Traders in antagonism bring out each other's pluck, endurance, energy, skill, ingenuity, etc., the consumers getting side benefits in the shape of lower prices and greater civility; but traders in antagonism know no mercy, and so they kill each other, the weak going to the wall, and the stronger living only as before, all the resultant profits being given away to the almighty public.

Combination alone, faithful and true, will hold the fort safely.

We have heard very much lately about the evils of the Discount System, and all kinds of remedies are proposed, many of which seem to us unsuitable. If retailers choose to give away all or nearly all their profits to purchasers of their goods, whatever these goods may be, we cannot understand what it has to do with the men who sell to the retailers, nor why they should be asked or presume to act as judges or umpires by charging higher prices to reduce the profits of retailers, and compel them to keep up their prices to the public (i. e., filching from Peter and Paul may be the gainer.) Nor do we know by what right the wholesale house or manufacturer, having once sold his goods, is deemed to have a voice in deciding what profit shall be placed on them by the retailer; nor that it should be asked that the large purchaser be charged exactly on the same scale as the smaller purchaser. These are each in contravention of sound principles; is, in fact, doing evil that good may come,—which it probably never will in such a connection.

ENTERPRISE.

It is the enterprising business man who succeeds, and the application of the term to a merchant is about as high a compliment as a newspaper man can pay him, hence the common use of the word in newspaper columns in notices of local business men. Yet, how few men deserve to be called enterprising. The word means: "Bold or forward to undertake; resolute, active, or prompt to attempt." We question whether ten per cent. of the retail tradesmen of even this pushing, active nation deserve the appellation, for the majority are too much inclined to jog along in well-marked ruts, never attempting anything novel, but waiting instead for some enterprising dealer to make a trial of new goods or new business methods. Enterprise will redeem many shortcomings and mistakes in business. Even if loss does attend the introduction of some special article or of some new way of attracting public attention, it is sure to be more than balanced by successes with other articles and other methods. That enterprise is quite a rare quality in many branches of the retail trade becomes obvious in a brief glance at the advertising pages of any country newspaper. It would seem, as a writer in one of the magazines for this month observes, that the general run of country merchants feel that enterprise in advertising is a violation of modesty, hence when they do contract for space in their local journal, it is not utilized as it should be, their announcements being so seldom changed that oftentimes winter goods are advertised in the early part of the summer, and vice versa. They are apt to look upon the shrewd dealer who does properly utilize his newspaper space as a sensational, theatric sort of fellow who violates all the canons of good taste, but the chances are ten to one that they will in time follow his example in advertising and in other respects. But in the meantime the exceptional dealer catches the bulk of the trade, even if his business methods do at times savor of the circus and the peripatetic tooth-powder and quack medicine vendors. It is at the store of the enterprising dealer that novelties are to be had some time before less sagacious rivals gather sufficient courage to put them in stock, and these make trade, besides paying good profits, for when certain goods are only to be got at one establishment in a town the public is forced to patronize it, and the proprietor is enabled to obtain any price in reason.

When a dealer continually bewails the dulness of trade, he may be set down, without much chance of one's going astray, as lacking in enterprise, for the enterprising merchant is too busily employed in devising means of stimulating trade, and in carrying them out, to find time for complaints on that score. When all has been accomplished that can be in the direction of advertising,

and in securing tempting novelties, the enterprising dealer directs his attention to the improvement of his service, to the renovation of the store and the arrangement of goods. Or, more correctly speaking, we should say that he has all of these things in view continually, and the work in each direction is carried on at the same time. Necessarily his time is too much occupied for complaints of dull times to be heard from him. To put the elements of business success in brief, the famous saying of the French revolutionist, Danton, may be paraphrased: Enterprise; enterprise; always enterprise.—*Merchants' Review.*

DON'T DEPEND ON LUCK.

There is too much of a tendency among people to ascribe the success or failure in life to the caprice or partiality of fortune. Whether one succeeds or fails an explanation is always ready that the condition is due to luck. Luck to such people seems everything, and a man's endeavors to improve amount to nothing unless the wheel of fortune throws in his path that which by no possibility he could earn. Observation shows that these devotees of the luck system make it an excuse for their indolence and non-progressiveness. In their superficial manner of looking at events they have neglected those obvious conditions which a more close examination would have revealed as the true cause of any person's condition.

Thus two young men may start in life with apparently equal abilities and prospects. One will succeed in amassing a competence, while the other barely manages, as the saying is, to keep soul and body together. If the course of life followed by these two men is closely studied, the result to which each has come will be seen to be due to the effort, or lack of effort, shown by each, and there would be no recourse to luck to explain the difference in their conditions. It will probably be found that one valued present ease and pleasure too much to make any sacrifice for the future; he lived only for the good each day might bring him. As time passed and he compared his condition with that of the other man, then it was that his failure was laid to luck, and the success of the other to the same convenient term.

While there may be many strange events in men's lives, which seem to need chance as an explanation, it will generally be found that each individual has been the arbiter of his own fortune. It is a failing of human nature to shift responsibility upon others; and from the time of the man who said the woman did it, down to the present, the same sort of excuse is rendered. And in the moral world the same scapegoat system is practiced, and many a sin is laid to the devil by those who need not go outside of themselves for the true source; they desire to do bad deeds, but did not care to shoulder the responsibility. No doubt thousands of people pass through life dissatisfied with themselves and blaming fate for what they themselves are responsible for.—*St. Louis Grocer.*

EXCESSIVE COAL OIL STOCK.

Before the Hamilton police magistrate on the 1st inst., Constable Hunter prosecuted Andrew Watson, who has a shop on King William street, for a violation of the fire by-law in having more than sixty barrels of oil on his premises. The constable said he found two barrels of benzine; fifty-six barrels of coal oil were stored on the ground and twenty-nine barrels were above them.

Lawyer Carscallen asked to have the case adjourned as the City Council had passed a resolution recommending that the markets, fire and police committee consider the advisability of amending the by-law allowing eighty-five instead of sixty barrels to be stored. "I don't know," said he, "if the committee will accept the suggestion. The dealers say sixty barrels is a car load."

The magistrate—I will fine him now, because if an accident occurs I will be blamed for not enforcing the law.

Lawyer Carscallen—I ask you not to do that until you see what the committee will do.

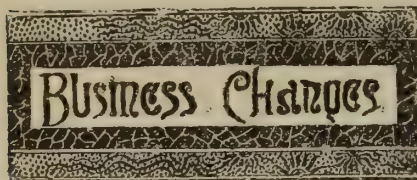
The magistrate fined the defendant \$20, which will not be enforced if the committee amends the by-law.

SAGE ADVICE TO DEALERS.

The live wide-awake merchant does not buy all his goods from traveling salesmen, but visits the large jobbing markets at least twice a year. Wisely these western merchants pursue this policy, and they are already beginning to pay their autumn visit prior to fall trade in larger number, perhaps, than ever before to the Minneapolis and St. Paul jobbing houses. It is useful and beneficial, both to the retail merchant and to the jobber, that the former should visit the house where he does most of his buying. Personal intercourse establishes trade relations on a firmer and more intelligent basis, and more consideration, other things being equal, is likely to be shown from each to each, when personal acquaintance is a factor. The chances for undue exactions and unfortunate misunderstandings are largely eliminated by such intercourse. We are glad to note that the northwestern merchants are recognizing the truth of these statements and that their visits each year are becoming so much more numerous. There is another factor which ought not to be ignored in this matter and that is that the retail merchant buys to better advantage (we do not refer so much to prices as to some other features of buying), when he buys directly in the house, and it is a duty that the buyer owes not only to himself but to those who give him credit that he should buy to the best of his ability.—*Ex.*

Every line of goods embodies a history and a science worth years of study to understand.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.



SALES MADE OR PENDING.

The hardware stock in the estate of Chipman Bros., Halifax, was sold to A. M. Bell.

J. N. Dauphinee, tinware dealer, Lunenburg, N.S., advertises his business for sale.

G. R. Gilroy, general merchant, Holstein, Ont., has sold out to J. H. Richards & Co.,

J. Sinclair & Son's crockery and glassware stock, Toronto, are advertised to be sold on the 15th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Phillips & McKean, brass-founders, Quebec, have dissolved.

Young & Hopkins, general merchants, Hartney, Man., have dissolved.

Busche & Lajeunesse, grocers and hardware dealers, Walkerville, Ont., have dissolved, J. E. Lajeunesse continuing.

REMOVALS AND DEATHS.

James J. Grieve, senior partner in the firm Blaine, Johnson & Co., general store, etc., St. John's, Nfld is dead.

FIRES.

The Newfoundland Consolidated Foundry Co. (limited), St. Johns, N.F., is burnt out. Insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Louis Giroux, general merchant, Berthier, Que., has assigned.

Adolphe Methot, general merchant, St. Roch des Aulnais, Que., has assigned.

Demand of assignment has been made upon P. O. Lariviere, manufacturer of varnish, Cote St. Louis, Que.

ORCHARD BEACH LETTER.

OLD ORCHARD, MAINE, U. S. A.
September, 1891.

Were you ever at the seaside in September? It is the most delightful time in the whole year for calmness and repose. Of course, the vast number of guests have departed, leaving but a few stragglers, and the fresh arrivals are "few and far between." In September, one will get the pick of the choice rooms at a moderate rate in the few hostleries which are still open at this season of the year. Several annoyances are missed during "mild September." No large invasions of excursionists from the manufacturing districts, not that we begrudge the poor toilers a day at the seaside; there is room for all on Old Orchard's incomparable beach, but crowds bring noise and clamour. The shout of the peanut vendor is hushed. The solicitations of the photograph man "take yer picture, Sir! Ocean back ground, mento ev yer visit" are heard no more. The merry-go-round has hied off to pastures new, and

the Indian medicine fakir who has been yelling out that his decoction was good for "every ill the flesh is heir to" has, to misquote Longfellow, "packed up his traps like an Arab and slowly meandered away."

Where all this gypsy-like tribe wander to is hard to tell. The writer has had many a chat with them behind the scenes, now that the season is over. Some follow the various fall fairs. Others, if they have a good season, take a rest, but the large majority will be found in the Florida resorts during the winter season.

The signs over the restaurants are a study in themselves. In English seaside resorts you will notice, posted up:

HAM & EGGS!
SANDWICHES!!
TEA & COFFEE!!!
LEMONADE!!
GINGER SNAPS!

At the Yankee resorts the signs proclaiming the good things are briefer. Thus, on a sign board at Prout's Neck we observed as follows:

CLAMS.
PIE.
BEANS.
POP.!

Surely here is a range that would suit the most delicate palate. The savory clam, the inevitable pie, accompanied by the high-toned Bostonian bean, washed down by all-filling pop.

Turning from the thunderings of the ever-moving sea, there are many nice excursions inland where the pine-scented air of Maine, aptly called the Pine-Tree State, will be found equally as invigorating as the breeze from the ocean. Saco Biddeford and Biddeford Pool are interesting places to visit in the neighborhood, whilst a whole day, or even a couple of days, can be profitably spent in Portland, and in touching at the several islands in Casco Bay.

Portland is a beautiful, well-ordered city of about 40,000 inhabitants, clean and prettily situated. Here are two lead and color works, several jobbing hardware houses and some first-class retail builders' hardware establishments. The house furnishing shops seem to pay a great deal of attention to a fine class of hollow-ware and kitchen utensils generally, making a good window display of these articles of domestic utility.

A combination controls the sale and price of white lead for painting, and it retails for about two dollars per 100 more than in Canada. The best grades of ready-mixed paint sells over the counter at \$1.50 per gallon wine measure. Competition is keen here as elsewhere, but the Americans will pay a fair price for a good article.

The Grand Trunk Railway has contributed in no small measure to the building up of Portland. The citizens appreciate this, and Canadians receive a warm welcome at all hands.

W. H. E.

THE FIRST ALUMINUM BOAT ON THE LAKE OF ZURICH.

Our beautiful lake will now be celebrated the world over as the birthplace of the newest invention in ship building. It will be remembered that the first naphtha launch was launched on our waters; a little while since the first electric boat likewise made its maiden voyage; and now a third achievement has eclipsed the others, the first aluminum boat in the world breasts the waves of our lake. This was made at the expense of the "Aluminum Gesellschaft Neuhausen," of Escher, Wyss & Co., was launched only a few days ago and has already been sent to the Frankfort Electric Exhibition.

Accepting a kindly invitation of the builder we made an excursion in the brand-new boat, and so can testify to its qualities. It resembles in appearance and size the small naphtha launches, of which it has also the shape and the motor; the sole change in the latter being an arrangement, by which the flame can be kept up while the boat is at rest. One seeing the boat in motion would not have the slightest thought that there was anything new about it; only on near approach would it be seen that the boat was not painted gray but was made of a white shining metal. Inside, everything has this silver white color, except a few wooden articles. The seats, the gunwales, the hand rails, even the "Kamin-tube" is made of aluminum, which in the latter case is polished, looking like pure silver.

Not only these, but the rudder, the tiller ropes, even the machine castings are made of aluminum. The latter alone weighs 260 lbs., while the whole amount of aluminum used is 550 to 600 lbs. (Costing about \$1.75 per lb.) Adding to this the wooden parts, the copper cylinder, a mass of tubing, part copper and part cast iron, the iron anchor, the weight of the whole boat is about 970 lbs., while the usual naphtha launch of wood and iron of like size (2 H. P.—holding 8-12 persons) weighs at least 1320—1760 pounds.

Also, this boat gets over 10 Kilometers an hour, while the usual naphtha launch scarcely makes 9. This speed of 10 Kilometers per hour has never before been reached by a boat of like size and with a like motor, and this advantage of aluminum will naturally be applicable for larger boats and attract the attention of ship builders.

But, another fact will also recommend the aluminum boat, i. e., its different parts, particularly its shell (which is of aluminum plate of 1.5 m. m. thickness, and 3 m. m. thick under the motor) and its gunwales will not rust, even when unprotected by any coating. Aluminum does not rust. It keeps its color and only needs to have the dirt and grease rubbed off from time to time.

The metal is obtained from alumina by the electric current. The aluminum Gesellschaft at Neuhausen is, as well known, the first works in Europe to make aluminum by electricity.

As this boat dances on the waves, it owes its very existence to water, for it is the product of the tossing waves of the Rhine made useful by the skill of man. We can be forgiven for looking with satisfaction on this latest product of Swiss industry, and for seeing in the future all our streams and cascades turned in this way to a useful end.—Neue Züricher Zeitung.

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

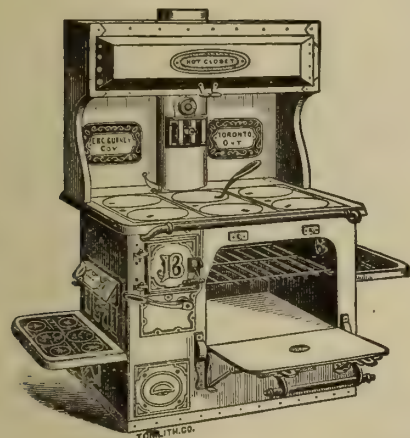
A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.



The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.

HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

BROKERS

—AND—

**COMMISSION MERCHANTS
IN CANADA**

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

F. E. DIXON & CO.,
MANUFACTURERS OF

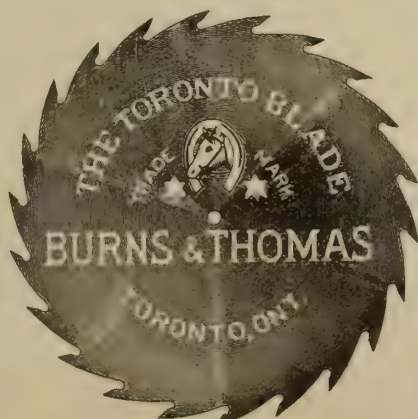
UNION TANNED
STAR RIVET

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



SAWS CIRCULAR, Shingle, Re-sawing, Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

**JOHN WILSON'S
Butcher Knives**

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

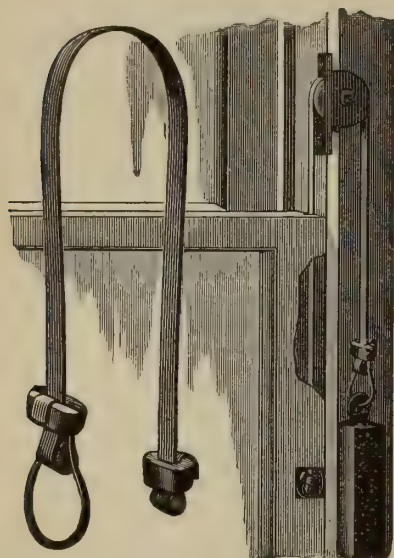
ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

The Gardner Steel Sash Ribbon AND PULLEYS.



See the working samples of above on exhibition in the main building of Toronto's Great Fair.

GARDNER SASH BALANCE CO.,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS" PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

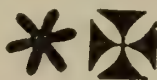
CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE



GRANTED

MARK.

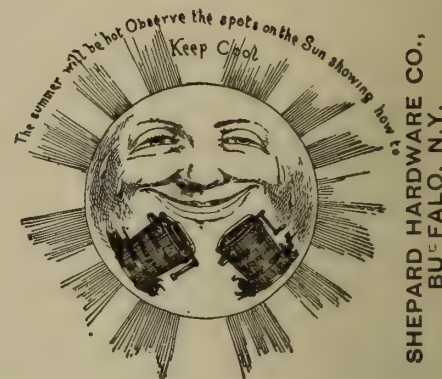
1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



Shepard's "Lightning" Ice Cream Freezer

SHEPARD HARDWARE CO.,
BUFALO, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S.	Per box
I.C., usual sizes	\$6 00 \$6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.X.X.X., "	8 25 8 50
D.C., 12½ x 17	4 50
D.X., "	5 75
D.X.X., "	6 75
Note.—Other brands might be shaded by 25c. per box.	
Coke Plates—Bright.	
essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00
Note.—Round lots of 14x20 might be purchased of 10c. per box less.	
Charcoal Plates—Terne.	
Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75
Charcoal Tin Boiler Plates.	
Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	
" 14x60, "	6½c, 7c
" 14x65, "	
Tinned Plates.	
72x30 up to 24 gauge	6½ 7
26 "	7½ 7½
28 "	7½ 8
Iron and Steel.	
Base Price.	
Common Iron, per 100 lb	\$2 05 2 10
Refined "	2 45 2 55
Horse Shoe "	2 50 2 55
Band "	2 50 2 65
Hoop "	2 65 2 80
Swedish "	4 00 4 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 00 3 25
Best Cast Steel, per lb	0 13½ 0 14
Russian Sheet	0 10½ 0 12
Tank Plates	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.	
2-inch	10½c
1-inch	15
Boiler Plate.	
½ inch	\$2 45
5-16 "	2 35
¾ " and thicker	2 25
Sheet Iron.	
1 to 20 gauge	2½, 3
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 3½
Canada Plates.	
Blaina	½ bright 3 10 3 15
Abercarne	3 20 3 25
Iron Pipe.	
Wrought 60 to 62½ p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 60 to 60 and 10 p.c.	
Galvanized Iron.	
Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 "	5½, 5½
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5½
28 "	5½, 5½
Note.—Cheaper grades about ½ cent per lb less.	
Chain.	
Proof Coil, 3-16 inch, per lb	7 7½
" ½ "	5½ 6½
" 5-16 "	5 6
" ¾ "	4½ 5½
" 7-16 "	4½ 5½
" 1½ "	4½ 5½
" 2 " "	3 60
" 3 " "	3 50
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15
Jack chain, brass, single, per doz yards	0 20 1 10
Copper—Ingot.	
English B.S.	0 14½ 0 15
Bolt or Bar.	
Cut lengths, round, ½ to ¾ in.	\$0 25 \$0 28
" round & square	
1 to 2 in	0 23 0 26
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.	

Sheet.	
Untinned, 14 oz. and light,	
16 oz, 14x48 and 14x60	\$0 18 0 19
Untinned, 14 oz. and light,	
16 oz, irregular sizes	0 19 0 20
Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.	
Planned and tinned, 14x	
48 and 14x60	0 29 0 30
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 22 0 26
" 35 to 45 "	0 21 0 22
" 50 lb and above per lb	0 20 0 21
Boiler & T. K. Pitts.	
Plain Tinned, per lb	0 25
Spun	0 29
Wire.	
Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30
Brass.	
Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up	0 26 0 32
Sheets, hand-rolled 2x4 ft.	0 25
Zinc Spelter.	
Foreign, per lb	0 05½ 0 06
Domestic	0 05½ 0 05½
Zinc Sheet.	
5 cwt casks	0 06½ 0 06½
Part casks	0 06½ 0 07
Lead.	
Imported Pig, per lb	0 04 0 04½
Domestic	0 03½ 0 04
Bar, 1 pound	0 25 0 05½
Sheets, 2½ lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00
Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.	
Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.	
Solder.	
Half-and-half (guar.) per lb	0 17 0 19
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.	
Antimony.	
Cookson's, per lb	\$0 15½ 0 16
Other makes	0 14½ 0 15

White Lead.	
Pure, Assoc. guarantee, ground.	
in oil, 25 lb. irons, per lb	5½
No. 1 Do.	0 5
No. 2 Do.	0 4½
No. 3 Do.	0 4
Prepared Paints.	
(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities	0 85 0 90
Colors in Oil.	
(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French	0 05
Marine Black	0 09
Green	0 09
Chrome	0 08
French Imperial Green	0 14
Colors, Dry.	
Yellow Ochre (J.C.) in bbls, per cwt	1 40
(J.F.L.S.) "	2 75
Venetian Red (R.C.2)	1 50
Ven. Red, Cookson's	1 80 1 90
English Oxides	3 25
American	2 25
Paris Green, per lb	
Burnt Sienna	0 08½
Burnt Umber	0 05
do pure	0 08
Drop Black	0 09
Chrome Yellows	0 12
Greens	0 12
Golden Ochre	0 03½
Varnishes (in bbls).	
No. 1 Furniture, per gal	0 70
Extra	1 00
Brown Japan	0 70
do Turpentine	0 90
No. 1 Carriage	1 50
Gold Size Japan	1 40
Pure Orange Shellac	2 00
Hard Oil Finish	1 50
Linseed Oil (in bbls)	
Raw, per gal	0 60 0 61
Boiled	0 63 0 64
Turpentine (in bbls)	
Selected Packages, per gal	0 55 0 56
Castor Oil.	
Best, per lb	0 08½ 0 09
Cod Oil.	
Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.			Gimlet.			Churns.			Pilkington.		
Ammunition—Cartridges.			Clark's, per doz	0 65	0 90	Clamps.			Ordinary		
Rim Fire Pistol, dis. 40 to 45 p.c. Amer			Diamond, Shell "	1 00	1 50	Judd's, dis. 20 p.c.			1st break		\$3 65
Rim Fire Cartridges, Dom. 50 and 10			Nail and Spike, per gross	2 25	5 20	Stearns, per doz	3 00	10 00	2nd "		3 90
Rim Fire Military, net list. Amer.			Blind Rollers.			Clips.			3rd "		4 60
Central Fire Pistol & Rifle, 15 to 18 per			Annex	1 25	1 75	Axle, dis. 65 p.c.			4th "		4 95
cent., Amer.			Mascot	1 35	1 85	Coffee Mills.			5th "		5 40
Central Fire Cartridges, Dom. 30 & 10			Erminie	1 12	1 20	Box	3 60	13 00	6th "		5 90
Central Fire, Military and Sporting,			Blind and Bed Staples.			Side	3 60	4 00	7th "		50
Amer. net list. B.B. Caps, discount			All sizes, per lb	0 11	0 15	Enterprise, No. 0	1 35		Picture Glass.		
45 p.c. Amer.			Bolts.			" No. 2	2 70		Pilkington's ordinary.		
Loaded Shot Shells, "Trap" and			Carriage, dis. 65 and 10 to 70 and 5 per			Compasses, Dividers, etc.			1st break		4 30
"Dominion" grade, 10 p.c.			Tire, dis. 50 and 10 per cent to 60 p.c.			American, dis., 60 to 62 and 1/2 p.c.			2nd "		4 70
Shot.			Stove, dis., 45 to 50 p.c.			Cradles, Grain.			3rd "		5 40
Canadian, dis. 7 1/2 p.c.			Elevator, dis., 35 to 40 p.c.			Canadian, discount 25 p.c.			4th "		5 90
Wads.			Machine, dis., 65 to 70 per cent.			Door Springs.			5th "		6 50
Eley's, per 1,000	\$0 25	\$1 60	Boring Machines.			Torrey's Rod, per doz	2 00		6th "		6 90
Anvils.			Complete, with Augers, ea.	4 40	7 50	Coil, per doz	0 88	1 60	7th "		7 70
Anvil and Vice combined			Braces.			English,	2 00	4 00	Glue Pots.		
each			Barber's	6 00	7 75	Draw Knives.			Tinned, each	0 30	0 90
Augers.			Barber's Ratchet	10 00	11 00	American, dis. 70.			Enamelled	0 55	1 20
Gilmour's, discount 50, 50 and 10			Farmers'	2 00	2 75	Canadian, dis. 25 to 35 p.c.			Grindstone Fixtures.		
Hollow Stearn's per doz	13 00	20 00	Millar's Falls	15 50	29 00	Drills and Drill Stock—Breast.			P. S. & W., per doz	4 25	4 65
Adjustable " each	5 50	6 50	Brackets—Shelf.			Millar Falls, per doz	16 00	51 50	Hammers—Nail.		
Post Hole, Vaughan's, each	1 35	1 60	Japanned Canadian, per	0 50	3 40	P. S. & W., dis. 40 per cent.			Maydole's net list to 5 per cent. dis.		
Excelsior, Jennings', discount 50 per			doz. pairs	0 50	3 40	Twist.			Can. discount 25 to 27 1/2 p.c.		
cent.			Berlin Bronze Cana'n	0 85	3 20	Morse, dis. 30 to 33 1/2 per cent.			Tack.		
Awls.			Boilers.			Standard, dis. 40 to 45 p.c.			Magnetic, per doz	1 10	1 50
Sewing per gross	5 65	1 59	Light, dis. 65 to 67 1/2 per cent.			Elbows—Stove Pipe.			Sledge		
Pegging, "	0 65	1 25	Reversible, dis., 65 to 67 1/2 per cent.			\$1.00 to \$2.75 per doz.			Canadian, per lb	0 12 1/2	0 15
Brad, "	0 85	1 60	Vegetable, per doz., dis. 37 1/2 per cent.			Fawcets.			Ball Pean.		
" handled	3 60	7 30	Henis, No. 8	6 00		Cork Lined, per doz	0 30	0 60	English and Can., per lb.	0 25	0 37 1/2
Saddlers', "	0 45	1 60	No. 9	7 00		Wine, per doz	1 30	2 25	Handles.		
Awl Hfts.			Queen City	7 50	10 00	Star,	2 80	3 90	Axe per doz	1 00	3 50
Patent Peg, per gross	7 25	8 00	Butchers' Cleavers.			Fenns Corkstops, No 2 p.doz	1 70		Store door "	1 00	1 80
" Sewing,			From 8 to 13 inch, per doz.	500	4 23	Petroleum, per doz	4 50	6 50	Chest, per doz pairs	0 40	2 50
Awl and Tool Sets.			Batts—Brass.			Files.			Chisel.		
Millar's Falls, per doz	2 80	8 30	Wrought Brass dis. 60 and 10	0 70	pe' cent	50 & 5 to 50 & 10			Firmer per gross	3 00	4 50
Axes.			Loose Pin, dis. 65 to 65 and 5 per cent.			Black Diamond, 50 & 5 per cent. dis.			Socket Firmer "	3 25	8 00
Per box	6 00	12 00	Cast Iron.			Amer. List.			Socket Framing per gross	3 75	5 00
Axle Grease.			Wrought Steel.			Nicholson's dis., Amer. list, 50, 50 and 5			Fork.		
Per gross	6 50	14 00	Fast Joint, dis. 60 & 5 to 65 pc., dis.			Canadian, dis., Amer. list 60 per cent.			C. & B., discount 35 per cent. to 40 p.c.		
Bath Tubs.			Loose Pins, " 60 & 5 to 65 pc., dis.			Jowitt's, dis. Can. list, 25pc. to 27 1/2 p.c.			Hoe.		
Zinc discount 25 per cent.			Berlin Bronzed, dis. 70, 70 and 5 per			Horse Rasps, Kearney & Foote's dis			C. & B., discount 35 per cent. to 40 p.c.		
Copper, discount, 30 p.c. dis. off Re-			cent.			Amer. list, 50 pc. 50 p.c. to 50 and 5 p.c			Saw.		
vised list.			Gen Bronzed, per pair	0 40	0 65	Horse Rasps, dis. 45 p.c. Amer } Hellors			American, per doz	1 00	1 25
Bells—Hand.			Can Openers.			50 p.c. Can. } Spencer's, dis. Can. list			Plane.		
Brass, 60 to 66 1/2			Acme, per gross	9 00	10 00	33 1/2 p.c.			American, per gross	3 15	3 75
Nickel 50 and 10 to 60 p.c			Sardine Scissors, per doz	3 75	4 50	Fluting Machines.			Hammer and Hatchet.		
Door.			Card.			Each	0 60	2 00	American, per doz	0 50	0 80
Gongs, Sargent's	5 50	8 00	Horse, per doz	0 60	1 00	Forks.			Canadian per pair	0 18	0 25
" Peterboro, dis. 50 per cent.			Carpet Stretchers.			Hay, Manure, etc, dis. 40 p.c.			Hangers.		
Cow.			American, per doz	1 00	1 50	Freezers, Ice Cream.			Door 4 and 5 inch, per pair	0 40	0 80
American make, discount 60, 60 and			Bullards	6 50		Gem, dis. 50 and 5 to 50 and 10 p.c.			Hatchets.		
10 per cent.			Carpet Sweepers.			Shepard's Lightning, dis. 50 to 50			Can., dis. 37 1/2, 40 p.c.		
Canadian, dis. 45 and 50 pc.			Bissell, per doz	22 50		and 10 p.c.			Hinges.		
Farm.			World	21 75		Fruit Presses.			Blind, Parker's, dis. 60 to 60 and 10 p.c		
American, each	2 00	5 00	Daisy,	24 00		Henis' per doz	4 00		" Shepard's Noiseless, dis. 60 p.c		
House.			Star,	18 00		Enterprise, discount 10 p.c.			" Buffalo, dis. 60 to 70 p.c.		
American, per lb	0 35	0 40	Crown Jewel, per doz	29 00		Shepard's Queen City, dis. 15 p.c.			Light T and strap, dis. 62 1/2 to 65 per		
Bellows.			Grand Rapids, "	30 00	33 00	Fry Pans.			Heavy, per lb	0 42	0 05
Hand, per doz	3 35	4 75	Cartridges—See Ammunition.			Acme, discount 55 to 60 per cent			Screw and Strap, per lb	0 03 1/2	0 04 1/2
Moulders "	7 50	10 00	Castors.			Gauges—Marking, Mortise, etc.			Per doz. sets		
Blacksmiths' discount 35, 40 pe cent.			Bed, new list, dis. 50pc. } to 50 and 5			Stanley's, dis. 50, 55 p.c.			Screw, Eureka	1 13	1 80
Belting.			Plate " dis. 50pc } per cent.			Wire Gauges.			Gate, Clark's	1 50	2 20
No. 1, leather, discount 40 to 40 and 5			Cattle Leaders.			Winn's, Nos. 26 to 33, each	1 65	2 40	" Shepard's, dis. 50 to 60 p.c.		
per cent.			No 31 and 32, per gross	8 50	11 25	Glass.			Per doz. pairs		
Best, ditto, 37 1/2, 40 percent.			Cement.			Window.			Spring	1 50	3 50
Bench Stops.			Portland, car load lots	2 70		Box Price.			" Shepard's Niagara	1 75	1 90
Per doz	5 00	6 00	Thorold	1 10		Star.			Hoes.		
Bits—Auger.			Queenston	1 10		50 ft	1.45	2.80	Garden, Mor ar, etc., discount 40 per		
Gilmour's dis 55 to 60 per cent.			Napanee	1 10		100 ft.	1.55	3.00	cent.		
Excelsior, discount 60 per cent.			Chalk.			50 ft. 100 ft.	2.15	2.45	Planter doz	4 00	5 00
Jennings' Imitation, list 45, 47 1/2 per			Carpenters' Colored, per	0 90	1 10	Double			Hooks—Cast Iron		
cent.			gross	0 01 1/2	0 01 1/2	Per			Bird Cage, per doz	0 50	1 10
Jenning's Gen, net list to 5 p. cent dis.			White, lump, per lb	0 05	0 06	50 ft.	3.40		Clothes Line, "	0 27	0 63
Car.			Red	0 05	0 06	60 ft.	3.70		Harness, "	0 72	0 88
Gilmour's, 47 1/2 to 50 per cent.			Crayon, per gross	0 14	0 18	70 ft.	4.00		Hat and Coat, per gross	1 00	3 00
Expansive.			Chisels—Socket, Framing and Firmer.			80 ft.	4.20		Chandelier, per doz	0 50	1 13
Clark's, 15 per cent.			American, dis 70 per cent.			85 ft.	4.50		Wrought Iron.		
Excelsior, 10 per cent.			Canadian, dis 35 per cent.			90 ft.	5.40		Wrought Hooks and Staples, Can		
			Tanged Firmer per doz	0 85	4 00	95 ft.			dis. 35 to 37 1/2 per cent.		



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener, Clabrough, Smith, Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribon & Co. Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

HARDWARE

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.



When writing to our advertiser please inclose the above.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

60W

TRAVELLING MEN

TWANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ASK FOR and see that you get "Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

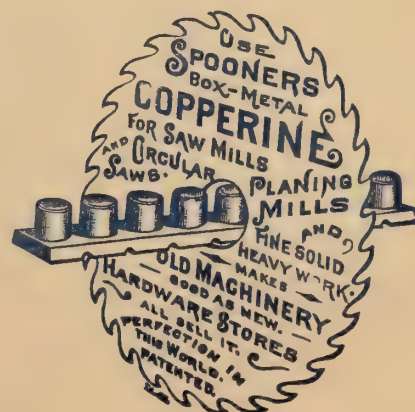
WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.



ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

HARDWARE.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,

MONTREAL,

QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Bright,
Annealed,
Oiled,
Galvanized,
Spring,
Tinned,
Coppered,

Also Wire Fencing and Staples.

BRASS WIRE !

Write for Prices to



Box 1964, Montreal, or
27 Front St. E., Toronto.

STEEL WIRE !

—FOR—
Telephone,
Telegraph and
Electrical purposes.

—FOR—
Nails,
Rivets
Mattresses,

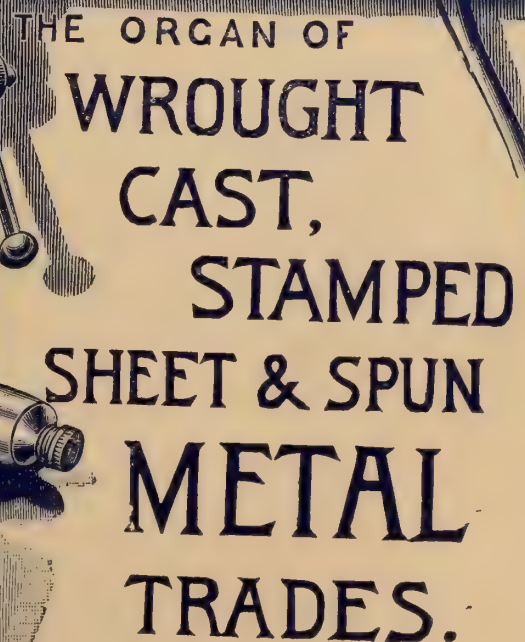
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

COPPER WIRE !

10 Cents a Copy

PUBLISHED
WEEKLY

HARDWARE

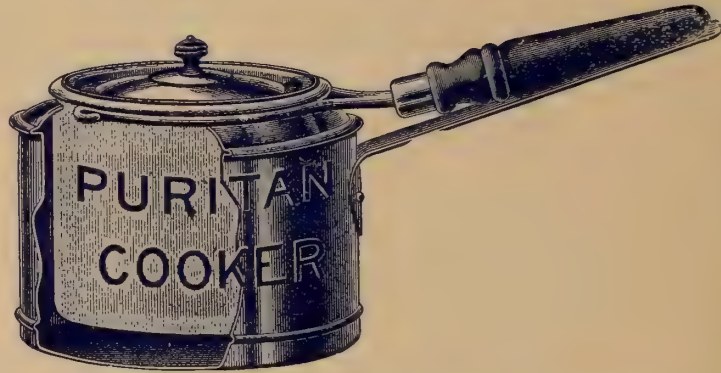


THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

**No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.**

HARDWARE.

PURITAN WARE



Write for Illustrated Price Lists and Discounts.

**RICE LEWIS & SON,
LIMITED.**

General

HARDWARE

Merchants.

32 King St. East,

TORONTO.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

**KEMP MANUFACTURING CO.,
TORONTO, ONT.**

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, SEPTEMBER 19, 1891

No. 38

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clèmes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

MANY-SIDED COMPETITION.

The term "competition" is common enough in trade parlance to be understood. Yet its use in trade has tended to specialize the meaning, and narrow it down to the expression of but one form of competition. There are many traders to whom the word suggests no other effect but that of grading down prices. Competition with them means a strife in which opposing dealers vie with each other in the one sole matter of prices. That is a wrong idea of what competition means, and that narrow acceptance of the word is probably responsible for much of the evil of price-cutting. If traders more generally recognized that they could compete in many other ways than by that of low prices there would be less sacrifice of profit to-day and more solvency in trade. It is equally true that the excesses of competition would be less heard of, as they cannot be practised to so mischievous a degree in other forms of the principle as in that of price warfare. The benefits of it are also more obvious in nearly any other mode of manifestation.

Take the competition, for example, in which one neighbor trader undertakes to cope with his rival as a stock keeper, or store dresser. Where a trader goes in to cast his competitor's attractions into the shade, he makes use of a means in which there are both utility and beauty as resources of attraction to customers. He will thereby certainly draw some trade. And the tax upon his inventiveness and versatility will do him good, will educate him as a shopkeeper,

whereas the tax upon his profits in a price-competition very seldom builds him up financially or morally. It tends to pull him down morally, and to accustom him to look with complaisance upon the idea of forcing his ditorscretotake 50c. or thereabout on the dollar. But the dealer who moves steadily upon his opponent's custom along the line of competition in store attractiveness is pursuing a course that is healthy in all its effects. People like to go into a shop beautified by tasteful arrangement, freshened, well lighted and attended by courteous salesmen. They like the pleasant experience, and will pay a slight tribute in the way of an addition to prices often to enjoy it, particularly if the opposing dealer keeps a very disorderly looking place.

Pleasant manners are another respect wherein traders can compete with each other. The public are not always after material returns for their money. They like to be well treated, they value considerateness and courtesy. The store keeper ought, if not from natural disposition, at least from policy, aim to be an agreeable man to meet, and to keep agreeable help about him. He will be a hard rival to do business against if he is such a man, and also makes a study of the appearance of his store.

These forms of competition are wholesome. They benefit not only the man who practises them but all the trade within range of his influence. An instance comes to mind of a trading quarter in a city where the stores in one line of business were noted for the lack of taste or order in the keeping of their stocks. A new comer opened up there and made a specialty of tasteful, often varied arrangement. In a few years the effect was a complete transformation of the general appearance of the quarter. Neatness had become epidemic, for it was found to pay. The trim, bright well kept stores that are to be seen to-day are the very antipodes of those that were there before the new comer came.

ALUMINUM.

At the recent electoral convention in Montreal there were showered around by the hundred, coins about the size of a silver dollar, the extreme lightness of which were a surprise to everybody. These coins were made from what electricians term the metal of the future, Aluminum, and it is their hope that the production of the now rare metal will be so cheapened through the use of their own particular and cherished agency, electricity, that it will come into general use. In view of this, therefore, some reference to the past production of the metal may be apt. Within the last decade, says the United States census office bulletin, electro metallurgical processes for obtaining Aluminum have become the favorite subjects for patents with inventors. The earlier of these was the Cowles process, established in 1885 which is at present confined to the production of Aluminum Bronze. The process which is now well known to persons interested in metallurgy, consists in passing the current from a powerful dynamo through a mixture of alumina carbon, and pieces of copper contained in a suitable vessel lined with carbon, through the ends of which vessel the large terminals of the dynamo are inserted. The aluminum is reduced by this current, in the presence of carbon and unites with the molten copper to form an alloy rich in aluminum. This alloy is afterwards remelted and enough copper added to it to reduce the aluminum contents to the proportions desired for the aluminum alloys of the desired grades. Besides aluminum bronze, ferro aluminum is produced by exactly the same process, except that iron is substituted for copper. This alloy containing from five to ten per cent. of aluminum is used as a vehicle for introducing aluminum into molten iron to increase its tensile strength and solidity. The extraction of aluminum is also effected by dynamo electricity. This process, which is now in

active operation at Pittsburgh, consists in forming a fused bath of the fluorides of aluminum calcium and sodium to which calcium chloride is subsequently added, in a suitable vessel lined with carbon, adding alumina thereto, and then separating the aluminum by the current from the dynamo the carbon electrodes of which dip into the bath, the process being continuous because the alumina can be renewed as it becomes exhausted. The total production of aluminum in the United States, in 1889, including that contained in alloys, was 47,468 pounds, with a total value of \$97,335. Its cost at first was something like \$2 per lb., but it is said that this has been substantially reduced since then, 50c. per lb. being the price for certain extractions at present.

DEPRESSION IN CEMENT.

Some weeks ago reference was made in these columns to the fact that there were large stocks of cement in Montreal, while the demand was of such a kind that little improvement might be looked for. Subsequent developments, despite the fact that some exporters disputed our contentions, substantiate them pretty well, and now, we have the certainty of a dull market, with large stocks a ruling factor, and dealers know what this means. In fact the market is an extremely weak one, and the conditions at present are more unfavorable than they have been for a long period. Stocks have been heavy all along, as we have said, but recent arrivals have accentuated this, for they are considerable, and are all going into store. Of course a certain quantity is always carried over, to meet ordinary wants, throughout the year, but in the present instance it is held to be more than sufficient. A certain quantity will be required for corporation works in Montreal this fall, but these will be discontinued in the course of a month or so and the additional supply that the contractors will take is not expected to be great as they have supplied themselves pretty well ahead. In this case there is only the ordinary demand to fall back on, and as building operations are practically discontinued during the cold season in Eastern sections, this outlet will be small. There is of course, the Western demand to be satisfied, but a considerable quantity of stock has come this way this season, so that expectations are for a dull and dragging market in Montreal during the coming fall and winter. At present values are nominally unchanged in the absence of any business of consequence, but it is dollars to doughnuts that substantial shading would be done to secure a round order.

AT THE EXHIBITION.

The Exhibition may be pronounced a success from every point of view. It was crowded with attractions and thronged with spectators every day. The exhibits were such as might be looked for in a yearly developing institution; they illustrated progress not only in an industrial way but also in the art of display. Each exhibitor apparently vied as much with his own efforts at past fairs as with those of his fellow-exhibitors at this. So many students of effect could not fail to make a beautifully diversified spectacle. Some of the exhibits have been made special mention of below.

THOS. DAVIDSON & CO.—The tinware exhibit of Thos. Davidson & Co. in the main annex is one which attracts the attention of both the merchant and consumer. The goods are first class in quality and finish, and the display reflects great credit on Messrs. J. R. Webb and J. L. Marrow, their travelers, who were always glad to answer the hundreds of questions asked on such occasions.

SHURLY & DIETRICH—This Galt house made a pretty showing of their turnout in the main building just to the left of the entrance to the art gallery. One would hardly know how it is possible to show such things as saws to make people stand as people stood for ten minutes at a time and gazed at circular, bulk, hand and all kinds, sizes and shapes which the firm manufacture.

TORONTO SILVER PLATE CO.—This firm showed an immense case of their plated goods in the centre of the main building on the ground floor, and had some striking pieces of goods to illustrate what can be done in this line of workmanship.

E. & C. GURNEY CO.—In their pretty little two storey building, did the E. & C. Gurney Co. show their tasty array of stoves, scales and locks. On the floor was stencilled "John Bull," in a hundred different places. This is the name of their famous stove. Mr. Geo. Taylor, a very popular young man, and well posted in the business, did honors to all who called, paying particular attention to the ladies in the way of explaining the points of the stove.

C. WILSON & SON—C. Wilson & Son had a showing of scales, trucks, and butchers' tools in the annex building.

P. D. DODS & CO.—P. D. Dods & Co., of the Island City Paint Works, Montreal, had paints of all colors in the annex building piled about six feet high on steps so as to show every can.

J. F. PEASE & CO.—This company in the annex building showed their patent fine pot for furnace, and also had a half dozen different kinds of furnaces set up which showed to advantage.

RICE LEWIS & SONS—Had their exhibit in their own building, next to the press bureau. They always have something attractive, and a neat place for visitors.

THE STOVE BUILDING—The McClary Mfg. Co.; Warden, King & Co.; The Toronto Radiator Mfg. Co.; Bowes, Jameson & Co.; all had a big display of stoves, furnaces, etc., of every description and of the latest pattern. The building was crowded every day, and many stoves were sold by each company.

SPOONER'S COPPERINE—At the west end of the machinery hall the best rabbit manufactured in Canada, copperine, was on view. Machinery, like people, have to be kept cool, and Mr. Spooner is always ready to prove his copperine the best for the work.

SIMPSON, HALL, MILLER & CO.—With their electro-plated ware, also were on the ground floor of main building. Their knives, forks, spoons and other plated ware caused people to stop and look at these fine goods.

THE CANADIAN RUBBER CO.—Had a good showing of their goods in the main building. This company is well known throughout the country, and are doing a very extensive trade in rubber belts, hose, etc.

THE GUTTA PERCHA RUBBER & MFG. CO.—Had on exhibition the largest belt manufactured in the world, viz., 72½ inches wide, 10 ply, 25 lbs. to the running foot. They also manufacture and exhibited lengths of the Maltese Cross brand hose.

IRON CONSUMPTION.

New York Tribune: It was a British statistician who declared that the consumption of iron was the best test of the civilization of a great nation. When this country began protecting its industry in 1861, the British consumption of iron for every inhabitant was nearly three times the consumption in the United States, namely, 172.91 pounds per capita, against 61.44 in this country. Now, after thirty years of protection here and free trade in Great Britain, the consumption of iron in the United States is greater than in Great Britain by about 60 pounds for every inhabitant, so that the excess of consumption in this country over Great Britain is now about as much as the local consumption for each inhabitant in the United States thirty years ago when protection began. The census of Great Britain has just been taken, showing a slender increase in population for the last ten years, but the increase in quantity of iron consumed has been even smaller. During the last twenty years the consumption for each inhabitant in Great Britain has actually declined 9.15 pounds, while the consumption in the United States for each inhabitant has more than doubled; in 1871 it was 165.58 pounds, and it is now 339.28 pounds.

These statements are based upon the official reports of the British and the American iron and steel associations as to production, that of Great Britain last year being 7,875,130 gross tons, and that of the United States

9,202,703 gross tons. To the production the decrease of stocks in Great Britain is added, and then the next exports of pig and manufactured iron according to British official records are deduced. But in this country, because the more accurate statistics of imports are not prepared for the calendar year, the accounts have been made up for various years by adding to the domestic production for each calendar year the net imports for the fiscal year ending six months later. Thus the net imports during the fiscal year which has just ended are reckoned with the production of pig iron for the calendar year 1890. Proper account is also taken of the increase or decrease in stocks on hand each year. This mode of reckoning, usually the more accurate, happens this year to make the consumption about 4½ pounds per capita larger than it would have been if the extraordinary imports of tin plates before the new duty went into effect had not occurred. But with the correction on that account the American consumption would still be about 335 pounds for each inhabitant, against 275 pounds in Great Britain.

It may naturally be supposed that the great difference between the two countries in growth of consumption of iron has been mainly due to the extraordinary development of the railway system in the United States. In past years this has been true to a large extent, as a considerable proportion of the iron used in this country was required in the building of new rail-roads. But during the last year railroad building was at its lowest ebb. The consumption of iron in that form was smaller than it had been for many years, and it is not improbable that the consumption for all railroad uses was considerably smaller, since nearly the whole railway system has now been relaid with steel rails within a comparatively short time. The really wonderful change in this country has been the enormous increase in the consumption of iron for other than railway purposes, and it is this increase which has caused the United States to outstrip Great Britain in this particular.

Great Britain sends large quantities of iron to all parts of the world, and a portion of it in manufactured forms, it is true, so that from the manufacturing point of view the consumption of pig-iron in the old country is considerably greater than the figures above given herein indicate. But even after deducting only the pig-iron export from Great Britain, the remainder left for manufacturing use in that country last year was nearly 2,000,000 tons less than the quantity consumed in the United States in manufacture. But the true test, as respects the prosperity and welfare of the people, is not the production for shipment to other countries, but the consumption of iron and steel and their various products in maintaining the industries and improving the dwellings and bridges and the roads of the country.

NOTES TAKEN ON THE ROAD.

The harvest is over, the crop is abundant, and Messrs. Sylvester & Doherty, of Stouffville, stand ready to reap a fair share of the proceeds of its sale, by keeping on hand a fine, well assorted stock of hardware, stoves, tinware, etc. No country store can show a better assortment than is displayed in their commodious store. They carry everything, from the finest cutlery to the heaviest bar iron. This firm express themselves as satisfied with the last year's trade, and look forward to a large increase in their business, the coming year, as a result of the fine crops.

The Brooks Manufacturing Co., Peterborough, will have their extensive porcelain works in operation by October 1st. This is the only industry of the kind established in Canada, and it is for the good of the country that so reputable a concern should be the one to start it. Mr. Brooks, as manager of the Peterborough lock works, has large experience in the manufacturing business, and is well qualified to judge of the wants of Canada in this new enterprise. With plenty of means and an enviable reputation for first-class work and honest dealing, Peterborough citizens are proud of their success, and enjoy the encomiums which are justly due to them.

In conversation with one of the many advertising patrons of *HARDWARE* some days ago, substantial proofs were given of the benefits they derived from advertising in this valuable medium, and that brought to mind another recent conversation with a prominent manufacturer of Toronto. Being solicited for an advertisement for *HARDWARE* the latter remarked that his firm did no advertising, and they cared nothing for the trade. His belief was that if goods were made such as the people wanted, that was all the advertising they required; and when the writer mildly suggested that the trader was the man that bought the goods, and the one the manufacturer looked to for his pay, the trader was surely "in it" in some sense. I was summarily informed, however, that he knew quite as much about it as I did, and when I considered to the party's long business career and phenomenal success, I had to admit that his position was a strong one financially and conceitedly, but I consoled myself with the reflection that in these days when a man thinks he is a little superior to all others, that no other goods are manufactured equal to his, that others are not as strictly honest in the manufacturing business as he is, that the tradesman is no factor in the case; I am inclined to think that perhaps it is just as well for him that the old trade mark is a good one, and the name a strong one, and very large capital behind it, and it is just as well that he is very enthusiastic on the point of his own importance in the matter. The firm has unquestionably a wide reputation and a large trade, but the competition by live prosper-

ous firms, in the same line, can be counted by the dozen, and they, too, attribute their success to good goods and honest dealing. At the same time they do advertising and believe in it.

I hardly know how to work the subject of binder twine in as a note taken on the road. The question is a lengthy one and deserves more attention than I have time or space to give it. So I will simply give a synopsis of the rumbling sounds from the distant thunder against that powerful combine, The Consumers' Cordage Syndicate. First, the harvest has been something grand in this country. The early prospects could not but cement the different elements of the combine more closely together, and when these early prospects were realized the combine was in position to entirely ignore the complaints from country jobbers that the scheming and cutting of prices was beyond doubt being practised by some of the large wholesale houses. When what would seem to be unanswerable proofs were furnished of this fact, the syndicate simply burked or pigeon-holed the matter until the season was over, if not for all time to come. There have undoubtedly been large profits from the sale of binding twine this year, but who has made? I learn from one house that, notwithstanding the heavy trade consequent upon a big harvest, their sales have actually been less than they were on former years. They attribute that result to scheming and cutting by the larger houses. To be sure their profits on what they did sell were larger than formerly, but they have undoubtedly lost trade by their firm adherence to the contract that bound them under a cash penalty to certain prices, while the consumer was able without trouble to get all the twine he required at the same price that the country jobber paid for it. One retail merchant informed me that he had sold every pound of twine he handled this year at cost and that he had to do so to save his trade. "Why," said he, "a hotelkeeper a few miles out here has handled several car loads of binder twine on which he got a commission, and the different farmers could come to him and get their twine at just what I paid for it by the car load." These facts bring to light the rottenness of greedy combines outside of the sacred few as it were. I venture to judge from the assertions of retail merchants and country wholesale houses, that the firm of Wood, Valloree & Co., Hamilton, have made more clear money out of the sale of binder twine this year than all the hardware merchants between Lake Ontario and the Detroit river put together.

In the face of the duty on binding twine, which it was thought would prove a veritable stone wall against American manufacturers, the latter are sending into Manitoba large quantities of twine to bind the sheaves of Manitoba wheat, and, as usual, the farmer is paying the piper. Eight car loads of American twine arrived in Winnipeg on Saturday via the Northern Pacific, and other shipments equally large have come in since harvesting commenced.



The car shops at Perth have an order for 720 box cars and 5 fifty-foot horse cars. The men are working overtime and turning out five cars per day.

F. X. Savard's general store at St. Felicien, Lake St. John, Que., was burned to the ground the other evening.

Yates' tool works establishment on York street, London, has started up again after a brief holiday. A large number of men are employed the year round.

Magée's woodenware works, London, Ont., were damaged by fire to the extent of \$2,000, on Thursday, the 10th inst.

J. A. McQueen offers his general store for sale, together with his dwelling house, as he proposes leaving Point du Bute, N. B., by October 1st.

Thos. S. Hobbs, of the Hobbs Hardware Company, London, returned on Saturday night from a purchasing trip to Europe. He had a pleasant voyage.

The merchants at Portage la Prairie have agreed to close their places of business at 7.30, until Sept. 15th, and from that date until October 1st the store, will be closed at 8 o'clock.

At a meeting of the Hamilton fire and market committee, held in Hamilton, the other night, it was decided to allow coal oil dealers to store eighty-five barrels instead of sixty barrels as before.

The merchants of Hull, P. Q., have just taken into consideration the early closing movement, and it is expected that all stores will close from henceforth at half-past six every night, except Saturday night.

Messrs. R. R. and J. R. McKechnie have arrived home and will each take responsible positions in their father's machine works at Hamilton, the former as mechanical engineer and the latter as secretary and financial man of the company.

J. P. Macmillan, of Hamilton, formerly a barrister of Orangeville, and once Crown attorney for the county of Dufferin, has invented a new military stove which is two feet long, one foot wide and one foot deep. It has pots, pans and all equipments.

Mr. John Calder, of the H. B. Co., who has been at the Vidette, Qu'Appelle, post for the past nine years, and has proved himself a most competent and painstaking official, has now received his well-earned promotion, being called to a position in the N. D. offices at Winnipeg.

An important change has been made in the management of Dun, Wiman & Co.'s mercantile agency in Montreal. Mr. W. W. Johnson, who has been manager for many years, has resigned, and is succeeded by Mr.

A. C. Matthews, who was formerly connected with the Toronto office, and has been manager of the Winnipeg office.

Mr. Wm. Gernyn, Dunsford, Ont., has rented his farm to Mr. George Scholdice for a term, and will now be able to give his whole attention to his general business place in the village. He is now getting in his stock of fall goods direct from Montreal. Call and see it, whether you wish to buy or not.

Harry Martin employed at H. Bibby's hardware establishment King street, Kingston, left for England the other day via Quebec, where he will take the str. "Lake Ontario." He was called away suddenly by a cable message informing him of the serious illness of an aunt at Bournemouth in the South of England.

Some glass was shipped a few days ago by the Hobbs Hardware Company, London, to Fort William. The case was a valuable one, containing three large lights of plate glass, and while being put aboard the steamer United Empire, at the G.T.R. dock, Sarnia, it fell and the three pieces of glass were smashed to atoms.

It is stated on good authority that the J. M. Williams Co., of Hamilton, on Tuesday leased the stove foundry for a period of five years with the privilege of buying the property at the end of that time. It is also stated that Mr. James Chegwin has secured the contract of repairing the cupola and building a new iron smoke stack.

The E. B. Eddy Co. warns its agents that orders for woodenware, indurated ware, matches, etc., will be likely to be delayed by the fall grain movement, if they are not booked before that movement begins to monopolize the freight facilities of the railroads. The stocks should be in the stores when the autumn money circulation begins, as the trade in these wares will undoubtedly be a very large one.

Messrs. Drury and McDonald, representing the Imperial oil company of St. John, Montreal and Petrolia, was in Moncton the other day to ask permission of the council to erect an oil warehouse on the Masters marsh near foot of Downing street. The proposed site is on the river bank and permission was granted. The company propose erecting a fire proof building 75x35, and intend to get to work at once.

In response to the invitation for tenders for the supply of a quantity of hose several samples were sent into the fire, water and light committee of the Winnipeg Council, when it was decided to recommend the acceptance of the tender of A. A. Andrews, agent for the Gutta Percha company, of Toronto, for 1,000 feet of the Baker fabric hose, at 90 cents per foot, with 4 per cent off, and for 150 feet of Maltese cross chemical hose, at 45 cents per foot.

A meeting of the merchants and business men of Watford was held a few evenings ago for the purpose of organizing a local

Board of Trade. There was a large representation. The chair was occupied by Frank Kenward, and Mr. H. Williams acted as secretary. Organization was proceeded with, and the following officers duly elected: President, F. Kenward; first vice-president, H. P. Lawrence; second vice-president, T. B. Taylor; secretary, R. Moody; treasurer, H. F. Williams. The executive committee will be appointed at the next meeting of the Board.

With pleasure we welcome to the business fraternity of Cobourg, a young man who is well and favorably known in our midst. We refer to Mr. A. R. Dundas, who has purchased Mr. George D. Vosper's entire business and predict for him great success. Mr. Vosper has built up a large business during the last ten years, and we take pleasure in chronicling the fact that his successor is thoroughly practical and efficient in all the branches of the trade. Old patrons as well as new ones will find his stock of stoves (parlor and box), ranges and tinware of every description second to none in town. Plumbing, roofing, eavetroughing and general jobbing will be done as cheaply as the cheapest.—Cobourg world.

Although the B. C. Iron Works have only been started such a short period, they have already found it necessary to enlarge their works owing to the large amount of business. Their moulding shop will be enlarged to nearly double its present size, by extending it out to about twenty feet or so of the C.P.R. track. Work on this will be pushed forward as rapidly as possible, as they have several important contracts on hand. They have received within the last few days a large gear moulding machine from Nottingham, England. This machine is of the latest manufacture, and can mould anything up to 14 feet without patterns. The Company have several important jobs on hand.

A WORD TO THE YOUNG MEN.

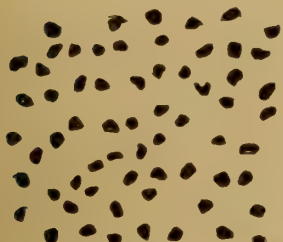
Too many young men at the present time have an altogether wrong impression of life. Seeing those about them in a prosperous business, employing a large capital, with an immense plant, and doing business on a large scale, they are ambitious to do the same. They do not stop to consider that it has taken years, possibly generations, to develop what they see. They only see it as it is, and believe that in order to become successful it is necessary to do business in the same way, upon the same extensive scale.

A prominent writer says that the great industrial enterprises of the world have, as it were, developed unconsciously to those who have been their principal manipulators. Many of them have commenced so insignificantly that some of our bright young men of to-day would scorn the idea of commencing life in a similar manner. It is said that one of the largest sugar refining institutions of the world was commenced by

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

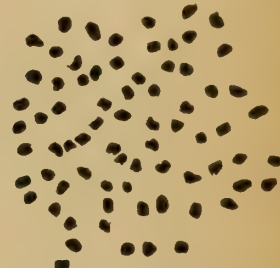


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.G.

TRY IT.

a single kettle virtually over a kitchen fire, and we know positively of one business which was capitalized very recently for a couple of million dollars that was started in a small wash kitchen, when the stock in trade, fixtures, machinery and business utensils would not have brought \$20 under the hammer, and the man who started it lived to see it placed on the market at \$2,000,000, and declared several years successful dividends. We know of another business enterprise, which to-day is worth at least \$2,500,000, that was commenced on \$100, and that was borrowed.

Constant dropping wears away the stone. Constant work, intelligently directed, brings success. It is idle to say that there are no opportunities and things are not what they used to be. The opportunities of to-day are just as great as they ever were, if we only have the ability and the energy to take advantage of them. Mistakes will occur, and bright prospects are sometimes blasted, but the fault generally lies with the individual, and not with the circumstances or with the opportunity. We have heard men say that they have failed to do certain things because circumstances have been against them. Our reply is that they failed because they did not have the ability to make the most of their opportunities and guard against loss. There are many palliating circumstances, we must admit, but it is the individual who has the ability to get up and get who brings success. Many men fail; some men fail often. Yet all of these ultimately succeed, simply because they do not and will not give up. They are just as ready and eager for the fray as they were before they had been knocked down twice. Indeed, the partial failure has only acted as an incentive for increased effort.—Exchange.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible.

MAKE MEN OF YOUR BOYS.

Close observation extending through many years has clearly demonstrated to the Criterion that the best way to make useful, self-reliant men of your boys is to teach them and oblige them to work a portion of each day at some helpful occupation. Show them how and encourage them in making things useful and ornamental. Take time, and if need be expend money in getting them interested in the construction of things requiring manual skill. Take them a part of the day into your stores and show them how to sell goods and how to do business. Some time you may feel that you have accumulated sufficient of this world's goods to retire from trade. You do not want to abandon a business which has required the best years of your life to build up. You naturally expect your son or sons to become your successor or successors. Are you training them in youth in such a way that you feel confident that they will be a credit and honor to you in years that are to come? Are you schooling them in the art of good management so that they may live frugally and conduct the business as wisely and judiciously as you have done, if at some future time they assume control?

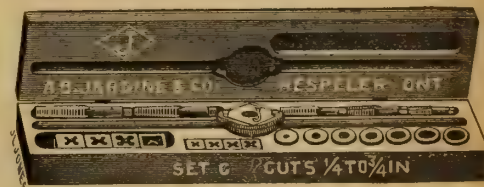
We have noticed that rich storekeepers' sons as a general thing, do not amount to much. Many of them have no ambition beyond that of being a swell, which chiefly consists in scenting and bejewelling one's self and wearing gaudy apparel. Sometimes we think we would prefer to have a son turn out a smart rascal than an inane, addle-pated dude. And yet how many rich and prosperous merchants are afflicted and mortified by sons of this useless character.

We have a plan with our boys which seems to be working admirably. We have found them a pair of restless, active little fellows, who must be kept occupied in order to keep them out of mischief and away from influen-

ces. We do not permit them to roam about the town or to visit or to associate with other boys without our knowledge. We have a fine shop fitted up for them, provided with tools and material, where they make whatever they choose for playthings or home adornment. They saw wood, assist in keeping the place in order, do the marketing and other chores, for which service we pay them a regular salary. In this way they obtain their spending money; and the oldest has already accumulated several hundred dollars, which he has invested in building association stock. Up to the present time our plan has worked admirably. The boys are learning the value and cost of a dollar, and are becoming self-reliant rather than depend upon us for what ever they want or need.

We want to make men of our boys if we can. If we fail we will not in the hereafter have occasion to reproach ourselves if they turn out poorly.

We think many make a grave mistake in allowing their boys unrestricted freedom and a liberal amount of money to squander. It saps the energy and ambition of a boy to become impressed with the idea that he is "well fixed," and that there is no need of any particular exertion on his part to get a start in the world. The most useless people in the world are those who wait for "dead men's shoes." Better for a man and a merchant by far to enjoy the comforts and recreations of life as he goes along, than to scrimp and save for thankless and greedy heirs.—Grocers' Criterion.



A. B. JARDINE & CO.,
Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists.

RULE OF THUMB.

We frequently hear of the "Rule of Thumb," and invariably hear of it being derided by the technical press and by engineers with a technical education. The "rule of thumb" is no particular and is never formulated into any particular set of words, but is a sort of generalization referring to a manner of doing things without any particular reason or any reason that anyone knows anything about. Some one who wished to be exceedingly sarcastic formulated a rule of thumb, which has been going the rounds of the press and reads as follows: "You lift up a foot rule, place your thumb at zero and move it along inch by inch, until you think it is time to stop." This process of determining dimensions is actually employed by many persons, and although it is greatly laughed at, it generally produces better results than the best that can be done by the persons who do the laughing. It does not follow that we would recommend the use of this rule of thumb, that we wish to emphasize the fact that the persons who do use it generally, have an amount of experience in regard to dimensions that is of more value for the circumstances than anything that can be found among the so-called rational rules of the text-books. The man who determines dimensions by shoving his thumb along the rule, is usually one of much experience with actual things and their relative sizes, and on the rule he sees in his mind's eye the actual thickness or length that he is after, compares it mentally with other similar things which he remembers distinctly, and also compares the present circumstances with the previous circumstances. Let us suppose that the question involved is the thickness of metal in an engine cylinder that is to go into a particular place for a particular job. The superintendent, who is controlling the designs, knows the exact requirements in this particular case and also knows where some similar requirements met or partially met in some previous case. As he shoves his thumb along the rule he compares the present with the past and comes to a decision in a manner not at all understood by the person who laughs at it. On the other hand our supercilious scientific fellow without the experience goes to some complicated formula and determines his dimensions from that. But where did this formula come from? In the majority of cases it is simply a generalization of what was done by the fellow who "shoved his thumb along the rule." The truth of the matter is, that shoving the thumb along the rule to determine dimensions is a very unsafe way, unless the person who does it has had a large amount of experience with what he is doing or unless he has no better method of determining just what he wants, which is often the case. The so-called rational rules are very unsafe

in special cases, and are safe in general cases only because they are based on previous good practice.

In most cases it will be found that the rules of thumb that are used in many places are based on really scientific principles that have been lost or forgotten in the following rule. For example, the common saying, that if it rains the first Sunday in the month, it will rain every Sunday during the month is ridiculous on the face of it to the person of average intelligence, but it has been discovered that it has actual basis in scientific principles, from the fact that it has been shown that rain storms in many parts of the country have a seven-day periodicity. The old saying that water would boil quicker in a three-legged pot than in one without legs has been considerably scoffed at, but recent experiments in attempting to project flame against boiler sheets, has shown that the heat will be transmitted from the fire to the water much more rapidly if there are projections on the outside long enough for the flame to come in contact with.

The true way to treat rules of thumb is not to use them if they can be intelligently avoided, and not to condemn them unless it is known that they are scientifically wrong.—*Chicago Journal of Commerce.*

WELSH-TIN PLATE MAKER'S TACTICS.

Following is an extract from a letter written to the Philadelphia "Press" by Mr. E. J. Gibson, Liverpool, England: The Welsh tin-plate manufacturers think they know perfectly what they are about. They do not expect to abandon the American market. The stopping of the works for this month was a part of their plan. The way it has been carried out shows how well organized is the Tin-Plate Makers' Union. Mr. D. R. Jenkins, of Llansamlet, Wales, who is a manufacturer of 40 years' experience, is my authority for the statement that there are 80 firms, employing 32,000 men, women and children, making tin andterne plates from the bar iron and steel. What I quote from him I have over his own signature. He says that their are only 320 shareholders in the entire 80 firms. The London "Mining Journal," which is equally good authority, says that "the active control of the 90 tin-plate works in Wales is vested in scarcely more than 50 individuals." This will give some idea of the ease in which the order to close the works for a month was carried out, and it will also explain how easily prices are manipulated. I have it from more than one manufacturer that they still expect to reduce the price so as to prevent the Americans from successfully competing with them. This they hope to do by reducing the cost of production, which is to be done by reducing wages all along the line. This will disclose the entire

scheme, which is to make the English workmen pay the increase of duty in the United States, in order that the manufacturers can retain their profits and still sell tin-plate in America so that it will not cost the American consumer any more under the new tariff than it did before. It is hoped in this way to break down American competition. Mr. Jenkins, the manufacturer whom I have already quoted, says that it will succeed. He was opposed to the closing of the mills for a month as an unnecessary hardship to the workmen, and it was in the heat of opposition that he wrote the communication published in a local newspaper from which I quote. Tin-plates have been selling in Wales this spring at 15s. and 16s. a box. Mr. Jenkins says that they have in former years sold as low as 12s. 9d. per box, and that there was no loss at that price. At 15s. he says there is now a profit of 2s. 6d. per box. In the last six months 6,576,084 boxes were made, according to Mr. Jenkins, at a profit of £882,010, or about \$4,410,000. This is a pretty good sum to divide in profits among so few men in six months. Mr. Jenkins says that, to his personal knowledge, a works near Baglan paid 50 per cent. dividends last year, and one at Lougher declared 43 per cent. dividends. These figures are given on the authority of this manufacturer to show the room there is for a reduction in prices even without cutting wages. A box of tin plate should weigh 112 pounds. But as a matter of fact, in order to make them appear cheaper, the manufacturers have been putting only 105 pounds in a box. The former rate of duty was 1 cent a pound. The new rate is 2.2 cents. That means that the English manufacturer must sell the plates at a reduction of \$1.26 a box to hold the American market. Mr. Jenkins says that they can be sold at 12s. 9d. a box, the same as before, without any reduction in the present cost of production. As they have been selling recently at 16s., that will account for 91 cents. The manufacturers can easily get the other 35 cents out of their workmen, even if they do not take the whole amount out of them, by reducing the cost of production, as is their present purpose. One thing is certain, and that is that the English manufacturers do not expect the American consumers to pay the increase of duty on tin-plate. One of them expressed great satisfaction over the course of the Amalgamated Association of Iron and Steel Workers in Pittsburg in adding 15 per cent, to the scale for rolling soft steel sheets used in making tin-plates in America. This addition to the cost of manufacture in America will be so much help to the manufacturers here in preventing the development of the new industry on the other side.—*Iron Industry Gazette.*

A customer secured is a promise of greater salary in time.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

SEND

For our Fifth Edition

**HOW TO SELECT,
LAY and PAINT
A TIN ROOF**

SENT FREE OF COST.

MERCHANT & CO.,PHILADELPHIA.
NEW YORK.CHICAGO.
KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Philips.
Edward Still.**TORONTO, ONT.****Do You Sell Paint ?**

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.

Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.We manufacture High
Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.

Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,**MONTREAL.**

MANUFACTURERS

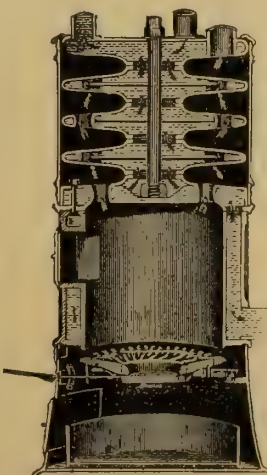
WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.All Sizes from 1-4 in. to 2 in.
inclusive.**BEST PIPE IN THE MARKET.**WESTERN REPRESENTATIVE : **H. D. SIMMONS,**

Our name is stamped on every pipe.

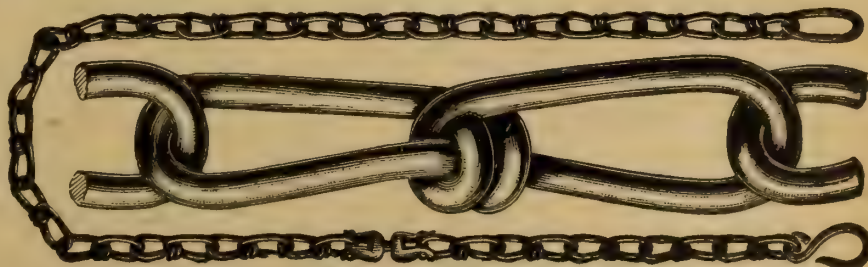
74 York St., Toronto.

-THE-
*"Acme"*HOT WATER BOILER
STANDS AT THE HEAD.**MILLER BROS. & TOMS**
MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,

AGENT.

**TEMPERED STEEL WIRE TRACE CHAINS.**Made of Brown's Patent
Steel Wire Chain.LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full
line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.**The B. GREENING WIRE CO., Ltd.,**

Hamilton, Canada.

HOW THE MERCHANT CAN MAINTAIN HIS CREDIT.

If he has any claims for shortage or damage, let him send them on the day the goods are checked.

When a monthly statement is rendered, check it, and if wrong write about the error at once.

When he writes, let him remember that civility is the password to good treatment, and that business correspondence is an art which, when properly cultivated, brings large returns.

If he cannot remit when asked to he should drop a line stating when he reasonably expects to be able to do so.

If notified that after a lapse of time, he will be drawn upon, immediate attention should be given to the matter, first to see that the amount and terms are correct, and, secondly, that his bill book will permit him to accept the draft. If not, let him write exactly what he wants. Unless there is a prior understanding to the contrary, let it be his ardent ambition never to dishonor a draft.

If he cannot meet a draft at maturity, he should write or telegraph.

And above all things he should make it his firm purpose never to "kick," when kicking is prompted solely by a captious spirit or when he is sure kicking will do no good.

To these suggestions we might add one more thing, and that is in ordering from salesmen or by mail, to order deliberately and with such intelligence that it will be unnecessary to cancel any order ever given for the worst crank in business is the cancellation crank, and we sometimes speculate as to whether it would not be wiser for a man who has been hasty in sending an order, or has made a mistake in it, to stand the cost and charge it to experience rather than to class himself among the cranks referred to.—Exchange.

COMMISSIONS FOR SUPPLYING HARDWARE.

It is the practice in many parts of the country for all the hardware of a building to be included in the general specification, and to be supplied and put on by the party who takes the contract for the whole building. As we have already shown, this method is not always satisfactory, as it involves a minute detailing of all parts of the hardware in the specification, and requires a very full and special knowledge of hardware, and much laborious work on the part of the architect.

Keeping in mind the best interests of the architect and his client, and also desiring to do full justice to the builder, we have strongly advocated the separation of the locks and ornamental Hardware from the general specification, and advised their selection by the

owner and his architect, only providing that the hardware shall be put on by the builder in a thoroughly approved manner.

Of course, the hardware dealer, knowing that a commission is to be paid to the builder, simply adds the amount of the commission to his bill for the hardware, and the owner makes it as an indirect payment, and, in considering the cost of the building, places that portion of the expense where it does not really belong, hence to that extent the practice does the hardware dealer an injustice.

By giving the builder full opportunity to include in his contract the cost of the actual labor involved in the application of the hardware, and by requiring this to be an item in the original estimate, all parties are fully protected, the record of the transaction appears where it properly belongs, and no injustice is done to any one.

The allowance of commissions is an undesirable practice at best, and should be encouraged only where a direct charge cannot be determined, and in this case there is no good reason for its adoption.—The Trefoil.

WHAT MAY "STORE ATTRACTIONS" IMPLY?

To the question "what may store attractions imply?" there comes a list of answers from a multitude of shoppers:

"A certain artful system of coaxing to buy without being conscious of the coaxing!" says one clever student of human nature.

"A getting there first, every time!" claims a bright though slangy observer.

"The greatest variety of the newest goods!" says another decisively.

"The best arrangement of material forming the special supply of each establishment!"

"The most systematic management!"

"The finest, most tasteful presentation of wares!"

"The finest building with the greatest conveniences for exhibition of goods!"

"Convenience and ease in procuring one's desires!"

"Shopping without friction and irritation of nerves!"

"Each department kept exclusively by those understanding it thoroughly!"

"Perfect neatness in all surroundings, employees included!"

"Promptitude in waiting upon customers!"

"Shopping made a pleasure through general cheerfulness of atmosphere and manners of employed!"

"Courteous clerks, having an innate sense of propriety, and a good deal of tact!"

"The largest assortment and the most reasonable prices!"

"The most reliable goods and the knack of springing them upon the market!"

COPPER.

Good merchantable copper has fluctuated between £51 18s. 9d. and £53 2s. 6d. for cash, according as sellers or buyers at the time preponderated, the highest point being reached on the 6th ultimo and the lowest on the 12th, the closing value being £52 6s. 3d., with £52 17s. 6d. for three months' prompt. Transactions in furnace material have been very limited. A material reduction in the consumption of Argentiferous copper matte has been caused by the almost complete cessation of the manufacture of sulphate of copper, pending the absorption of the large stocks resulting from the over-production of the last and the early part of this year. English copper is slow of sale, consumers in Birmingham and on the Continent being supplied with Lake and other American copper, for which very low prices have been accepted. Any material advance in the United States, reducing the offerings from thence, would therefore be quickly responded to here. In New York Lake copper fell to 12 cents per lb., and all offering at this price has been bought up, and \$12.20 is now the value. Casting brands realised 11¼ cents, or within ¼ cent of Lake. American consumers have for some time past only supplied their immediate requirements, and consequently hold little if any stock; it is therefore expected that they will require large quantities during the autumn months, leading to a considerable advance in price, as, owing to the large shipments to Europe, and continued stoppage of the Anaconda Mine and Works, the available supplies are much reduced. Imports are 2,226 tons greater and deliveries 15,012 tons less to date than during the same period last year. The arrivals in England from Chile during the month have been 1,424, and the deliveries 717 tons fine, and from other countries 5,313 and 4,993 tons fine respectively. The arrivals here from the United States have been 623 tons bars, 1,034 tons ingots, and 2,402 tons matte (360 tons Anaconda, and 1,199 tons Boston-Montana), equal to about 2,946 tons fine copper, and in France 859 tons fine. No Chile charters have been advised for the past month, but we estimate them at 1,500 tons. Quotations to-day are: Chile bars and good merchantable copper, £52 6s. 3d. for cash, buyers, and £52 17s. 6d. for three months' prompt, sellers. English best selected ingots, £56 10s. to £57, and tough cake £54 10s. to £55 10s. per ton. Ore of good produce 10s., buyers. Montana matte 10s. 4½ per unit, sellers, according to date of arrival.—James Lewis & Son's Report, September 1st.



THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£94 10s. od.	£90 17s. 6d.
Future—	91 10s. od.	91 10s. od.
Copper, B.E.S.—	57 to 60.	57 10s. od.
Lead, S.E.—	12 7s. 6d.	12 10s. od.
Spelter,	23 15s. od.	23 15s. od.
Antimony,	44 00s. od.	48 00s. od.
Tin Plates—Cokes	13s. 3d. to 15s	13s. 6d.
Pig Iron—Scotch	47s. od.	47s. od.
Warrants.		
No. 3 Middlesboro,	40s. 1½d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL, Sept. 18, 1891.

The week has shown no lifting of the dullness noted in our last, and business generally in all lines of heavy material continues quite as uninteresting as it was. Iron is quiet and unchanged with buyers operating in the most cautious way, and the same remarks apply in every essential to chemicals and other heavy lines. One fact, however, is the light stocks with one exception, so that there is no weight on the market. The exception is cement, which is pretty sick at the present moment, with a poor demand and very heavy stocks weighing on holders.

PIG IRON.

Buyers are taking matters very quietly, and there is little change to note in this as in other lines of an allied nature. Higher freights, however, are likely to result in somewhat firmer values on pig as on other heavy material, and rates are quoted 1s. to 2s. higher by the steamship companies. This has not resulted in any actual change in spot quotations, but it is certain that business could not be done now in low grade pig on the level of a week or so ago. For instance \$18 would very likely have been accepted for Carnbroe, but \$18.50 is an inside to-day, and \$19 is the asking price. Higher goods, such as Summerlee, etc., are unchanged. Cable advices do not reflect anything particular, but brokers there are evi-

dently of the opinion that iron is low enough. Warrants have been somewhat firmer this week at 47s. 8d. as compared with 47s. 3d. a week ago.

BAR IRON.

The demand for bar iron remains small and unimportant, so that there are no new features to note. About \$2 is the nominal basis, but if business could be induced a reduction would no doubt be made.

TIN PLATES.

The demand noted for tin plates last week has subsided to a certain degree, and business is quieter. Cokes move steadily at \$3.65 and charcoal at \$4.25. Foreign advices show no change, and with the higher freights now ruling it is very unlikely that we will see any much lower prices this fall, if we do at all.

TERNE PLATES

There is an ordinary sort of business doing in tern plates at steady prices. Lower goods rule at \$7.75, and orion crown at \$8.25.

CANADA PLATES.

The easiness that we have noted recently has passed away under a gradually diminishing stock, and now we have holders in a somewhat firmer temper. Ordinary jobbing might still be done at \$2.75, but if it came to the question of a round order it might scare them into asking higher prices. This scarcity, however, is only temporary.

COPPER, LEAD, ETC.

Copper rates unchanged with a quiet trade doing at steady prices, \$5.50 to \$6. In tin there is nothing particular to note, values remaining at 22 to 23c. Lead is unchanged at \$3.50 to \$3.75.

RUSSIAN IRON AND ZINC.

Both these articles have assumed a firmer tendency since our last. Zinc sheets which could be had a short time ago at \$6.25 cannot be moved now in an ordinary way under \$6.50, and Russian sheets also are firmer. Now 10½ to 11c. is the idea, which is a half cent higher than ideas previously ruling.

SCRAP IRON.

The probability of a firmer market on scrap has already been pointed out in **HARDWARE** and this is the case at present. For wrought scrap we allow our quotation of \$17 to stand, but it is known that there are holders who think it worth more and are acting accordingly, while the supply of it is not large.

NAILS.

Makers of nails and pipe generally have been busy with the different exhibitions recently, and there is nothing particular to say. Nails rule on the old nominal basis, \$2.15 to \$2.20.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

GENERAL HARDWARE.

The houses still speak of backward business, consequently there is little or nothing to note.

BARB WIRE.

Business is smaller this week, but the price remains as before 4¾c.

CHEMICALS

The stiffness in England is maintained, but buyers on this side do not show any inclination to operate ahead or even fill up. The market, therefore, remains quiet and uninteresting as far as actual business is concerned.

OILS.

The oil market does not assume any activity, and business is moving only in a small way. Cod oil remains firm. Linseed is unchanged, while seal has been somewhat more active, but no change is noted.

LEADS.

This market remains as before, with only a quiet business doing. We quote: Choice 6 to 6½c., No. 1 \$5.50, No. 2 \$5, No. 3 \$4.50, dry white 6c., ditto 4½c.

GLASS.

A small jobbing movement is all there is to be noted in this article on an unchanged basis \$1.40 to \$1.50.

NAVAL STORES.

Most lines of ship chandlery furnish a fair jobbing business, while turpentine maintains the better feeling noted last week. We quote—Turpentine, 57 to 58c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT AND FIRE BRICK.

The market does not show any improvement, buyers only taking enough to meet immediate wants, while there is practically no demand from the west. Prices are quoted nominal at \$2.25 to \$2.45 for London brands and \$2.20 to \$2.35 for Belgian. There is a good demand for fire bricks at \$17.50 to \$23.50 per 1,000.

MONTREAL Markets Continued.

PETROLEUM.

With the advance of the season the demand improves both for American and Canadian oil. We quote:—Canadian, 12¼ to 12½c. at Petrolea, 14 to 14¼c. in car lots at Montreal and 14¾ to 15c. for single casks. American, 20¾c. in car lots, 21¼c. in 10 bbl. lots, 21½c. in 5 bbl. lots 22c. for single bbls. 2 per cent. off for cash; American benzene, 23 to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Sept. 18, 1891.

The transition period which bridges over the interval between harvest trade and fall trade is not yet over. The present week is one of smart activity for the moment, but mostly in a sorting up way so far as hardware is concerned. Ammunition has sold pretty freely since the month opened. The large number of traders in the city give an air of bustle to the interior of the wholesale houses that is apt to leave an exaggerated impression on the mind of the observer as to the extent of the business actually done. Still, there is a good deal going on. One house claims to have done easily twice as much at this as at any former exhibition. All the travelers are in, so that little business comes in with the mails. The trade in metals is not particularly animated yet, everything waiting on fall operations to make a start.

IRON AND STEEL—In pig iron there has not been the progress made that was looked for at this stage. Hardening of prices in English and Scotch iron has acted as a check upon sellers, who have been unable to count upon the steadiness of the market long enough to undertake contracts freely upon the prices ruling at the moment. In Canadian iron there is little trade reported. The following sales of British have been effected within the week between this and last issue; 25 tons of Summerlee at \$22.68, 20 tons of Summerlee at \$22.75, 150 tons of No. 1 Middlebrough at \$20.50, 100 tons of No. 1 Calder, 50 tons of Carnbroe.

BRITISH—
No. 1 Calder \$23. No. 1 Middlebrough \$20.75
No. 3 Calder \$22. No. 3 Middlebrough \$19.75
No. 1 Summerlee \$22.75 Carnbroe \$20.50.

AMERICAN—
Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21.50,
Gloss \$22-\$23
Woodward \$22-\$23.

CANADIAN—
No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

Barn iron and manufactured iron and steel are in better demand, as works are laying in stocks now for early manufacture. Prices are steady at \$2.05 for ordinary bar, and \$2.50 for refined.

COPPER—There is more inquiry, but not much improvement in actual business. Sheets are steady at 18 to 20, ingots at 14½ to 15c.

TIN—Is in fair request, though less stock than there is on hand would suffice for the business doing. Prices are 23 to 24c. for 56-lb. ingots, 23 to 23½c. for Straits 100-lb. ingots, and 24½ to 25c. for strips.

LEAD—There is a somewhat better feeling in the lead market. The immediate demand has improved, and the prospect for a considerably enlarged trade very soon are good. Pig is 3 to 4c., and bars 4¾ to 5c.

ZINC AND SPELTER—Sheet zinc is now a seasonable metal, and is getting a steady run at firm prices. It is 6¾ to 7c. Blocks are unchanged at 6 to 6¼c. Spelter is quiet at 5¼c. for domestic, and 6c. for imported.

ANTIMONY—Is easier outside, but quotations here remain unchanged. It is in no better demand than before. Prices are 14½ to 15c. for Cookson's, and 13½ to 14c. for other grades.

TIN PLATES—The scarcity of certain sizes, notably 20x28, is felt more as the demand begins to liven up. Of 14x20 there is an adequate stock. Prices are steady at last week's quotations. They are: I C coke \$4 to \$4.25, I C charcoal \$4.50 to \$4.75, I X charcoal \$5.50 to \$5.75, I X X charcoal \$6.50 to \$6.75, D C charcoal \$4.50.

TERNE PLATES—Are more active, but still in rather mild demand. Prices have not varied from \$8.25 and \$8.50.

CANADA PLATES—Receive a good deal of attention now at \$2.85 to \$3.

GALVANIZED SHEET IRON—Is not in a specially interesting position just now. The demand is always going on, and just now is moving quietly.

BUILDERS' HARDWARE—The trade has not been perceptibly affected by the addition of another week to the season. There is a fair small business reported, but nothing of the briskness that must soon be seasonable is here yet.

CUT NAILS—Are \$2.30 from stock, and \$2.20 in car lots from Montreal. A normal demand keeps up.

HORSE SHOES—Are steady at \$3.50.

HORSE NAILS—Fill their usual place in the trade of the week, and otherwise do not call for comment.

CORDAGE—Is quiet at the basis already reported, which is for manilla 12¼ to 12½c., for sisal and New Zealand 8¼ to 8½c.

WIRE—Is moderately active at 12½ per cent. from list, with 10c. additional for freight.

PAINTS, OILS AND COLORS.

There is a revival of interest in this department of trade. It is getting to be the time of year for greater activity, and the number of retailers in the city these days tend to make things livelier for the moment. In white lead there has been no change. It goes out still in ordinary trade lots at 5½c. Linseed oil is quiet and in the same position, quoting at 60 to 61c. for raw and 63 to 64c. for boiled. There is no United States stock now arriving. In England the market has advanced 2s. 6d. but here prices rule low to keep the stock of United States crushers out. Turpentine has eased again in the South, but quotations are not yet affected here. In colors, there is nothing in the way of business or change to speak of.

PETROLEUM.

The trade in petroleum pursues a very unvarying course. Though the demand for refined improves, yet no attendant change is to be noted, prices continuing, though firmer, at standing quotations.

The Petrolia Advertiser reports: Petrolia Crude 1.35 per bbl. Oil Springs crude \$1.35 per bbl. So far as activity is concerned, the oil market continues on the whole "Stale Flat and uninteresting." Apart from a hand to mouth sort of inquiry, there are few buyers. A good many requests come in from the east for quotations for refined oil; but the sending of prompt replies seems hardly to stimulate business. Perhaps the explanation is to be found in the fact that none of the refiners are particularly anxious to sell at present market figures, and it is barely possible that the prices telegraphed have not proved attractive. Of course with their state of affairs the existing stocks of crude oil are slightly increasing. No one however, for a moment, anticipates that the refined oil market will weaken in consequence of plethora. It would be exceedingly interesting reading if each manufacturer would candidly take the general public into its confidence as to their supply of raw material. In the absence of definite information, surmise must take the place of certainty, and guesses must supplement information. We think we speak "by the card," although we do not pretend to have received any direct information, when we reiterate our previous statements that there is no large surplus of either refined or crude. With an ordinary market

CHEAP STOVES.



We have the largest variety in Canada.

We have seven new lines this season,

Our stoves have been favorably known for 40 years.

Our customers may rely on every advantage in prices.

A new nestable pipe—25 in crate—cheap.

57 varieties of Furnaces.

We can supply repairs for Crown Jewel Base Burner.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

MARKETS—Continued.

springing up which is bound to come with the fall trade and as the days get shorter, manufacturers will find themselves taxed to their utmost capacity to supply the wants of their customers. The Imperial Oil Company however is rushing business in great shape, their business connections are so large that it keeps their refinery running almost full capacity all the year round. The drillers are kept busy but small wells are the result of most of the later ventures.

THE BRITISH LINSEED OIL MARKET.

(Tulloch & Co., London, England, Report.)

LONDON, Sept. 2, 1891.

Since our last, the market has continued in a very dull condition, there being practically no enquiries for export, but a moderate demand for the home trade.

Crushers claim only to be able to work at present values, owing to the return the good trade in oilcake has given them. With the cessation of enquiries for the latter, crushers appear face to face with either stopping their output of oil, or selling under cost of production.

The former appears to be their probable course, should buyers not advance their ideas, and were any ordinary rules of argument, applicable to the oil market, it would appear as if the present position is bound in the course of a short time, to work out its own remedy.

Supplies of seed in crushers hands are small, and the arrivals are heavy, shipments go freely into consumption, cost of seed is firm, especially for forward delivery, and with stocks afloat lighter, we think the chances of a steady market are probable. To some small extent the low prices on London oil have been due to the cheap rates at which Hall and other country crushers were ready to sell. Provincial prices are now over London rates, and this in itself should tend to bring buyers into the market, but business has been so dislocated during the two months that it is perhaps dangerous to hold any opinion one way or another, as to the future of oil.

The following are about the present values to buy :

First Brands—Sept. 20s. 7½d. ; Sept. and Oct. 20s. 7½d. ; Oct. and Dec. 20s. 9d.

Ordinary Brands—Sept. 20s. 6d. ; Sept. and Oct. 20s. 6d. ; Oct. and Dec. 20s. 9d.

GLASS.

Receipts of new glass are on the way, and will arrive none too soon, as there is literal bareness in several sizes that are in constant demand. The fall prices are almost certain to be lower, as the primary market has opened easy. Prices at present are steady at quotations in Prices Current.

OLD MATERIAL.

The market for old material has acquired very little new strength from the week's transactions, which have been as usual for a few months, confined to business between small and wholesale collectors. Manufacturers have shown no further interest than before in the market. The foundries are still running quietly, and with a reduced force of workmen. The only alteration in price is in country mixed rags, which are down to 85c. lowest price. We quote:—No. 1 heavy scrap, 65 to 67½c. per 100 lbs. ; stove cast scrap, 42 to 45c. ; No. 1 wrought scrap 62½ to 67½c. ; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c. ; new scrap copper, 9½ to 10½c. ; heavy scrap copper 10½ to 10¾c. ; old copper bottoms, 8½ to 9c. ; light scrap brass 6c. ; heavy yellow scrap brass 8c. ; heavy red scrap brass 8½ to 9c. ; scrap lead 2½ to 2¾c. ; scrap zinc, 2 to 2½c. ; scrap rubber, 2¼ to 2½c. ; country mixed rags, 85c. to \$1.00 per 100 lbs. ; clean dry bones, 60c. per 100 lbs.

HIDES, ETC.

HIDES—Green are steady at 5 to 5½c. for No. 1 green below and up to 60lbs. respectively. Cured 6½c.

SKINS—Sheepskins advanced to 65c. to-day. Calfskins are 5 to 7c.

WOOL—Buyers continue to pay 19c., but say they would rather have the money than the wool.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Sep. 17 1891.

The improvement in the demand for steel rails and track material that has been anxiously awaited since the turn for the better in the stock market, and relief from apprehensions of financial stringency has failed to materialize up to the present time. The Associated Manufacturers', it is shown by official record, secured orders for only about 35,000 tons of rails during the month of August, and purchases of track material were correspondingly light. Thus far this month very little new business has been secured, and the demand at present is by no means encouraging. A conference of rail manufacturers is to be held this week, but the matters for consideration are not divulged. In other lines of steel business is uneven, and, where dullness does not exist as a prominent feature, low prices do. Crude materials entering into the manufacture of steel are correspondingly low, and with some few exceptions, find slow sale. In most lines of manufactured iron business seems to be very fair, however, and foundry keep quite busy. Mill grade pig iron, it is worthy of note, is selling at slightly better prices, and on foundry grades full former rates are maintained. While there are thus some encouraging signs in the present situation, it is plain that the lack of railroad patronage is quite a serious drawback, and until a turn for the better takes place in that line, no general improvement can, in the opinion of close observers, be calculated upon with any confidence. Some fairly large contracts for car wheel iron, aggregating about 5,000 tons, have been placed latterly. This would suggest that car and locomotive builders have been securing more orders for rolling stock latterly, and encourage the hope that orders for rails, etc., will be forthcoming ere long.

Southern No. 3 pig iron (mill grade) has been sold at 50c. per ton advance on late extreme lowest prices, and the market for that class of material is apparently in rather better shape. Several of the prominent furnaces, it is stated, are turning out a larger quota of foundry grades, and, while not adversely affecting the market for the latter, that fact diminishes the pressure to sell mill grades. The best Southern foundry iron brings \$13 at furnace for No. 1 and \$12 for No. 2, which is equivalent to \$17.26 and \$16.26 respectively, for tide water delivery. Best Northern brands remain at \$17.50 to \$18 for No. 1 and \$16 to \$16.50 for No. 2, but some that are not suitable for best foundry work



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

MARKETS—Continued.

may be secured a little cheaper. Bessemer pig is valued at \$15.50 to \$16 at furnace. Spiegeleisen remains at about \$27.50 to \$28.50 for 20 per cent., and ferro manganese, 80 per cent., at \$64.50. Old material remains very quiet at \$20.50 to \$21 for iron tee rails, \$16.50 for steel rails and \$20 to \$20.50 for No. 1 wrought scrap iron, all f. o. b. cars at shipping point.

TIN.—London prices for pig tin have dropped 5s. to 7s. 6d., but scarcely any change has taken place in the local market, although the statistical position in itself is weaker here than abroad. On the Metal Exchange there have been sales to the extent of 75 tons at 20c. for September and October and 20.05c. for November delivery. The trade and consumptive movement has been only fair and at corresponding prices. Straits tin at the close was quoted at 20c net cash in 10-ton lots and 20.10 to 20.15c regular in jobbing quantities. London cables were £91 for spot and £91 10s for futures.

COPPER.—Copper has undergone no change. No information of anything in the line of really large transactions comes to the surface, but a very fair business seems to be working through quietly and prices are held very steady. Lake ingot sold at 12½c. cash for prompt delivery to the extent of at least 100,000 lbs. That price was bid for futures and declined; 12½c. was named as strictly inside rate. Casting copper remains at 11½ to 11¾c. according to brand. In the London market prices for merchant bars have declined to £52 12s. 6d. for spot and £53 5s. for futures.

LEAD.—Nearly 1,000 tons of pig lead have been placed at 4½c., which price seems to be a strictly inside one at the present time. Bids of \$4.47 1-2c. were refused. Consumers are not buying with particular freedom, but their purchases seem to be well up to the average for the season, and despite some peculiar methods adopted at the close last week to establish artificially low prices, temporarily, the market retains good form.

SPELTER.—Is selling in a routine way only at the moment, but the business passing is sufficient to hold the market steady at 4.95 to 5.00c for prime Western.

TIN PLATE.—Has been selling in a moderate way only, and the demand at present is slow. On cokes prices are still somewhat unsettled, but for other varieties the market is steady.

IRON MANUFACTURE IN CANADA.

The manufacture of iron in Canada up to this time has not met with much encouragement. This has been due to various causes, and while the iron industry in the United States has been making almost phenomenal progress, the production of the metal has just about held its own in Canada.

But there are indications now that all this is to be changed. Our Canadian cousins are beginning to recognize the fact that sufficient efforts are all that is needed to put that country on the list of prominent iron-making nations. Imports of iron are now beginning to decrease, due in large measure to the fact, it is generally believed, that the tariff duties laid upon pig iron and other manufactures are having the effect of stimulating production at home.

Again, the Canadian captains of industry are awaking to a recognition of the fact that

the manufacture of iron is the staple and ultimate foundation of all ulterior industries.

And yet the mineral resources of Canada have been for many years considered extraordinary by geologists and others whose acquaintance with the country qualified them to speak with authority on the subject. That these advantages have been neglected can easily be inferred from the fact that in 1889 the total quantity of iron produced in the Dominion aggregated only about 59,000 tons in round numbers, while the iron ore produced reached a total of not more than 84,000 tons, which is equivalent to about 40,000 tons of pig iron. This, in place of the fact that recent explorations in Ontario and in the Southwest Territories, in Manitoba and in Nova Scotia, have shown that Canada has coal and iron resources that can hardly be excelled in any part of the world. Recent analyses of the coals and ores found in the different provinces showed that there were considerable deposits of specular iron, limonite or brown hematite and clay iron stone. Limestone, suitable for a flux, occurs abundantly in the neighborhood of East River. The Provincial Railway passes through the coal fields and within a few miles of the ore deposits.

In accordance with the new spirit being manifested by the government authorities, it is worthy of note that several of the local governments have offered a bounty to capitalists who will engage in the manufacture of iron within the Dominion and have promised to exempt all such from taxation for a term of years.

All this goes to show that our Canadian cousins have fully made up their minds to lag in the rear no longer, and are determined henceforth to leave nothing undone to place that country in a position in keeping with its resources among the great iron-producing nations of the world.—Age of Steel.

THE LESSON OF A RECENT COMMERCIAL FAILURE.

The recent suspension of a prominent retail house in this city is ascribed on good authority to the ambition of its proprietor to do a more extensive trade than the means at his command warranted. Having by enterprise and hard work attained success in a moderate way of business, like many other merchants under similar circumstances, it was his ambition to branch out in a bigger establishment on a more prominent thoroughfare, where rents and other expenses of doing business were largely increased, without a corresponding gain in sales. Financial embarrassment—the usual result—followed this step, which it is probable would not have occurred had a more conservative policy been followed. The merchant who has the wisdom to let well enough alone, and to restrict his business to safe limits, not only makes more money than those who possess less discretion, but what is even

better, preserves his dignity and peace of mind. The position of the trader who must give the best part of his time to "shinning around" to provide means to carry on a business too large for his capital, is most unenviable. The attention demanded to the details of even a small business, if success is to be attained therein, will absorb the best energies of its proprietor. When to this is added the anxiety incident to insufficient means, prosperity is next to impossible. There are found now and then merchants of such rare financial skill that they are able to overcome even so great an obstacle to success as lack of capital, but they are the exception rather than the rule. Recent statistics of mercantile failures on this coast show that 40 per cent. of these disasters came not from inexperience in trade, but from insufficient means. The loss to creditors by failures thus caused is by no means the worst feature of this exhibit. In a majority of such instances solvent merchants are obliged to meet the competition of such insolvents, which is often of the most risky character.—Ex.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

The neglect to look after minute details in the factory is a source of great loss to many producers.

Every line of goods embodies a history and a science worth years of study to understand.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."
—JOSH BILLINGS.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."
—EMERSON.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J. B. McLEAN CO. (INC.) PUBLISHERS.

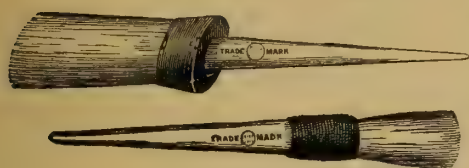
AMERICAN AGENTS IN WALES.

There can be no doubt that it will be some time ere the tin plate trade of South Wales will assume its normal condition. Prices are certainly only slowly creeping up, and the quotations at a remunerative figure are by no means great. Whether or no another period of idleness will be necessary remains to be seen, but it is to be hoped that, should it be so, steps will be taken to render so long a continuous stoppage as a month unnecessary. Meanwhile, speculation is rife as to what America is doing with a view to the establishment of a transatlantic tin plate trade, many different opinions being expressed on the question. One of our cor-

respondents had it as coming from one very closely identified with the tin plate trade that, unless two or three competent manufacturers went out, accompanied by some 800 capable men, the tariff would be bound to be repealed in 1896, on account of the inability of the Americans to make the proportion of tin plates for home consumption stipulated in the provisions of the tariff. Rumors have from time to time been made to the effect that American agents were in Wales with the object of engaging tin platers to emigrate to the States, there to act as the pioneers of the industry. There can be no doubt that there are at the present moment such agents in Wales. A gentleman acting in that capacity was in Llanelly on Monday,

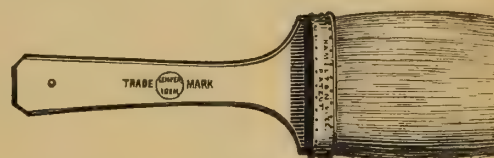
and saw several tin platers. From what our correspondent was able to glean from those who had been in conversation with the American, they thought that he was the representative of the St. Louis Tin-stamping Company. A feeling, however, exists in the district that the effort now being made to induce tin platers to cross the water is due to a strike in America, and that the importation of Welsh labor is sought to be effected with a view of reducing the wage. Our correspondent heard on very good authority that a few tin platers had entered into contracts to emigrate to the States a few months hence to start new tin plate industries, and that rollermen had been promised from six to eight dollars a day.—Ryland's Iron Trade Circular.

PAINTERS' BRUSHES.



TRADE

MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

Now is the time to purchase your supply of the following. Our stock is complete and prices right.

Lightning Ice Cream Freezers ; Dish Covers, Round and Oval, Blued and Tinned, Granite or Agate ; Enamelled and Brass Preserving Kettles ; Cherry Stoners, Apple and Peach Parers ; Fruit Presses ; Ice Picks and Tongs ; also good stock of "Never Break" Kettles ; Sauce and Fry Pans.

WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.

A DEFENSE OF THE IRON CUT NAIL.

The iron cut nail has its warm advocates, in spite of the great popularity which has been reached by its competitors, the steel cut nail and the wire nail. Some points in its favor were given recently by Mr. James S. Scranton, of New York, sole agent of the Oxford Iron and Nail Co., in conversation with a Hardware reporter.

"The making of iron cut nails," said Mr. Scranton; "is a very old business. Before the revolutionary war the colonies were prohibited from making nails, and there is a story of a manufacturer, in spite of the law, building a mill at Boonton, N.J., where he carried on the business. A government inspector dropped into his town one day and matters looked a little blue, but the Jerseyman was equal to the occasion, for he entertained the emissary royally, and the bibulants were so plentiful that the latter forgot his errand and left without discovering the contraband manufacturer. After the war, mills sprung up in all directions, and to-day we have a great industry. Compared with other countries we make a superior nail. The German nail has very little style or finish. Take their lath nails,—they are too clumsy and rough to hold in the mouth as is the practice of lathers when at work. Different from theirs, our nail has a smooth head and is clean cut. The English make, to a large extent, the hand wrought nails, and have adhered to this style for many years, which is a surprise to us. In Sweden they make a heavy nail, which we see in the fastenings of cases of goods imported from that country. In Canada, the hardwaremen some time ago bought the iron and had it made into nails, and probably do so yet. It is a clumsy production, and their lathing nails are open to the same objection as has been mentioned.

"In later years in this country the steel-cut and the wire nail have come to the front, and great claims are made for them—more than we are willing to admit. The iron-cut nail has a bulge in it, which first separates the fibres of the wood and then allows them to spring back, closing tightly onto the nail. This gives the nail great holding power. Mr. J. E. Howard, of the Watertown (Mass.) Arsenal, conducted for the government some very important tests in this respect. The cut nails were driven with the tapers of their sides or points acting lengthwise the grain of the wood. The advantage of cut nails was with the different woods in the following order: White pine, yellow pine, oak, California laurel, and chestnut. In the first named wood, he reported that an iron cut nail was worth 2 1-10 of the wire, and with a gradual diminishing advantage, the chestnut being about the same as the wire. There was also a great advantage in our 4, 8 and 10 penny nails. The tests were made by

driving the nail to within one-quarter of an inch of the head and then attaching the weight.

"I should have stated, which is apparent that the roughness of the cut nail adds to the holding power. And it ought also to be stated that the square or parallel grain of a cut nail has a greater bearing surface than the round nail. We also claim that their are as many nails to the pound of some sizes in the cut nail as in the other. The steel cut nail is smooth, and is lacking in adhesive power, then the head being of non-fibrous material the last blow generally knocks it off—a great disadvantage.

"From our standpoint," concluded Mr. Scranton, "We look upon the wire nail as good for finishing, and casing work, but in rough, heavy outside work we are not disposed to yield an advantage, but claim it. There was a variety of other information obtained at that time, but it is too voluminous and scientific for me to do justice in a conversation. It is claimed that the wire nail is displacing the cut nail, and New England is given as one section in which the change is going on. If so they have passed by my customers, for my business there is an increasing one, and I fail to see any large competition. The subject is a large and broad one, but I believe that the nail of our sires is not in any great danger from any apparent improvement of which we are aware of at the present time.—N. Y. Hardware.

LATER DAY IMPROVEMENTS IN PARCELS AND PACKING.

Storekeepers of long experience cannot fail to be impressed with the existing improved methods in doing up packages. As a matter of fact the improvement is extended to the whole store, in the way of shelving and the accessibility of goods placed thereon. For instead of having to hunt all over the store for an article inquired for by a customer, the dealer very readily reaches it.

But it is with the saving in bulk in the improved methods of doing up packages both in the wholesale and retail stores, that we have principally to do at the moment. Formerly a deftness of the taper fingers of the druggist were much admired, as he proceeded to do up and pass over the counter a package not only neatly wrapped, but firmly secured as well, a sightly package, one that the customer could conveniently carry in open giew if so disposed or that could be slipped into the coat pocket. In this deftness or neatness which often put upon the drug clerk the charge of effeminacy by those who were envious of him and of his generally good looks, the young apothecary was supposed to enjoy a monopoly in that day unless it might be that the still more attractive little saleslady who put up pins and needles at the city dry goods store could be called his rival. But the latter hadn't much to do, except as an illus-

tration of the untruthfulness of the old adage that a woman cannot do up a parcel or sharpen a lead pencil, and was later succeeded by her even daintier successor with plump little hands who put on gloves to show them off to customers, and by the young lady with the figure—and seemed to know it—who was used as a model upon which to try cloaks, that of course would look well on her lovely form, however ill-fitting they might chance to be when transferred to the aged customer, with scrawny shoulders and a piece of backbone sticking out in a most unpleasant and threatening manner, to say nothing of wearing a face patterned after the countenance of the Macbeth witches.

In general, however, little heed was paid to the appearance of packages until cartoons and light envelopes or boxes came to be used. In one of these, even a hoop skirt could be carried away from the store without betraying the knowledge that it was or was not a "tilter" of the latest kind, and so of other feminine appendages, attachments and beautifiers more or less, that either feed the vanity of the sex or else have some use very properly concealed from the rest of the world.

In the larger stores packing has become an art almost, and even among those setting up little pretensions to other than to strict usefulness, more attention is paid to neatness in the same direction. The hardware trade affords a good illustration of this, except in foreign lands where the missionaries of aesthetic culture have not yet appeared. There they still do up knives in the same kind of paper that the butcher wraps around the alleged sirloin. But where comfort, convenience and civilization are studied as in this broad and patriotic land, such wares are neatly encased and almost as attractive and ornamental exteriorly as they are useful otherwise. In some instances, it must be admitted, the cost of cases is in excess of the value of the goods encased, as when plush, silk, satin, gold and filagree work are brought into requisition to render the outside more attractive. But these are chiefly gilt goods designed to be seen rather than used.

In other branches of the trade improvements in packing are noticeable. It is possible now to buy a pound of nails and have them so wrapped up that they may be carried home in the pocket of one's coat without tearing the lining, and hazzarding the temper of the queen of the household and her curiosity regarding the rent.

As to stoves the most remarkable improvements have taken place in respect to packing these now ornate articles. The neatly boxed, enveloped, and otherwise assorted and separated parts of a new style base burner stove including the micas—don't forget the micas—number nearly a hundred if the memory of our own experience with the last one be not misplaced.

Touching the vehicle trade, the beauty of adornment of the handsomest vehicle is sometimes excelled by the care taken in packing it. The piano boxed buggy is as carefully protected as the new bonnet being returned from the millinery store. Aye, more so, for in some cases much crushing improves the bonnet whereas in the case of the buggy such a thing is ruinous. But persiflage aside, packing is a good thing and should be done well. —Stove and Hardware Reporter.

A SUBMARINE BATTLE.



Mr. Whimmley—Now for a real solid refreshment.



Biley the diver—(His helmet being closed, it is impossible to know what he is saying.)



Mr. Whimmley—M-bl-bl-b-b-Murder!



Mr. Whimmley—If I haven't (gasp) met Satan himself I'm no (gasp) judge!



Biley—You come snoopin' round here any more an I'll drown yer!—Judge.

MAINTAINING APPEARANCES.

There is a fact that business men cannot afford to lose sight of, and that is, that cheerfulness pays. With good health, pleasant surroundings, and a prosperous business, cheerfulness is natural. But there are not many men so fortunate as to exist under such a favorable combination of circumstances.

The part of a complete business education consists in presenting to the world a face that has the appearance of reflecting a contented mind. It matters not how unfortunate the possessor may be, or how complicated and embarrassed his business may become, no man can afford to appear distressed. He must counterfeit prosperity, whether he has it or not.

Business is essentially selfish, and the man who would deliberately bankrupt you in the course of business, might be the first to extend you aid afterward if you went to him for charity. The poor, the dispirited, and the discouraged are not attractive, and no one buys of a failing merchant because of his misfortune. People prefer to be deceived rather than know the truth, if the truth is unpleasant.

So maintain appearances at any cost. If business is dull, don't confess it. If collections are slow, don't acknowledge it. If your

business affairs are becoming complicated, keep it to yourself. Don't frighten customers away by a clouded face. If you must frown, do so after business hours. Cheerfulness, real or simulated, is worth many a hundred dollars to a business man.—St. Louis Evening Reporter.

MARKING UP, A PROBLEM FOR STORE-KEEPERS.

One of the hardest problems numerous retailers have to contend with, says J. M. Batchelor in a contemporary is when the price of goods they may have on hand has risen to a considerable figure in excess of that paid to jobbers, whether such rise should be at once taken advantage of to mark up the stock; or if it would be more expedient to sell at old prices, and thus cut under the figures of rivals, who not having a stock on hand are obliged to buy at higher rates.

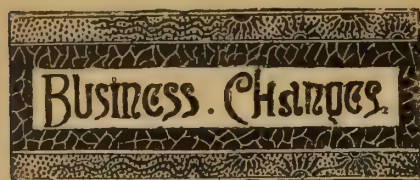
Many stores have taken either one attitude or another on this large issue, and do not care to hear any suggestions, while others, particularly new traders, are totally in the dark regarding what course is the more expedient to pursue.

A moment's reflection over a few well known facts will quickly expose the advantages of marking up goods in accordance with the change in the market. At least inform every customer of the rise in values among the manufacturers or jobbers, and then if it be decided to sell at old figures, give the customers positive knowledge of the great bargains thus offered, and treat such sales as bargains, and do not class them with regular transactions, for they are not regular; instead they are deductions from actual values.

The advantages of at once marking up goods on hand, under such circumstances are, that if you make a concession in values to customers, it is best to make them comprehend the fact; and if you sell at the newer market values, they in a spirit of fairness cannot complain when they are told that new goods cost so much more.

It is a rule when the jobbing price declines, to at once mark down the stocks on hand, to prevent being undersold by rivals who are in a position to buy fresh stocks; and as an offset to losses from such a source, if there are profits to be made by a rise in jobbing values, the retailer should not hesitate to take advantage of it.

To the complaint of customers who may say "your goods only cost so much, therefore it is unjust to put up prices because new goods cost more," the answer is: A retailer is a man between the manufacturer and the customer, who, by making a specialty of retail distribution, enables the manufacturer to give his exclusive attention to fabrication on a large scale; for if such manufacturer was obliged to retail his goods he could not do so large a business, and thus his goods would cost more to make, as it is the quantity that permits a low cost; thus the retailer is a most necessary convenience to the public, in the distribution of products made on a large scale at localities where the best economy is permissible; and for such convenience the retailer justifiably asks a fair compensation for service rendered at market valuations, be they high or low. The answer will convince the customer of the justice of marking up goods when the market requires it,



SALES MADE OR PENDING.

G. Vosper, tinware dealer, Cobourg, Ont., has sold out to A. R. Dundas.

Bond Bros.' general store stock, Sheffield, Ont., is advertised for sale on the 23rd inst.

T. A. Mosher's general store stock, Avondale, N.S., is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Leveillee and Farlier, general merchants, St. Agathe, Man., have dissolved, E. Leveillee continuing.

Chalmers & Grand, general merchants, etc., Kintare, Ont., advertise to dissolve on the 13th of October.

Black & Whitwam, hardware dealers, Hamilton, Ont., have dissolved, and are succeeded by Whitwam & Swanson.

REMOVALS AND DEATHS.

James E. Dickie, of the firm of J. E. Dickie & Sons, general merchants, Upper Stewiacke, N. S., is dead.

FIRES.

The Magee Mfg. Co., London, Ont., manufacturers of horse pokes, timber rules, etc., are burnt out. Partially insured.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

E. Meredith, general merchant, Quyon, Que., has assigned.

R. F. Black, general merchant, Pugwash, N. S., has assigned.

J. E. Trothier, general merchant, Normand, Que., has assigned.

David Landriau, general merchant, Plaisance, Que., has assigned.

Telephore Perrault, general merchant, St. Sophie de Levard, Que., has assigned.

Robert Pedlow, hardware dealer, Jarvis, Ont., has assigned to Richard Pailthorpe, Toronto.

Benjamin Caswell, stove and furniture dealer, Toronto, has assigned to Thomas Tyler, Toronto.

Scott & Partners, general merchants, Mount Forest, Ont., have assigned to J. B. Laing, Toronto.

THE USE OF A STORE WINDOW.

No matter how little or much you spend on newspaper advertising, never omit the valuable and inexpensive method of drawing public attention by the display of goods in your store window. Hundreds of people pass your door every hour, of whom a large percentage are in quest of, or need articles which you keep in stock, and if your window is so arranged as to attract attention, very little further effort is necessary to effect the sale.

Some years ago, among a certain class of so-called "exclusive tradesmen," it was thought the proper thing to have dark blue

curtains lowered to conceal half the height of the windows, which were entirely empty save for a gilt sign or mirror in the rear; but the traders of to-day vie with each other in their efforts to attract attention and admiration from the passing throng, by the display in their windows; indeed to such an art has this mode of advertising become that we find in our larger cities many individuals who earn large incomes by their skillful service in artistic window dressing, and in Chicago there has been published for some time a journal which treats entirely of this subject. It is, therefore, not the intention of this article to furnish any new ideas upon the subject, but rather to impress upon the mind of traders the importance of bestowing great care upon his window display.

The quickest route to the public pocket is via the eye, and it is, therefore, to the sense of color, size, and pleasing combination, which window display must cater. The first thing to do is to keep the glass perfectly clean and free from streaks or dust, and the woodwork tastefully painted in a subdued color which will harmonize with the surroundings; nothing repels a transient customer more than an unwashed and fly-specked window, and the brighter the lights within, the more prominent appears the dirt upon the surface of the glass. The inside of the window at the back and sides should be covered with cloth, or paint which will reflect the light without color upon the goods, and not detract the attention, but a pleasing background for the display; plain white, red, yellow are too glaring and offend the eye, while wine, olive, old gold and others, either entire or in combinations, attract the eye and add to the appearance of the goods.

If the window is small its size may be apparently enlarged by the use of mirrors, at the sides and rear, to duplicate by reflection the articles displayed. A platform of steps made in movable sections, and covered with cloth, is essential to the display of many small articles and admit of easy change and arrangement of the goods. The light for the window should be reflected from the outside for the reason that gas or electric jets in a window detract from the appearance of the goods and form shadows, besides covering the glass with steam which turns to ice in winter; and even if the window is so ventilated as to prevent this, the heat or gas produced is often injurious to the goods.

In arranging the articles in the window, the effect must be considered from the outside, which can only be ascertained by stepping out occasionally as you arrange to observe how the goods combine. One often sees articles appear "left handed" and "looking backward" in store windows, because the one who arranged them failed to consider them from an outside standpoint. Another point to keep in mind is to have some of the goods a little in advance of the season to catch the eye of those thrifty individuals who "take time by the forelock" and

buy for future needs; and to turn the public attention to the fact that you are well prepared for their coming wants. Goods which are new or novel should find a place in the window, not only to force their sale, but to keep the public interested in your store and merchandise. If you are advertising any particular article in the newspaper, have a variety of the goods in the window and if the value was stated, attach a tag "as advertised" with the price to the article; by this means, if your advertisement has caught the eye of somebody who needs the goods the display reminds him of it, when he passes your store, and may prevent a competitor from profiting at your expense. It is a good plan, regardless of your other advertising, to have many of the articles tagged with the price, and some remark as to their use, if of a novel character. Many people admire goods in store windows, but dislike to come in and ask the price, as they do not expect to buy, but if the cost was plainly marked so that "he who runs may read," they would remember the price and buy later, and perhaps tell somebody else who needed the goods. To make "somebody tell somebody else" is the result sought after by shrewd traders who recognize the value of such personal advertisement of their goods and prices.

I think another point in window display is to take different lines of goods one after another, according to the season, and display the full variety of each line separately rather than to overcrowd the windows in the effort to squeeze samples of the whole store in at all times. Thus if the season was proper for farming tools I would think it preferable to make a solid display of this line of goods, showing the entire variety you keep, and leave out for the time being other merchandise. The store windows should be changed entirely at least once a week, and fresh goods of a different arrangement made, and the time to best make the change is early in the morning before trade starts in; a window containing a small boy stretching himself upon a ladder in the endeavor to wash the glass and surrounded by pails of water, loose papers, cloths, empty bottles, etc., is not an edifying sight to the public or conducive to trade, and should be performed either before or after business hours, when the curtains can be drawn, and thus maintain the delusion which a peep behind the scenery often dispels. When one has seen the board near the top of the barrel which gave the appearance of a large display of fruit, the effect loses its attraction, and an undressed window is in the nature of an immodest insult to the buying public, who are not supposed to know that a window is ever devoid of goods or needs cleaning.

There are many mechanical devices for attracting attention to goods displayed in store windows such as an electrical "tap" on the glass at regular intervals, or dancing figures moved by clock-work, etc.; but really the most valuable attraction and one of profit to the trader, is a well-arranged stock of seasonable goods, with reasonable prices attached to them, displayed in a well-lighted and clean window.—D. T. Mallet in N. Y. Hardware.

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

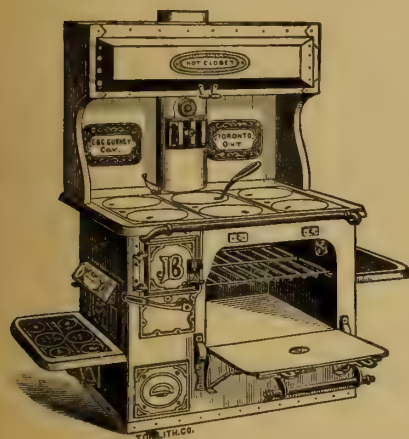
A. C. LESLIE & CO.,

445 St. Paul St.
MONTREAL.

18 Front St. West,
TORONTO.



The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

Hamilton and Toronto
SEWER PIPE CO.,

LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.

HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

BROKERS

—AND—

**COMMISSION MERCHANTS
IN CANADA**

Open to receive an agency for a British House not now represented here, give references.

Address, J. B., care this paper.

F. E. DIXON & CO.,
MANUFACTURERS OF

UNION TANNED
STAR RIVET

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.



SAWS CIRCULAR, Shingle, Re-sawing Drag, Gang, Cross-cut, etc.

Write for Prices or Telephone 5120.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S & PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

The Gardner Steel Ribbon Sash

BALANCE AND PULLEYS.



Mechanics and others at the Fair thoroughly inspected The Gardner Steel Sash Ribbon, endorsing our claim that it must supersede rope or chain.

JOHN HARGREAVES,

No. 8 Yonge St. Arcade, Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the

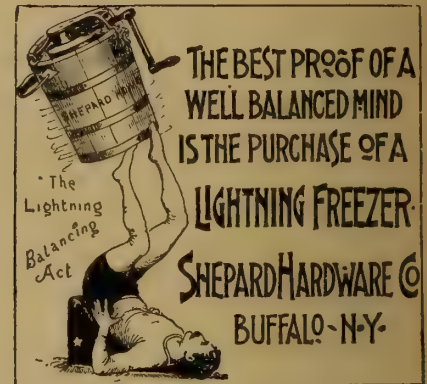
TRADE MARK.  GRANTED
1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price-lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb ingots, per lb ..	23, 24
Strip ..	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S., Per box	
I.C., usual sizes ..	\$6 00 \$6 25
I.X., " ..	7 25 7 50
I.X.X., " ..	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes ..	4 50 4 75
I.X., " ..	5 50 5 75
I.X.X., " ..	6 50 6 75
I.X.X., " ..	8 25 8 50
D.C., 12 x 17 ..	4 50
D.X., " ..	5 75
D.X.X., " ..	6 75
Note.—Other brands might be shaded by 25c. per box.	
Coke Plates—Bright.	
essemer Steel—	
I.C., usual sizes ..	4 00 4 25
I.C., special sizes ..	5 00 5 25
B.V. Grade, I.C., usual sizes ..	4 85 5 00
Note.—Round lots of 14x20 might be purchased of 10c. per box less.	
Charcoal Plates—Terne.	
Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 25 8 50
I.X. Terne Tin ..	10 50 10 75
Charcoal Tin Boiler Plates.	
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs ..	6 2c, 7c
" 14x60, " ..	
" 14x65, " ..	
Tinned Plates.	
72x30 up to 24 gauge ..	6 2 7
26 " ..	7 2 7 1/2
28 " ..	7 2 8
Iron and Steel.	
Base Price.	
Common Iron, per 100 lb ..	\$2 05 2 10
Refined " ..	2 45 2 55
Horse Shoe " ..	2 50 2 55
Band " ..	2 50 2 65
Hoop " ..	2 65 2 80
Swedish " ..	4 00 4 25
Sleigh Shoe Steel ..	2 50 2 75
Tire Steel ..	3 00 3 25
Machinery ..	3 00 3 25
Best Cast Steel, per lb ..	0 13 1/4 0 14
Russian Sheet ..	0 10 1/4 0 12
Tank Plates ..	2 00 2 25
Boiler Rivets ..	4 50 5 00

Boiler Tubes.

2-inch ..	10 1/2 c
1-inch ..	15

Boiler Plate.

1/2 inch ..	\$2 45
5-16 " ..	2 35
3/8 " and thicker ..	2 25

Sheet Iron.

1 to 20 gauge ..	2 1/2, 3
22 to 24 " ..	2 1/2, 3
26 " ..	3, 3 1/2
28 " ..	3 1/2, 3 3/4

Canada Plates.

Blains ..	1/2 bright 3 00 3 05
Abercarne ..	3 10 3 15

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 60 to 60 and 10 p.c.	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb ..	5, 5 1/2
26 gauge, " ..	5 1/2, 5 3/4
28 " ..	5 3/4, 5 1/2

Gordon Crown—	
16 to 24 gauge, per lb ..	5, 5 1/2
26 gauge, " ..	5 1/2, 5 3/4
28 " ..	5 3/4, 5 1/2

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb ..	7 7 1/2
" 1/2 " ..	5 1/2 6 1/2
" 5-16 " ..	5 6
" 3/8 " ..	4 1/2 5 1/2
" 7-16 " ..	4 1/2 5 1/2
" 1/2 " ..	4 1/2 5 1/2
" 3/4 " ..	3 60
" 1 " ..	3 50

Trace, per doz. pairs ..	\$3 60 5 90
German coil, per 100 ft ..	1 65 2 70

Jack chain, iron, single, per doz yards ..	0 13 0 50
Jack chain, double, per doz yards ..	0 15
Jack chain, brass, single, per doz yards ..	0 20 1 10

Copper—Ingot.

English B.S. ..	0 14 1/2 0 15
-----------------	---------------

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in. .	\$0 25 \$0 28
round & square ..	
1 to 2 in ..	0 23 0 26

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light, 16 oz, 14x48 and 14x60 ..	\$0 18 0 19
Untinned, 14 oz. and light, 16 oz, irregular sizes ..	0 19 0 20

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x 48 and 14x60 ..	0 29 0 30
---	-----------

Brasiers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb ..	0 22 0 26
" 35 to 45 " ..	0 21 0 22
" 50 lb and above per lb ..	0 20 0 21

Boiler & T.K. Pitts.	
Plain Tinned, per lb ..	0 25
Spun " ..	0 29

Pure, in coils—	
From 1 to 20 gauge ..	0 25 0 27
From 20 gauge, up ..	0 28 0 30

Brass.	
Roll & Sheet, 14 to 26 gauge ..	0 21 0 25
" 27 to 30 " ..	0 23 0 29
" 30 and up ..	0 26 0 32
Sheets, hand-rolled 2x4 ft. ..	0 25

Zinc Spelter.	
Foreign, per lb ..	0 05 1/2 0 06
Domestic " ..	0 05 1/2 0 05 1/2

Zinc Sheet.	
5 cwt casks ..	0 06 1/2 0 06 3/4
Part casks ..	0 06 1/2 0 07

Lead.	
Imported Pig, per lb ..	0 04 0 04 1/2
Domestic " ..	0 03 1/2 0 04
Bar, 1 pound ..	0 05 0 05 1/2

Sheets, 2 1/2 lbs, per square ft, by roll ..	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll ..	4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2 c.

Solder.	
Half-and-half (guar.) per lb ..	0 17 0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.	
Cookson's, per lb ..	\$0 15 1/2 0 16
Other makes " ..	0 14 1/2 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb ..	5 1/2
No. 1 Do ..	0 5
No. 2 Do ..	0 4 1/2
No. 3 Do ..	0 4

Prepared Paints. (In 1/2, 1 and 1 gallon tins.)

Pure, per gallon ..	\$1 05 \$1 10
2nd qualities " ..	0 85 0 90

Colors in Oil. (25 lb tins, Standard Quality.)

Venetian Red, per lb ..	0 05
Chrome Yellow " ..	0 11
Golden Ochre ..	0 06
French " ..	0 05
Marine Black ..	0 09
Green " ..	0 09
Chrome " ..	0 08
French Imperial Green ..	0 14

Colors, Dry. Yellow Ochre (J.C.) in bbls, per cwt 1 40 (J.F.L.S.) " 2 75

Venetian Red (R.C.2) " ..	1 50
Ven. Red, Cookson's " ..	1 80 1 90
English Oxides " ..	3 25
American " ..	2 25

Paris Green, per lb ..	0 08 1/2
Burnt Sienna " ..	0 08 1/2
Burnt Umber " ..	0 05
do pure ..	0 08
Drop Black ..	0 09
Chrome Yellows " ..	0 12
Greens " ..	0 12
Golden Ochre ..	0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal ..	0 70
Extra " ..	1 00
Brown Japan " ..	0 70
do Turpentine " ..	0 90
No. 1 Carriage " ..	1 50
Gold Size Japan " ..	1 40
Pure Orange Shellac " ..	2 00
Hard Oil Finish " ..	1 50

Linseed Oil (in bbls)

Raw, per gal ..	0 60 0 61
Boiled " ..	0 63 0 64

Turpentine (in bbls)

Selected Packages, per gal ..	0 55 0 56
-------------------------------	-----------

Castor Oil.

Best, per lb ..	0 08 1/2 0 09
-----------------	---------------

Cod Oil.

Common, broken (in bbls) ..	0 10 0 11
French medal ..	0 11 0 12
Cabinet makers ..	0 17 0 18
White ..	0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting.
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½

Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " }

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 p.c. cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, hat 45, 47½ per
cent.

Car.

Jenning's Gen, net list to 5 p. cent dis.

Expansive.

Gilmour's, 47½ to 50 percent.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascot " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 per cent.

Tire, dis. 50 and 10 per cent to 60 p.c.

Stove, dis., 45 to 50 p.c.

Elevator, dis., 35 to 40 p.c.

Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 6 00
" No. 9 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 p.c

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 p.c., dis.
Loose Pins, " 60 & 5 to 65 p.c., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50

Bullards " 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50p.c. } to 50 and 5
Plate " dis. 50p.c. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.

Canadian, dis 35 per cent.

Tanged Firmer per doz.... 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00

Side 3 60 4 00

Enterprise, No. 0 1 35

" No. 2 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz 2 00

Coil, per doz..... 0 88 1 60

English, " 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz..... 16 00 51 50

P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60

Wine, per doz..... 1 30 2 25

Star, " 2 80 3 90

Fenns Corkstops, No 2 p.doz 1 70

Petroleum, per doz 4 50 6 50

Files.

Kearney & Foote's discount Am. List,

50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5

per cent.

Canadian, dis., Amer. list 60 per cent.

Jowitt's, dis. Can. list, 25p.c. to 27½ p.c.

Horse Rasps, Kearney & Foote's dis

Am list, 50 p.c. 50 p.c. to 50 and 5 p.c

Horse Rasps, dis. 45 p.c. Amer } Hellors
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list

33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50

and 10 p.c.

Fruit Presses.

Henis' per doz 4 00

Enterprise, discount 10p.c

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star. Double Diamond

Per Per Per Per

50 ft. 100 ft. 50 ft. 100 ft.

1.45 2.80 2.15

1.55 3.00 2.45

5 30

5.80

6.30

7.40

8.40

10.00

11.50

13.65

Pilkington.

Ordinary

1st break \$3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 5 90

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 1 00 3 50

Store door " 1 00 1 80

Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50

Socket Firmer " 3 25 8 00

Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c

" Shepard's Noiseless, dis. 60 p.c

" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb..... 0 43 0 05

Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80

Gate, Clark's 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoos.

Garden, Mor ar, etc., discount 40 per

cent.

Planter doz 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz 0 50 1 10

Clothes Line, " 0 27 0 63

Harness, " 0 72 0 88

Hat and Coat, per gross.. 1 00 3 00

Chandelier, per doz 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000, " " 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg " " 3 50 3 60

Ice Picks.

Star, per doz " " 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.
Copper, " " 0 40 0 45
Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.
Cabinet, Trunk, and Pad-
lock, Am. per gross " " 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.
Bronze, Berlin, per doz " " 2 75 3 25
Bronze, Gem, " " 6 00 9 00
Lava, " " 8 75 10 00
Shutter, porcelain, F. &
J. screw, per gross " " \$1 30 4 00

Ladles.

Melting, per doz " " 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz " " 2 20 5 60
Galvanized, " " 1 87 3 85
King, wood, " " 2 75 2 90
" glass " " 4 00 4 50
All glass, " " 1 20 1 30

Lines.

Fish, per gross " " 1 05 2 50
Chalk, " " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. " " 50
Russell & Erwin, per doz " " 2 90 7 50

Cabinet.

Eagle, dis. per cent. 30 per cent. to
33½ per cent.

Paatoek.

English and Am. per doz " " 50 6 00
Scandinavian, " " 1 00 2 40
Eagle, dis. per cent. 15 to 17½ per cent

Mallets.

Tinsmiths', per doz " " 1 25 1 50
Carp'trs', hickory " " 1 25 3 75
Lignum Vita, " " 3 85 5 00
Caulking, each " " 1 60 2 00

Mattocks.

Canadian, per doz " " 8 50 10 00

Meat Cutter.

Enterprise, dis. per cent " " 20 25
Canadian, 37½ to 40 per cent.

Home, each.

Home, each " " " "

Mincing Knives.

American, per doz " " 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price " " 2 30
Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American " " 1 85 3 50

Nail Sets.

Square, round and octa-
gon " " 3 38 4 00
Diamond " " 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16
Carbon Safety " " 0 18 0 18
Canada W.W. " " " "
American W.W. " " " "
S. R. Seal " " per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz " " 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz " " 1 25 3 50

Brass.

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz " " 2 25 3 25

Pencils.

Dixon's, per gross " " 1 00 4 25

Carpenter.

Carpenter " " 2 25 3 60

Picks.

per doz " " 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis. 45 to 50 per
cent.

Wood, fancy Canadian, or American
35 to 37½ per cent.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.
Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz " " 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.
Button's Imitation, per
doz. " " 7 40 10 25

German, per doz " " 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz. " " 1 35 2 00

Pruning Shears.

Per doz " " 4 00 5 50

Pulleys.

Hothouse, per doz " " 55 1 00

Axle, " " 22 33

Screw " " 27 1 00

Awning " " 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz " " 1 00 1 85
Conductors' " " 9 00 15 00
Tinner's solid, per set " " 72
hollow, per inch " " 1 00

Putty.

Bladder, per 100 lbs " " 2 00 2 25

Tins, lbs " " 2 50 2 75

Rail.

Barn Door, per foot " " 3 3½

Sliding Door, " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz " " 7 50 11 00

Wade & Butcher's " " 3 60 10 00

Razor Stropps.

Currier's, per doz " " 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis
Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per cent.

Rivet Sets.

Canadian, dis. 30, 35 per cent.

Rope

Per lb. Sisal. Manila.
7-16 in. and larger " " 8½ 12½
¾, 5-16, ¾ in. " " 8½ 12½
3-16 in. " " 10 13

Cotton, per lb. " " 22 25

Russia Deep Sea, per lb. " " 13½ 16

Jute " " " " 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis. 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set " " 0 85 0 90

N. P. " " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz " " 4 75 5 00

Sand and Emery Paper.

B. & A. sand, 30 p.c.

Emery, per quire " " 55 90

Sash Cord

Per lb. " " 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. " " 2½ 3 00

Sausage Stuffers.

Each " " 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D., dis. 30 to 35 per cent.
Hack, complete, each " " 1 75 2 75
" frames only " " 75

Saw Sets.

Per doz " " 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scraper.

Box, per doz " " 2 10 4 50
Foot, " " 40 3 50

Screens.

Window, patent, per doz " " 6 00 7 50

Screw Drivers.

Sargent's, per doz " " 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.
" R. H. " 72½ " " "
" F. H. Brass 75 " " "
" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz. " " 3 25 4 00

Bench iron per doz. " " 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.
B. & W. N. P., dis. 65 p.c.
Seymour's dis. 60 p.c.

Etna, dis. 75 @ to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves

Sliding Door, per set " " 77 1 40

Shot.

Canadian, dis. 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent. to 49 p.c.

Sieves

Wood Rim, black, p. doz " " 1 15 1 35
" tinned, " " 1 35 1 60
Tin Rim, " " 2 30 2 45
" black, " " 1 80 2 25

Snaps.

Harness, German, p. gro. " " 1 65 5 50
Acme, " " 3 00 5 00
Lock, Andrew's " " 4 50 11 50

Soap

Sapolia ½ gross boxes " " 3 25
" 1 and ½ gross boxes per
gross net cash " " 12 00

Soldering Irons.

Per lb. " " 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English " " 1 80 5 00
Iron, American " " 1 35 2 35

Spoons and Forks.

Tea Spoons, " " per gross 7 50 12 00
Dessert " " " " 21 00 " "
Table " " " " 30 00 30 00
Dessert Forks, " " " " 24 00 " "
Medium " " " " 27 00 " "
Table " " " " 36 00 " "

Squares.

Iron, per doz " " 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb " " 4½ 4½
Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb " " 0 25 50
Hindustan, per lb " " 0 06

Slips, per lb " " 9

Labrador, per lb " " 0 13

Axe, " " " " 0 15

Turkey " " " " 0 50

Arkansas " " " " 1 50

Water-of-Ayr " " " " 0 10

Scythe, per gross " " 3 50 5 00

Grind, per ton " " 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimp, blue, dis. 35 p.c.

" " " " " " " " " " " "

Swedes' iron, blue or tinned, dis. 42½ p.c.

Upholsterers' " " dis. 42½ p.c.

Copper Tacks and Nails, dis. 35 p.c.

Trunk and Clout Nails, " " 40 p.c.

atent Brads, dis. 40 p.c.

Finishing Nails, dis. 35 p.c.

Cigar Box Nails, dis. 35 p.c.

Shoe Finders' Tacks & Nails, dis. 25 p.c.

Tape Lines.

English, ass skin per doz. \$2 75 \$5 50
English Pat. Leather " " 5 50 9 75
Chesterman's, each " " 0 90 2 85
" steel, each " " 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c.

Thimbles.

Asbestos, filled, per doz., 25 to 33½ p.c.

Ties.

Cow, per doz " " 1 25 2 50

Tinner's Shears and Snips

P. S. & W., 10 p.c. advance on American
list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per
cent. to 70 and 25 p.c. on special
lines.

Japanned, Prices on application

Pieced, " " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cen
Game, H. & N., or P. S. & W., discount 62
to 60 and 10 p.c.

Mouse, per doz " " 0 35 1 50

Rat " " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz " " 4 75 9 00
Brade's " " 00 10 50

S. & D., discount 35 p.c.

Triers.

Butter, per doz " " 6 25 9 00

Twines.

Bag, per lb " " 0 12½ 0 20
Wrappg, mott'd, pr. pack. " " 0 50 0 60
cotton, per lb " " 0 18 0 20

Mattress, per lb " " 0 33 0 45

Staging " " 0 27 0 35

Broom " " 0 30 0 55

Binding, flax, per lb " " " "

" jute " " " "

HARDWARE

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

SAPOLIO Is a solid handsome cake of SCOURING SOAP Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.

36 Front St. East, Toronto, Ont.
Dominion Agents.



BROWN & CO.,

Manufacturers of

Square and Hexagon

HOT PRESSED NUTS.

PARIS, ONT.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.



When writing to our advertiser please inclose the above.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO



TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writer's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.



ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

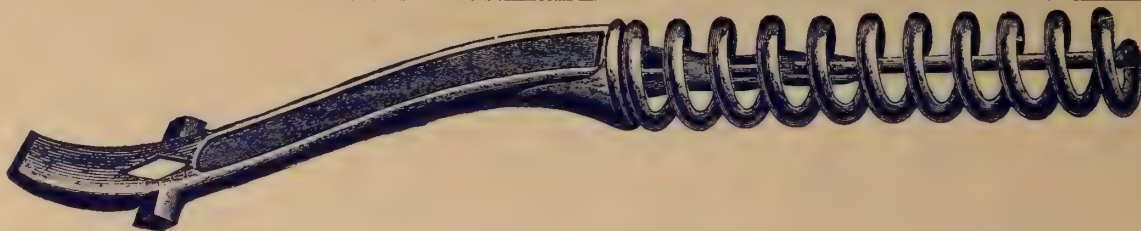
ASK FOR and see that you get "Tiger" Brand chemically pure White Lead

The best in the Market.

Manufactured by **Montreal Rolling Mills Co.,**

Montreal, P.Q.

Members of the White Lead Association of Canada.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

IRON WIRE. !

Bright,
Annealed,
Oiled,
Galvanized,
Spring,
Tinned,
Coppered,
Also Wire Fencing and Staples.

BRASS WIRE !

Write for Prices to



Box 1964, Montreal, or
27 Front St. E., Toronto.

STEEL WIRE !

—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

COPPER WIRE !

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

SEPT. 26, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED

WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

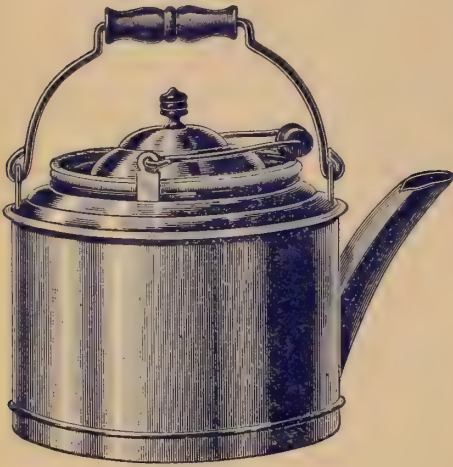
Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

PURITAN WARE



Write for Illustrated Price Lists and Discounts.

**RICE LEWIS & SON,
LIMITED.**

General

HARDWARE

Merchants.

32 King St. East,

TORONTO.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS. TORONTO, CAN. CO.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

**KEMP MANUFACTURING CO.,
TORONTO, ONT.**

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, SEPTEMBER 26, 1891

No. 39

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS
AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

THE GUN TRADE.

The gun trade ought to be perhaps the leading specialty with hardwaremen at this time of year. The shooting season opened at the beginning of the month, and travellers had been on the road with samples weeks before that. The amount of stock they placed was about equal to that of all last year's business, including both the orders from samples and the sorting up orders. The latter is usually a considerable part of a season's trade, and may be so this year. Retailers are slow to lay in stocks of guns unless they see their way pretty clearly to obtaining sales for them. Consequently they rarely order from travellers all they will sell in a season. Wholesalers understand this and generally carry the stocks. If they trusted to advance orders, as wholesalers in many other lines do, there would be a shortage when the time arrives for actual trade between retailer and consumer.

It is a satisfactory thing to note that the trade is not shrinking into smaller proportions every year. The tendencies seemed to point to such an effect. In the first place the custom of spending midsummer at resorts of one description or another has been on the steady increase in the past few years. When holidays are taken so very generally in July and August, it would seem that there would be less time given to shooting in the fall. The fact also that game has to be sought farther away now than a few years ago seems also to afford a cause for a decline in the gun trade. But to offset the effect of these tendencies, is, first, the growing fondness for shooting among the

country people, whose only time of year for open air holidays is after seeding. Also, there is more killing of birds, such as sparrows, on account of their destructiveness than there used to be. The keeping up of a volunteer service will likewise act as a preservative of the fondness for gunning among the young men of the country. Those who like to shoot usually make out to get a few days off at the right season, even if they had midsummer holidays. The demand this year has been exceptionally strong from the country along the main line of the C. P. R. in this province, where new settlers have followed the opening up of the country.

Shotguns have been in leading request. There is little demand for muzzle loaders, and only very cheap ones are to be had, manufacturers going further and further every year out of the business of producing them. There are few notable changes in guns this year. One that is important, however, is the appearance of moderate-priced pieces of the Greener action. The patent on that principle has run out and manufacturers are furnishing it in guns to retail at \$35. Formerly, the lowest wholesale price was \$57. A rifle that takes well this autumn is the Marlin, a ten-shot repeater of 40-60 calibre.

The sale of ammunition this season is something of an index whereby to judge of the extent of the shooting that is expected to be done. The form in which ammunition is now largely sold—that is, in loaded shells—is a promoter of trade in ammunition of itself. There are more shells selling now than ever before, and men shoot the more because of the less trouble there now is in loading. The trade in shells ought to be a considerable one among retail hardwaremen.

The fine open weather we have so far enjoyed since the month began is, it is to be hoped, an augury of a splendid fall. There is nothing that so tempts a sportsman as a fine autumn day in the woods. The more of such weather there is, the better for the trader, who ought to go in every season to sell a few fowling pieces and rifles. There is a big margin of profit in them. The trade in them is therefore worth cultivating. It seems to be a growing idea among consumers that the only place to buy guns is at great centres like this city. They have been al-

lowed to drift into that view by increasing inattention to the trade in guns among hardwaremen. There is danger that the gun trade may become as separate as the jewelry trade unless hardwaremen bestir themselves.

OCEAN FREIGHTS AND IRON PRICES.

The usual fall stiffening in ocean freight rates from British ports to the St. Lawrence is having its influence on the iron market, and already some of the lower grades are giving evidences of its effect. This fact, taken in conjunction with a somewhat firmer tendency on several of these lower grades at primary markets, has induced a firmer feeling in Montreal, and now business in them could not be done on as low a basis as a fortnight ago, while new stock could not be laid down at that point from the other side except at 50 to 75c. advance on previous prices. This is easily understood from the fact that freights have advanced from 1 to 2 per cent. the ton, so that Carnbroe for instance, which could have been moved for a round lot at \$18 a fortnight ago, cannot now be thought of except at \$18.50, which is maintained as an inside price, while \$19 is the ordinary asking figure. This firmness however does not seem to have brought buyers out of their shell, for they obstinately maintain the hand to mouth policy, and it is not at all improbable that a substantial stiffening in price will mean a check to the demand. If this is so, it is worthy of note that stocks on spot are extremely light, and as importers seem to be actuated by as great caution as buyers, it is not unlikely, unless a change takes place shortly, that some one will be complaining of a short supply of iron this winter. This result would not surprise any one, with importers quite indisposed to operate ahead, so that if the demand is shut off to any extent through the cause mentioned above, the consequences may be exactly as outlined, for it is an undeniable fact that present stocks in store are considerably less than they usually are at this period. The higher grades of pig do not seem to have been affected to the same proportion as lower grades, which may be explained by the fact that they have not receded to the same point for value on Summerlee, and equal brands have been maintained on a fairly steady basis, viz.: \$21 to \$21.50 during the summer.

VALUES ON CANADA PLATE.

Values on this article have been subjected to considerable variation during the past few weeks, and the tone of the market has been affected to a like extent. A few weeks ago, **HARDWARE** made known the fact that dealers in Montreal were competing somewhat actively for custom on the article, which competition had led to material shading and concessions. The continuation of this policy for a period, and the non-arrival of any fresh supplies while it was being done led up to a temporary scarcity of the article, and during the six days preceding Tuesday last holders were actuated by a much firmer feeling. In fact, although \$2.75 would have been accepted for a jobbing quantity, it is quite likely that a round order would have scared sellers into adding a cent or two. This scarcity and firmness, however, proved only temporary, as we expected, and predicted last week, and the arrival of some considerable supplies this week sees holders again in an accommodating humor, as most people expected. However, as regards the future of values no great drop, if any, is anticipated, for recent arrivals have been purchased on such a basis as to preclude this, while the position of makers on the other side, what with strikes and other things, tends to firmness as far as the near future is concerned. With regard to demand and supply the former is apt to rule light, as the plates are principally used in roofing, which means a limited call during the winter season, while it is natural to suppose that consumers supplied themselves pretty freely of late at the reduced prices; in fact, the inference to be gathered from the position holders assumed last week leads to that belief.

BOOKS, CATALOGUES, ETC.

THE FORBES MANUFACTURING COMPANY, Limited, Halifax, N.S., issue a leaflet which admirably condenses the points of excellence and the directions to users of their well-known New Patent Skate. It ought to be in the hands of traders because of the information it will enable them to give customers. The directions are rendered very clear, as they are illustrated by a large cut boldly outlining and marking all the points to which reference is made in the letter-press, while the latter is terse and plain. The beauty of these skates is what may be called their self-sufficiency. They have in themselves what usually it takes a pair of hands and a pair of skates to muster between them—that is, ready and exact correspondence to the foot of the wearer. They are automatic in about the fullest sense. Hands are not frozen nor time lost in putting them on. Curvature or fracture of the blade must be well-nigh impossible with such a structure. There are no attachments to be lost and no pocket complements

necessary. The quality of the steel accords with the excellence of the principle on which the skates are made.

THE METALLIC ROOFING CO. OF CANADA, Limited, in their present season's Catalogue, illustrate and describe very fully their well-known fire-proof building materials. Their lathing, slates, shingles, ceiling plates, metallic tiles, etc., are in a large number of the finest buildings in the country. Since we reviewed their catalogue of 1890 their business has received wide extension. The ornamental as well as useful functions of their steel slates are telling rapidly in their favor. The insurance companies strongly approve them. To show what is thought of their goods the Company print a partial list of customers with address at the back of the book. The Catalogue is tastefully printed in colored ink.

THE TRENTON STOVE, TIN, LAMP AND HOUSE FURNISHING DEPOT, which is the name of Messrs. S. B. McClung & Co's. store in Trenton, Ont., issues a Fall Circular that has some points worthy of imitation by other members of the trade. The circular shows enterprise. The stove page bears an illustration of a handsome base-burner. Full particulars of stocks are given. The tinware, the house furnishing, the lamp, the jobbing and the furnace departments are all well represented.

THE METAL WORKER ESSAYS ON HOUSE HEATING. Edited by A. O. Kittredge, editor the Metal Worker. Price, \$2.50. New York: David Williams. These essays, which now for the first time appear in book form, are the best of those which the Metal Worker's prize competitions in house heating called into existence three years ago. They are from the pens of the most competent specialists in the United States and Canada. They include not only the essays which won first and second prizes under the different systems of heating discussed, but also the essays of competitors who ranked highest among the unsuccessful aspirants. The common subject on which they treat gives unity to the essays, but a combining feature of even more importance to the reader is the fact that the given house is in every case the same. This lends an interest to the essays that must make their perusal an absorbing occupation to the man who has the curiosity to know what considerations underlie the conclusions of expert practical men as to the best means of heating the same house. The work will be of the utmost value to everybody who is interested in the problem of how to heat a house. The owner, the architect, the furnace dealer, the fitter—all need this book. The work derives added value from the way it is edited. The essays relating to the different systems of heating are grouped together in separate departments. They are well analyzed; each sub-division is labelled, and the gist of each paragraph is shown in the

margin in bourgeois type. Cuts and letter-press supplement each other easily and accurately. Mechanically, the book is a very fine production. It is a handsome library volume of 288 pages, bound in brown cloth.

WHAT IS THE REASON?

Let any one walk through the streets of his city and see the men that have been in business for years. He will find some that started with only a limited capital and have advanced from year to year until they have gained a good competency. He will find others are just about where they were when they started years ago. They have managed to scrape out a living, and that has been all.

Now, in cases like the two above mentioned ones, there must be some cause or reason why the one has advanced and the other has failed or remains just where he was when he started in business. We do not believe we have the solution, because many causes enter into the business life of a man. We do not believe we can tell the reason why many do not succeed.

Do you know the character of the goods you sell? It's not a nonsensical question by any means. Visit the merchants' stores and convince yourself. Here is a man that has goods upon his shelves that have become shop worn. He can't sell them, let alone give them away. Here is a man that hasn't any. Now, there is a difference between these two buyers, and what is it?

A man goes to his tailor and finds that the clothes he has been buying don't wear well. He changes tailors, and finds that his clothes wear much longer and better. Why is it? Was the first man a good judge in buying cloth, or was the second one a good judge?

Then again, do you know what it costs you to do business? In other words, what per cent of your profits must be deducted for expenses? How many of you ever sat down and figured up all your expenses, taking into account breakage, loss by waste, as well as loss by over-weight and over-measure? Do it once and see what margin you have left.

The successful business man is the one that has a sharp lookout to purchase the best goods in the cheapest markets. He knows to almost a dollar what it costs him to sell his goods. He has few, if any, to see through bad debts, because he knows who to give credit to and who to refuse. Nothing is too small to escape his attention. If he finds a clerk has a customer that is hard to please, and is taking no interest in selling the customer goods, he takes that customer in hand and lands him. So we could go on and enumerate. Give this subject a little attention and some day you may thank us for this article.—*Merchants Mail*.

The neglect to look after minute details in the factory is a source of great loss to many producers.

THE PETTY TYRANNY OF CASH.

A salesman ought to have a liberal knowledge of human nature, either as the effect or the cause of his being a salesman. Not only should he have that knowledge, but he ought also to have control enough over the bent of his own idiosyncracies to be able to humor the whims of people, no matter how trying they are. The man who can do this without too much waste of nervous force has learnt the most important lesson taught in the salesroom. He requires to be something of a philosopher to practise it. Egotism, above all things must be effaced, yet in a knowledge of his own nature must he first look for the secret motives that underlie the eccentricities and perversities of customers. To know how to work with the grain of a possible buyer is hard enough usually, but actually to work with it is many times harder. The grain is often very wayward and frequently doubles on the edge that would cut with it, and what can work freely in direction with the windings of a knot? The salesmen whose equanimity is not disturbed by contact with such natures are as rare as saints. The constant suppression of one's own opinions or knowledge in the face of the most vulgar ignorance is hard but wholesome. It is the sort of schooling which makes the perfect salesman. The malicious desire to get the salesman to make conflicting statements, the miserable artifices to beat down prices, the mean attempts at bluff, the petty criticisms, the affected indifference as to buying, all these things are apt to inflame a man's blood if he is not a stoic in self-control. We have seen a man whose very boot toes itched to kick his tormentor, stand in seeming tranquillity and suffer the utmost irritation and yet make no sale. That salesman was a well-disciplined man, though naturally a hot-headed one.

The necessity to avoid running counter to a customer's faults and of flattering his vanity, is a necessity that Cash imposes. Those whose trade is considerable and whose money is sure, may be as boorish as they please, they consider, and it is usually more profitable not to disabuse their minds of this error. It is an easier matter, hard though it be, for a salesman to educate himself to passive toleration of his customers' aggravating manners, than it is for him to educate the customers to better manners. What makes customers good to the salesmen is their power to give ready money or its equivalent for goods. Not that the salesman ought to be a sordid man, but he must look out to make no enemies among eligible customers. But the credit customer is satisfied with more brusque treatment. It is well to remember, however, that he may have cash some day, and then he may remember where civility was unstinted.

THE FIRST IRON BRIDGE.

At the present day, when we are accustomed to look upon iron as the chief constructive material with which engineers and architects all over the world deal, the first iron bridge that was ever built is a curious sight. This bridge, the arches of which were made of iron, was called "Ironbridge," and it was erected in 1778. It spans a little river in the county of Salop, on the railroad line, from Shrewsbury to Worcester, in England. At the present day the structure is surrounded by a thriving little village, which took its name from the bridge. Several foundries have been established in the neighborhood. The structure was a timid attempt at what has since developed into an extensive industry.

There are three supports; two of them are very small and cross a narrow country road, while the third and largest one spans the bed of the river. It is about ninety-six feet long and weighs 378 tons. The braces were cast at Coalbrookdale, every bar being composed of two segments. Stephenson, the great civil engineer, wrote as follows on the construction of this first iron bridge: "When we bear in mind that the manipulation of cast iron was at the time of its erection in its infancy, we cannot help but feel convinced that unblushing audacity alone could conceive of such an enterprise, and the intelligence with which the details were outlined and executed is equal to the boldness of the conception." The bridge is constantly used and is in excellent condition, a fact which disproves all the ominous clamorings of cranks that the pernicious influences of rust will sooner or later bring danger to the iron bridges of today.

THE TIN PLATE SUPPLY IN THE UNITED STATES.

The question of the supply of tin plate in this country has puzzled the trade considerably since the new duty went into effect on July 1. There was no question about the heavy importations of tin plate during the months of May and June, but no one seemed to think there was more than two months' supply on hand in the United States on the first day of July. The trade has required about 500,000 boxes of tin plate per month, for consumption, during the last two years. Two months' supply would be 1,000,000 boxes, and this was considered a safe estimate. The importations, which ceased almost entirely when the duty went into effect, were expected to commence again about September 1. Some small sizes used for stamped ware were imported during the month of August. Three or four invoices of tin plate, the regular size, amounting to 1,700 bxs., were received in Chicago on the 10th, and are probably the first lot since July. There is reason to believe that large quantities of tin plate are in the hands of private parties who purchased for speculation. The ques-

tion that concerns interested parties most is, how large a stock there is now in this country? No one knows, and there are no means of finding out. The Associated Press has recently been interviewing the trade in England on the effects of the new tariff on the tin plate, cutlery, fine fabrics and other industries of the mother country. The information is exparte, and the statements are from leading manufacturers and exporters, and in some cases are carefully guarded, and evidently worded for political effect. Some admit, however, that there is a complete stagnation of the tin plate industry at present, but all are hopeful that there will be a change in the law after the next general election in the United States. One of the largest exporters at Liverpool, who had just returned from America to see for himself what the situation was, said: "The increased duty has caused a stagnation in the tin plate trade, but as we had sufficient foresight to get twelve months' stock landed before July 1, we can afford to wait this year and do little or nothing else." The claim made by this tin plate exporter that the United States was loaded with a twelve months' supply of tin plate before the increased duty went into effect, must be taken with an extra allowance of salt. Parties on this side who are in a position to know very nearly the exact amount of stock held in this country, and who have no political or commercial axes to grind, say that a six months' supply would be an outside figure. The fact that importations of tin plate have commenced again, raises the question whether there was more than three months' supply on hand July 1. Our English cousins understand the art of talking to keep up their courage. The representatives of other large exporting firms expressed similar views. One of them added: "We need not be afraid of being permanently affected. The new tariff was introduced by McKinley with the object of creating and stimulating an industry they do not possess to any great extent. His idea was that by making the duty what it is now, he would enable American manufacturers to establish works which could produce tin plate and so gradually drive the British importers out of the market. But it has been ascertained by a deputation who went out there to inquire that they cannot possibly do this unless they put on such prices for their manufacture as would be burdensome to their customers." That deputation came over a year too soon, and they have jumped at conclusions that will satisfy their tin plate workers for the time being, and that was really the object of their visit. The Welsh tin plate industry required time to get under way. But the Americans are in the habit of doing in twelve months what it has taken our cousins over there as many years to accomplish. Yet these Welsh tin plate manufacturers express themselves as confident of their ability to hold their own, no matter how a high protective tariff is imposed. This remains to be seen, but while there is no discount on the staying qualities of the Welshmen, they will very likely find the American tin plate works in full blast all over this country next year and each succeeding year thereafter, when they visit our shores.—Stoves and Hardware Reporter.



R. F. Beamish has opened a general store in Pembroke, Ont.

Mr. Campbell, of Lordes, Ont., has opened up his general store.

The Perth car shops have an order for 720 box cars and five fifty-foot horse cars.

Mr. S. F. Brown, general merchant Adamston, Ont., offers his store and dwelling house for sale.

The first furnace set up in Saskatchewan Territory, was put in E. J. Cann's residence, in Prince Albert, by T. J. Agnew.

The Gardner Sash Balance Co. has removed from No. 8 Yonge St. Arcade, to 168 Simcoe St. Its telephone number is 1550.

A four-horse gas engine was presented by the Locomotive Works, Kingston, to the John Caruthers Science hall, beside Queen's University.

Mr. Wm. Umpherson, Poland, Ont., has sold his general store to Mr. Paul, and has purchased the saw mill of Mr. Parks, about two miles from Poland.

The early closing movement on three nights of the week, during the summer, has proved such a success in Arnprior that an effort will be made to continue it during the year.

Frost & Wood, Smith's Falls, Ont., had a car load of machinery at Toronto fair, and have since shipped other car loads to St. Johns, N. B., Winnipeg, Man., Montreal, and Ottawa.

J. M. Williams & Co., Hamilton, have resumed business as usual, having arranged satisfactorily the unfortunate financial difficulties in which they found themselves involved some months ago.

There is a movement on foot in Smith Falls, to ask the merchants to extend the early closing into the winter months. It is expected that very little persuasion will have to be used, as the merchants all favor the movement.

Letters patent have been issued incorporating the Massey Harris Company (limited), with a capital of \$5,000,000, divided into fifty thousand shares of \$100 each. This is the combination formed by the two great firms of implement manufacturers.

The William Hamilton Manufacturing Company, of Peterborough, Ont., have rented the warehouse on Water street, Vancouver, B.C., lately occupied by Major & Eldridge, and will put a stock of their well known machinery therein. It will be managed by Mr. Robt. Hamilton.

The main building of the Kingsley boiler works, St. John, N.B., has been completed, and work is begun. The main shop is 100 x

40 feet, and an addition is to be built at once. Already the company have contracts for the construction of several boilers, and when they get running full blast some 30 or 40 men will be employed in the works.

A good-sized robbery was committed on the premises of the Ontario Cycle Company, 12 John street north, Hamilton, on Tuesday night. The thief or thieves broke into the rear part, which is used as a repairing shop, and took from there a lot of tools and \$20, a silver bracelet and a pair of silver earrings from Mr. and Mrs. Skinner's living apartments up stairs.

The hardware store of Risdon Bros., St. Thomas, Ont., was burglarized on Friday night and a quantity of razors, knives and other articles stolen. A jack-knife evidently left by the burglar was identified by one of the firm as belonging to a man whom they had employed for a couple of days and who was only discharged on Friday.

The work of putting down the foundation of the new nail works for Messrs. Pender & Co. (Ltd.), St. John, N.B., has been commenced at Charlotte street extension. The two buildings will cover an area of 35,000 feet of ground. One of them will measure 50 x 124 feet and the other 50 x 155 feet. One is to be used for manufacturing wire nails in, while the other will be utilized as a horse nail factory and machine shop.

Mr. R. Wyatt, hardware merchant, Winnipeg, is at present employed moving into new and commodious quarters. His new store is in the Mulholland block, 332 main street, just five doors south from his old place of business. In the new premises Mr. Wyatt will have ample accommodation, having three flats and a basement. The basement will be occupied as a storeroom, the ground floor and first flat as showrooms, and the upper floor as a workroom. Mr. Wyatt found his old premises entirely too small.

The E. B. Eddy Co. inform us that there has been no strike at their mills or factories. The trouble was that some rioters from Ottawa and Hull came and attacked their men and the officers of the company, in the open and in the new paper mill now building, and compelled the workmen to desist from work twice in one day only. No attempt was made to enter any of the company's factories; no work was stopped in any of them, and their usual facilities for meeting all the requirements of the trade have not been in any way interfered with.

It was currently reported that the firm of J. Stewart & Co., foundrymen Hamilton, proposed to move to Woodstock, which town is holding out very liberal inducements in the shape of a bonus, etc. A reporter saw the senior member of the firm the other morning and he said: "The firm of James Stewart & Co. will remain in Hamilton, but some of the members talk of removing to Woodstock. That town is very anxious to have a stove foundry and is holding out large inducements.

Our partnership terminates in a short time, and some of the members of the firm propose removing to Woodstock, provided the inducements are satisfactory. But nothing definite has yet been arranged."

Bicycle riders are watching with interest the attempts of certain ingenious men to manufacture wheels out of aluminum. The wonderful metal's use has already proved beneficial when it is alloyed with steel, but thus far no wheels have been made of it wholly. As it is stronger and a great deal lighter than steel, and will not corrode, its advantage over steel, is very apparent. A steel racing wheel now weighs twenty-four pounds. If aluminum proves practicable, a racing wheel can be made that will weigh only about eight or nine pounds.

The foundries which are being built in St. John, N.B., for Messrs. Waring, White & Co., are in an advanced stage of construction, and the work of moving in some of the machinery has already begun. The buildings consist of a brick machine shop 82 feet 9 in. long by 52 feet 8 in. wide, containing offices, engine rooms, etc., a foundry 70 feet long and 50 feet wide, with an annex 10 x 40 feet, a pattern shop 30 x 40 feet, and a shop for storing patterns 30 x 30 feet, a casting shop 20 x 30 feet and a blacksmith shop 20 feet square; besides other out buildings and sheds, including a residence for the watchman and a barn for the horses.

DON'T DEPEND ON MEMORY.

Doubtless many merchants, says an exchange, each lose hundreds of dollars annually through a defective memory. A failure to make a charge at once for goods is often likely to result in loss or an error, and a disputed account is something a good merchant invariably endeavors to avoid.

A merchant may think he can wait upon two or three customers at once, charge their accounts and keep everything straight, but it takes a wonderful head to do it.

If a storekeeper does not have time to go to his desk and charge up the goods sold to each customer, he should have a small memorandum book always at hand, in which to briefly make a note of the things purchased and price paid for them. It is not very much trouble for him to do this, and it will repay him many times the extra labor it imposes on him before the end of the year.

Another bad policy is to forget to deliver goods at specified hour. Often, by trusting to his memory, the merchant or clerk overlooks the matter, and the customer is put to great annoyance and inconvenience because the goods fail to materialize. It taxes the patience of a housekeeper to be compelled to send twice for goods. A merchant or clerk should never promise to do anything at a given time unless he knows very well he can perform it, and when he agrees to perform any office of the character referred to he should not allow it, under any circumstances, to slip from his memory. Therefore, in writing out an order which is to be delivered, make a memorandum of the time of delivering and have the goods at their destination on or before the hour when they are expected.

Careful attention to the details of business like those enumerated above contribute a great deal to the success of the retail storekeeper. A neglect of these is often one of the causes of failure.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.G.

TRY IT.

LEARNING IN PRACTICAL BUSINESS LIFE.

It has long been a point of contention, in various lines of trade and commerce, whether a preparatory course of instruction in the departments of commerce and industry, is not essential or at least advantageous in the conduct of those advocations.

In another form it might be put thus: Would it be an advantage, or is it essential to young men purposing to enter upon a business career, to serve a sort of an old time apprenticeship under a good preceptor as apprenticeships to the trades proper have long been exacted.

As to the advantage of such earlier or preliminary knowledge acquired through actual service in a store there can be no doubt. Without in the least disparaging the ordinary means of acquiring knowledge through the schools it cannot but be conceded that practical information obtained behind a counter as supplementary to regular school training is of the highest possible benefit in after life to those afforded such opportunities of acquiring early knowledge of the practical details of buying and selling, but it is not essential. Some of our best business men have been those who early in life had no desire or intention of embarking in a mercantile career. Circumstances change their earlier designs, and ideas of a pulpit perhaps, or an academic course, and they give way to the stern necessities of going to work at once to earn a living. These we are often accustomed to refer to in their after life as self-made men, although they can hardly be fairly classed as such as distinguished from others who commence their own making still earlier, and without even the advantage of elementary education. In mechanical work too, many have distinguished themselves who were originally destined for other pursuits entirely. But

this is only an illustration of how circumstances alter a man's career and often change his destiny for the better.

On the other hand the circumstances have intervened to change a man's original intentions when obviously it would have been better to have allowed him to carry out his own designs. However that may be, the general advantage of education and special training for life's career is apparent in all avocations, whether professional, commercial, or industrial. There may be such a thing as too much learning, but is not nearly so bad a fault as too little learning, nor is it so prevalent.

So, to sum up, all forms of education are an advantage, and that attained behind the counter, in the store, or on the road selling, or in the counting house or factory, is of an especial, practical and useful character.—Stove and Hardware Reporter.

THE LESSON OF A RECENT COMMERCIAL FAILURE.

The recent suspension of a prominent retail house in this city is ascribed on good authority to the ambition of its proprietor to do a more extensive trade than the means at his command warranted. Having by enterprise and hard work attained success in a moderate way of business, like many other merchants under similar circumstances, it was his ambition to branch out in a bigger establishment on a more prominent thoroughfare, where rents and other expenses of doing business were largely increased, without a corresponding gain in sales. Financial embarrassment—the usual result—followed this step, which it is probable would not have occurred had a more conservative policy been followed. The merchant who has the wisdom to let well enough alone, and to restrict his business to safe limits, not only makes more money than those who possess less discretion, but what is even better, preserves his dignity and peace of

mind. The position of the trader who must give the best part of his time to "shinning around" to provide means to carry on a business too large for his capital, is most unenviable. The attention demanded to the details of even a small business, if success is to be attained therein, will absorb the best energies of its proprietor. When to this is added the anxiety incident to insufficient means, prosperity is next to impossible. There are found now and then merchants of such rare financial skill that they are able to overcome even so great an obstacle to success as lack of capital, but they are the exception rather than the rule. Recent statistics of mercantile failures on this coast show that 40 per cent. of these disasters came not from inexperience in trade, but from insufficient means. The loss to creditors by failures thus caused is by no means the worst feature of this exhibit. In a majority of such instances solvent merchants are obliged to meet the competition of such insolvents, which is often of the most risky character.—Ex.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

POOR PACKING.

In the following communication the attention of the trade is called to the lack of care and taste in the packing of goods, a matter in which our readers are much interested. It goes without saying that the inattention in this respect which characterizes so many goods which are largely sold, is much to the detriment of the manufacturer and the inconvenience of the merchant. Notwithstanding the fact that recently much more care has been taken in the putting up of goods than formerly, many manufacturers having adopted desirable methods which are duly appreciated by the trade, there is still room for much improvement in this direction. The question which is thus opened in the communication which we print below, is one deserving of general discussion:—

"In going through the stock room yesterday, I ran across an invoice of tile teapots stands that attracted my attention, because of the very dilapidated condition of the packages. There was not a box in the lot that was not so badly broken as to be useless, and on examination I found some of the porcelain tiles in pieces. They were packed by the dozen, in boxes made of thin pasteboard that would hardly have furnished protection for paper flowers, and I was struck with wonder that any one should pack breakable goods in this manner.

To a "man up a tree" it seems that there might be a great deal of improvement in the way some shelf hardware is packed. Thin pasteboard boxes may look very well when filled at the factory and packed in cases made to fit accurately a certain number of a specified size, and may reach the jobber in good condition, but after being handled over four or five times by him, repacked in cases with a miscellaneous assortment of goods and suffer the knocking about of another freight haul, it is by a happy chance if they reach the retailer's hands in good order or with any of their first freshness.

It is of importance to the retailer that packages should reach him in good shape. The consumer (whom all, from the manufacturer to the clerk behind the counter, are trying to please) is much more favorably impressed by goods that come from neat looking boxes and that show care in handling than by those carelessly wrapped taken from flimsy or broken packages. A well made box with an attractive label and (when practicable) an inner wrapping of thin paper will do more to convince an ordinary purchaser of the good quality of the goods than the statements of the salesman, especially if he is not familiar with the article.

The "rooster" aforesaid does not contend that the favor of the consumer depends entirely upon the box or that a neat package can sell a poor article, but it is one of the features of the business that may be well considered. Upon the favor of the consumer as voiced by the retailer depends the

patronage of the jobber and the manufacturer's sales. It is poor economy to sacrifice the appearance of the goods to undue reduction of the expense of packing, though margins may be close and the jobbing buyer insistent in his demands for that "extra two and a half."—Iron Age.

NO SUCH THING AS LUCK.

"You young people," said a successful banker, "are fond of talking of luck and chance. As for myself, I do not believe in either.

"Each year that I live I am more impressed with the order and meaning which underlie events—the least as well as the greatest. Under this inexorable law the smallest incident in our lives works for our good, if we try to do right. If you live long enough to look back, and are observing and thoughtful, you will find this to be true.

"There was a certain snow storm, for example, which for twenty years I regarded as the unluckiest accident of my life. This is a true story, remember.

"At the time of this storm I was a young man just beginning my business career as a clerk in the employ of a large firm of cotton brokers," says a writer in the *Jamesbury Advance*.

"A heavy hail storm had broken down the telegraph poles coming into the place, and I was bidden to take a despatch to the nearest city and send it by wire to New York. The success of a large venture which the firm had made depended on it.

"I set out in a sleigh with a stout pair of horses; but the fiercest snow storm I ever knew set in, and before I had made half the distance to my destination the drifts were impassable.

"I was forced to turn back. As I plowed my way through the night and storm, I heard a feeble cry for help, and found buried in the snow by the roadside a woman and her child nearly frozen. The almshouse was near and I managed to reach it with them. The mother died that night, but the child lived and remained in the almshouse.

"I could not send the despatch. In consequence our firm lost a third of its capital, and in the financial embarrassment that followed I was thrown out of employment and went to the West.

"For years, as I said, I regarded that storm as a cruel accident.

"But when I look back at it now I find that the loss of money was but a temporary matter, which affected no human life seriously. The firm recovered from the shock in a year or two. My 'ill luck' forced me to exert myself as I had never done before, and new avenues of success opened before me.

"The boy, who would have died if I had not been driven back by the storm, was a thin, nervous little fellow, full of energy and courage. He pushed his way through school

and college, became a specialist in medicine, and has made scientific discoveries which have benefited the civilized world.

"We grumble against fate whenever our plans are defeated by what we call accident or luck. It is not in a day, perhaps, nor in a year, possibly not in this life, that we shall see the whole meaning of the defeat. But God sees it, and I am sure means the defeat as a part of our education."—Exchange.

No doubt "ill luck" is the poor excuse of many who do not succeed, whereas the proper term should be want of ability. And yet we take it no man would assert that luck or good fortune does not enter largely into business and every day life.

We overheard the captain of a Boston schooner tell a little story the other day to this effect: "I have been sailing up and down Boston harbor for years," said he; "hardly a day have I been far distant from a certain point on which a schooner went ashore yesterday. But on that day I was obliged to sail out to another port, and when I was there a schooner went ashore. A tramp boat came along and helped her off and got \$3,000 salvage. I sailed by ten minutes later. There was ill luck for you."

Can any one gainsay that? A man dies and a clerk steps into the business. Of course he must have ability to carry it on—but another clerk may have just as much ability and work for a man who lives on and on—he has no chance to rise.

Had there been no rebellion, Grant would have died unknown, and so we might go on giving similar cases.

Mind you, we have no sympathy with those who are continually crying about ill luck, nor yet for those that wait, Macawber like, for something to turn up. But we do claim that luck and chance do play a part in the world. Opportunity gives some men the chance—let the men be equal to it. To others it may not come, and they have no opportunity to know whether or not they would be equal to it.—*New England Grocer*.

TULLOCH & CO.,

Manufacturers' Agents
and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

SEND
For our Fifth Edition
HOW TO SELECT,
LAY and PAINT
A TIN ROOF
SENT FREE OF COST.
MERCHANT & CO.,
PHILADELPHIA. CHICAGO.
NEW YORK. KANSAS CITY.

Established 1864.

CLARKSON & CROSS,
CHARTERED ACCOUNTANTS
NO. 26 WELLINGTON ST. EAST,
E.R.C. Clarkson, F.C.A.
W. H. Cross, F.C.A.
N. J. Phillips.
Edward Still.
TORONTO, ONT.

Do You Sell Paint ?
If you do, you should have in stock,
CARMINETTE.
A color renowned
THE WORLD OVER.

Only agents for this country,
WALTER H. COTTINGHAM & CO,
56 St. Peter St. MONTREAL,

Patent Automatic Knife
Nothing better made.



Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.
Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,
Manufacturers' Agent,
74 York St., Toronto.
—REPRESENTING—
Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.
Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.
68 Esplanade St. West, Toronto.

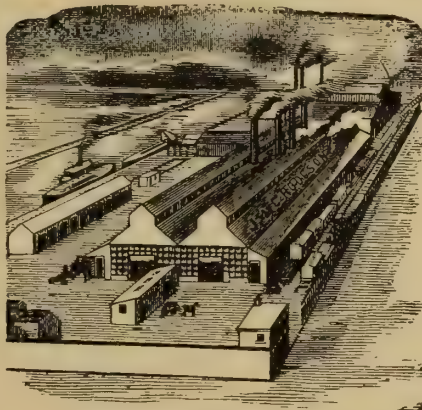


Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,
MONTREAL.
MANUFACTURERS



WROT IRON PIPE

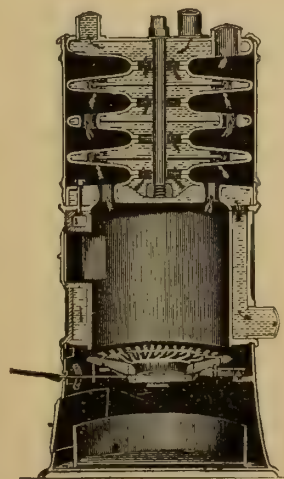
FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in. inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE : **H. D. SIMMONS,**
Our name is stamped on every pipe. 74 York St., Toronto.



-THE-
"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



STEEL WIRE CHAIN.
BROWN'S PATENT.



Cut showing full size of No. 0.

Strongest, Cheapest and Best Chain in the Market. Made of hard drawn steel wire. Actual tests show three times the strength of ordinary welded chain.

We are now making six sizes, viz., 0000, 000, 00, 0, 1 and 2. Send for samples and prices

B. GREENING WIRE CO. Ltd., Hamilton, Ont.

ACCURACY IN THE EXECUTION OF ORDERS.

If it is a common occurrence for mistakes to be made by a certain "house," try to deal with another which is free from this defect. Consider the waste of time involved in checking and rectifying these errors. Besides, how often it happens that stock is ill-assorted from such mistake! Pattern 527, $\frac{3}{4}$ inch, is ordered; pattern 827, $\frac{3}{4}$ inch, comes in. What is not wanted comes; what is wanted has still to be waited for. All this time the ironmonger risks losing custom.

Here I would draw attention to an opinion I hold which, I dare say, will not meet with general acceptance. It is in reference to the practice of "beating down" a manufacturer in his quotations. This is considered by some to be a wise and profitable course. I think it is neither the one nor the other. In negotiating the sale or purchase of a house, or a horse, or any similar property which is of uncertain value, and where there is little likelihood of a repetition of the transaction, it may be a useful means of purchasing cheaply; but where there are likely to be a series of transactions I deem it to be a great mistake. The person quoting may abate his price the first time. Every subsequent quotation will be prepared to permit of abatement. Where, then, is the gain? Consider an alternative. Ask for a quotation, let the person quoting be allowed to understand that others have quoted as well, that the order will be given to the most favorable, and that no amendment of quotation will be permitted. What will he do under such circumstances? If he wants the order he will name the lowest price he can. If he is permitted to amend his quotation he will not do so. In the latter case he will reason thus, "I will quote 20s. If that is too high I can easily come down." The bargaining proceeds, and probably is concluded at a higher rate than if the negotiation had been conducted on the other method.

There are other less important considerations, such as the advantage of dealing with a manufacturer who does not also deal with the rival competitor a little further up the street, the courtesy and consideration (or the want of it) shown by a manufacturer, and many other small matters, which deserve attention. Yet it is possible to make the mistake of thinking too much of the smaller points to the exclusion of the more important.

The manufacturers being decided upon, it is necessary to make a selection of the articles to be put into stock. No one should buy any article for stock without first ascertaining what price other manufacturers sell the same article for. Having decided that X. Y. Z. & Co. offer the best fish-kettles for a given price, this information should be duly registered in the price-book. Perhaps it may be convenient here to describe a price-book,

what it should contain, and how it should be compiled. There are price-lists and price-lists. I do not think a price-list should be relied upon very much for furnishing the retail prices at the time of serving a customer; it is infinitely better for the articles to have the selling prices attached to them. But a price-list should be more especially for use in buying, and this purpose should be kept well in view during its compilation. Every "line" of goods should have a page or more allotted to it. The stock patterns and the various stock sizes of each pattern should be duly registered here, together with the makers' pattern number, list price, discount, rate of delivery, etc. All the figures should be in the private mark. The retail price in plain figures may be added. I find it convenient to use black-lead pencil marks for net and retail prices likely to change, but the more permanent list prices should be written in ink. There should be plenty of space for the addition of information which may be subsequently acquired. A price-list is of little use unless kept posted up to date. The way to effect this is to record every fresh item of information gathered. For example, suppose I receive to-day a quotation more favourable than I have hitherto had, I record it at once under its proper heading. The next time I am buying these goods I consult my price-list, and there I find exact particulars right up to date. The same system suits also the registration of patterns. Suppose I am offered by A. B. C. & Co. a pattern lock which is superior to the one I am buying from D. E. F. & Co. at the same price. My stock is full. When I want to buy, the incident, or the number, or some other necessary particular will be forgotten unless I record it. I therefore enter this in my price-list, and thus am able to keep my stock well up to date in value. An easy way of compiling a price-list is to regard it as a ledger; I mean adopt a ledger as a model. The headings, instead of being persons' names, will be the names of articles; the matter instead of being so many debits and credits, will be information respecting goods, which will be posted in from time to time in the same way as a ledger is posted. To begin a price-list, it is necessary to procure a suitable book. One about 12 inches by 12 inches is a convenient size; the paper should be good, have lines ruled horizontally and vertically, and it should be very strongly bound. I would then go through it and allot the space required for the various goods. This may be done in pencil at first, to permit of easy alteration should it be desirable. Then I should write in the pattern numbers, sizes, prices, and other particulars of the goods, and as new information superseded the old so alteration should be made. A further use is to have the particulars of such articles or sizes as are not kept in stock ready, so as to be able to quote at once when called upon. (Of course this only applies to such articles as are likely to be inquired for.) Under

these entries might be mentioned the time usually required for the execution of such orders, and any other useful memoranda such as experience may suggest as being likely to be of service to apprentices or assistants not yet fully experienced.

The price-list also forms a convenient place for the registration of measurements, &c., for stock goods made in the workshop, for the recording of instructions to workmen and others to enable them to take measurements and orders correctly. To give examples to explain my meaning:—There should be a plan of a fireplace drawn, and on it should be indicated the parts to be measured to secure a properly-fitted fender or kerb. The same applies to chandeliers; there should be a record giving the height from the ground that a chandelier should hang, the greater height required for a hall-lantern, &c. It should be stated also how many inches of a cornice-pole should overhang the architrave of a window, and a lot of other directions of this kind. Information of this sort prevents many mistakes, and obviates the necessity of the principal "seeing to everything." Other useful information, such as the weight of bar iron per foot; the number of sheets of corrugated iron to the cwt., and similar trade memoranda, can conveniently be registered in the price-list.

It is also well to enter in the price-list such rules and regulations as it may be desirable to enforce. If these rules and regulations are unrecorded they frequently cause annoyance to all concerned. The staff is continually changing its members. The old hands who know and obey the rules leave one by one; the new ones who take their places are, perhaps, not informed properly as to their employer's wishes. Very likely they do not hear of a regulation until it has been violated. The employer is vexed and shows it; the assistant feels badly served at being censured for breaking a rule of whose existence he was, until then unaware.—Manager in Ironmonger.

The 268th annual cutlers' feast took place at Sheffield, Eng., on the 3rd September. The event was celebrated with more than ordinary magnificence. It was a great day in Sheffield. The bells of the parish church rang merry peals and the members of the cutlers' company assembled at 11 o'clock, and after luncheon marched in procession to the town hall, where the ceremony of installing the master cutler and officers was witnessed by a large crowd, including many ladies. The banquet in the evening was a grand affair. The tables glittered with silver trophies, the products of Sheffield artisans, and flowers were never seen so abundantly at a banquet in Sheffield. The guests included the Duke of Norfolk, the Earl Coddington, Sir Edward Watkin, Lord Edmond, the Sheriff of London, Sir Henry Watson and many other distinguished English gentlemen. W. H. Thorne of this city was also among the guests.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enamelled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£91 10s. od.	£94 10s. od.
Future—	92 00s. od.	91 10s. od.
Copper, B.E.S.—	56 10s. od.	57 to 60.
Lead, S.E.	12 7s. 6d.	12 7s. 6d.
Spelter,	23 15s. od.	23 15s. od.
Antimony,	48 00s. od.	44 00s. od.
Tin Plates—Cokes	13s. 3d.	13s. 3d.
Pig Iron—Scotch	47s. 6d.	47s. od.
Warrants.		
No. 3 Middlesboro',	40s. 9d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL, Sept. 25, 1891.

The iron market does not show any marked improvement, and the present week has been if anything duller than the two preceding ones. In fact, importers and dealers generally are at a loss to understand the dilatoriousness of buyers who will only operate in a hand to mouth way. What is said of iron applies fully to other lines of a similar kind.

PIG IRON.

It has been a week utterly without feature, the tendency noted last week toward higher values on low grade pig being the only notable thing, and as to actual business there has been none of it, and matters are as flat as a flounder, and nothing has transpired to make a price one way or the other, and our values are nominal more or less at 18.50 to 19 for low grades, and \$21 to 21.50 for higher grades.

TIN PLATES.

The movement in tin plates has subsided and there is no business to note.

Cokes rule at \$3 65 and charcoal at \$4.25.

TERNE PLATES

Business has been practically nil during the week, while prices are unchanged. Lower grades rule at \$7.75 and superior grades \$8.25.

CANADA PLATES.

The scarcity of Canada plate continued until within a few days ago, but now some fresh supplies are to hand ex Mongolian, and the market resumes its easy tone. Therefore we quote \$2.70 to \$2.75.

COPPER, LEAD, ETC.

Copper is unchanged with nothing doing at \$5.50 to \$6. Lead rules steady at \$3.50 to \$3.75, and tin moves in a very small way at 22 to 23c.

RUSSIAN AND ZINC SHEETS.

The firmer tendency in both these articles is maintained, but nothing is doing. Russian sheets rule at 10½ to 11c. and zinc \$6.25 to \$6.50.

BAR IRON.

This line is a blank as far as business is concerned for the present week, and the nominal figure \$2 may be reported.

NAILS.

Makers report no particular change in business, which rules dull, and prices remain \$2.15 to \$2.20, etc.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

CHEMICALS

There is nothing new to say regarding the chemical market, while business is of the merest hand to mouth kind. Prices generally are unchanged.

OILS.

There is no activity or business to note in oils and prices remain practically the same. Cod oil is firm, linseed steady and seal oil without particular feature.

LEADS.

Leads are quiet and unchanged, viz.: Choice 6 to 6½c., No. 1 \$5.50, No. 2 \$5, No. 3 \$4.50, dry white 6c., red ditto 4½c.

GLASS.

This article furnishes some business in an odd way, while prices are steady at \$1.40 to \$1.50.

NAVAL STORES.

There is a fair business doing in naval stores. Manilla rope is selling below quotations, but prices are expected to stiffen. Turpentine is moving freely, while stocks are moderate and values unchanged. We quote—Turpentine, 57 to 58c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25;

cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT, ETC.

The cement market is without improvement with demand slow and stocks heavy. In addition late advices indicate a very weak feeling on the part of makers. Belgian is offering 5c. lower at \$2.15 to \$2.30, but there is no change for London brands which are quoted nominal at \$2.25 to \$2.45. Firebricks are in good demand in fair sized lots at \$17.50 to \$23 per 1,000.

PETROLEUM.

Dealers in refined oil report a brisk business. We quote:—Canadian, 12¼ to 12½c. at Petrolea, 14 to 14¼c. in car lots at Montreal and 15c. for single casks. American, 20¾c. in car lots, 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots, 22c. for single brls. 2 per cent. off for cash; American benzine, 23 to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Sept. 25, 1891.

Trade this week shows rather a reaction from than a continuance of the mild pitch of activity that it reached during the last week of the Exhibition. There is a backwardness about the season, and will be so long as the farmers keep the brake on the wheels of trade that holding on to their grain causes. The metal market shows disappointing development. All the conditions for a good business, except alone actual buying and selling, appear to exist. The general hardware trade feels no special impulse from the season. There is some movement in culinary ware, but the warm weather makes it a slow one.

IRON AND STEEL.—The increase in railway freights in the United States and the prospective increase in ocean freights fail to stimulate appreciably the trade in pig iron. The sales yet made are small and comparatively few. The bulk of the business done is in United States iron, but owing to the large number of orders for it that were booked in spring there is a considerable proportion of the demand rated in advance.

MARKETS—Continued.

This checks present business on the part of representatives of British, United States or Canadian furnaces. There is little or no No. 2 Siemens offering.

BRITISH—

No. 1 Calder \$23. No. 1 Middlesboro \$20.75
No. 3 Calder \$22. No. 3 Middlesboro \$20.25
No. 1 Sum'rlee \$23. Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50—\$21.50.
Scotch \$22.50—\$23.50.
Rockwood \$21—\$21.50,
Gloss \$22—\$23.
Woodward \$22—\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

Bar and manufactured iron and steel are coming forward more rapidly this week, as machinery shops are beginning to get down to their fall work. The prices are steady at \$2.05 for ordering bar and \$2.50 for refined.

COPPER—Prices have advanced $\frac{1}{4}$ to $\frac{1}{2}$ c. higher in sympathy with London and New York markets. The demand is of wider scope as well. Sheets are $18\frac{1}{4}$ to $20\frac{1}{4}$ c., ingots are $14\frac{3}{4}$ to $15\frac{1}{4}$ c.

TIN—The ingot market is steady. Carloads in the United States market are a shade easier. There is not likely to be much, if any, fluctuation this fall. Prices are 23 to 24c. for 56 lb. ingots, 23 to $23\frac{1}{2}$ c. for Straits 100 lb. ingots, and $24\frac{1}{2}$ to 25c. for strips.

LEAD—A steady demand subsists for lead. Prices are no higher, but they are of firmer tone. Pig is firm at 3 to 4c., and bars at $4\frac{3}{4}$ to 5c.

ZINC AND SPELTER—Are firmer in sympathy with cable reports from Belgium. There is now a very active demand for sheet zinc, as there always is at this time of year. Sheets are $6\frac{3}{4}$ to 7c. Spelter is $5\frac{1}{4}$ c. for domestic, and 6c. for imported.

ANTIMONY—Is £1 higher in England. The prices here are stationary at last week's quotations, i.e., at $14\frac{1}{2}$ to 15c. for Cookson's, and $13\frac{1}{2}$ to 14c. for other grades. There is a very limited sale for it here.

TIN PLATES—Out sizes continue scarce. English manufacturers are still busy and unable to give prompt deliveries. This condition sustains prices. They are: 1 C coke, \$4 to \$4.25; 1 C charcoal, \$4.50 to \$4.75; 1 X charcoal, \$5.50 to \$5.75; 1 X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES—Still feel the adverse influence of the Customs Department's decision to impose a duty. This step has plainly checked trade to a degree. Prices are \$8.25 to \$8.50.

CANADA PLATES—Are in fairly active request. But for the very warm weather there would be much more business doing, but in so hot a spell tanners do not actively prosecute the business of stove pipe making, which is always stimulated by cool weather. Prices are \$2.95 to \$3.

GALVANIZED SHEET IRON—Is in moderate demand. The high price of spelter has prevented English manufacturers from making concessions.

BUILDERS' HARDWARE—The demand increases very slowly and almost imperceptibly. Trade manifestly waits on brisker times in the markets for the crops.

CUT NAILS—Vary in no particular. The demand is continuous and quite strong, while the price is steady at \$2.30 out of stock and \$2.20 in car lots from Montreal.

HORSE SHOES—Call for no special comment. They are selling at \$3.50.

HORSE NAILS—Are featureless at 60 and 10 off the list.

CORDAGE—There is little that is noteworthy in this week's trade. Manilla is steady at a basis of $12\frac{1}{4}$ to $12\frac{1}{2}$ c. New Zealand and sisal at a basis of $8\frac{1}{4}$ to $8\frac{1}{2}$ c.

WIRE—Is in seasonable demand at $12\frac{1}{2}$ per cent. from list, with 10c. additional for freight.

PAINTS, OILS AND COLORS.

Trade is rather flat since the close of the Exhibition, and the travellers have got on the road again. The business of the month, so far, is below that of last September. Prices show no change or observable tendency one way or the other. Linseed oil is in limited sale at 60 to 61c. for raw, and 63 to 64c. for boiled. The greater proportion of the trade in it is now kept up by Canadian supplies, the prices of the latter still ruling low to withstand importation from the United States, which has been at a standstill since the present basis was reached. Firmness in English prices, on the other hand, tends to keep importation from that quarter also low. White lead is quiet, and somewhat weak at $5\frac{1}{2}$ c. Turpentine has eased $\frac{3}{4}$ c. in the South, but the price here remains 55 to 56c.

PETROLEUM.

The prices do not vary for refined, though trade improves. Local business has been very active this week.

The Petrolia Advertiser reports: Petrolia crude \$1.35 per bbl., Oil Springs crude \$1.35 per bbl. So far as the business in refined oil is concerned this week, it shows a much stronger feeling in the way of business done, although prices have not advanced any. In

fact, Refined oil can be purchased for 9c. in bulk. Now there cannot be any money in selling refined oil at that price, but the fact still remains. Of course a number of new wells are being finished every day, both here, in Moor township and Oil Springs. When we hear of parties bonding or purchasing land and contracting for from two to three wells to as high as twenty, one can readily make up his mind that crude oil is not liable to go up into the fifties, where it would have been long before this if the drill had not been so persistently worked. It's the producers own funeral, and of course they must abide by the consequences. No doubt there is one great point that is being thoroughly demonstrated to the outside public, and to those members of parliament who are so desirous of taking the duty off American refined oil coming into Canada, and that is we have thousands of acres of valuable oil lands all through the various townships surrounding us which are and will be gradually developed. Such being the case we cannot suffer from any depletion in the raw material so that our refiners here can supply this great Dominion of ours with the very best of illuminating oil, without asking any aid from our American friends. The Standard Oil Co. would indeed very much like to make a slaughter market of this country for their accumulated stocks of Ohio crude, but we hope and trust that "the powers that be" in their wisdom will see that we are perfectly able to take care of ourselves."

GLASS.

No new stock as yet arrived, but stocks are in a condition ready to make use of supplies as soon as they can be brought for ward. Prices are steady at quotations in Prices Current. The want of several sizes in rather common request is felt as a serious drawback to business.

OLD MATERIAL.

The market grows worse instead of better. Trade is as dull as it well can be without coming to a standstill. The demand of the foundries is still a very inconsiderable element. Prices have not varied from the quotations which were given a week ago. We quote:—No. 1. heavy scrap, 65 to $67\frac{1}{2}$ c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap $62\frac{1}{2}$ to $67\frac{1}{2}$ c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, $9\frac{1}{2}$ to $10\frac{1}{2}$ c.; heavy scrap copper $10\frac{1}{2}$ to $10\frac{3}{4}$ c.; old copper bottoms, $8\frac{1}{2}$ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass $8\frac{1}{2}$ to 9c.; scrap lead $2\frac{1}{2}$ to $2\frac{3}{4}$ c.; scrap zinc, 2 to $2\frac{1}{2}$ c.; scrap rubber, $2\frac{1}{4}$ to $2\frac{1}{2}$ c.; country mixed rags, 85c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

CHEAP STOVES.



We have the largest variety in Canada.

We have seven new lines this season,

Our stoves have been favorably known for 40 years.

Our customers may rely on every advantage in prices.

A new nestable pipe—25 in crate—cheap.

57 varieties of Furnaces.

We can supply repairs for Crown Jewel Base Burner.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

MARKETS—Continued.

HIDES, ETC.

HIDES—There is no change. No. 1 green are 5c. for hides of less than 60 lbs. weight, and 5½c. for hides of not less than that weight. Cured sell at 6c., a car having been shipped at that price on Monday.

SHEEPSKINS—Are plentiful at 65c. Calfskins are quiet at 5c. for No. 2, and 7c. for No. 1.

WOOL—Are not more eager than they have been for the past several weeks to take quantities at 19c., but supplies keep on arriving.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Sept. 24, 1891.

In the various branches of the market for finished iron and steel, business seems to be on very much the same lines that operations have been conducted since the beginning of the month. Orders for heavy productions, such as rails, structural material, etc., come in rather slowly, as yet, while the demand for various smaller productions of mills and foundries continues to be very fair. The latter movement serves to keep the market from relapsing into a condition of weakness, but it is evident that the lack of customary orders for the heavy productions is still a drawback, not only in the manufactured goods trade, but improvement in the market for crude material. However, manufacturers do not abandon hope of a turn for the better ere long, and it is only in remote instances that buyers secure any special favors in the way of modified prices.

Sales of foundry pig iron in this market are still confined chiefly to moderate-sized

parcels, but the aggregate movement is well up to the late average, and sufficient to enable sellers to keep prices steady. Mill grades are also holding their own fairly well, chiefly under the influence of orders from other than Eastern points placed direct with producers. The range of prices on Northern brands is \$17 to \$18 for No. 1 foundry, \$16 to \$16.50 for No. 2 and \$14.75 to \$15.00 for grey forge, tidewater delivery. Best Southern brands remain at \$17.25 for No. 1, \$16.25 for No. 2, and \$14.25 to \$14.75 for No. 3. Bessemer pig sells at \$15 to \$16 at furnace, according to location. Spiegeleisen is quiet at about \$27.50 to \$28.50 for 20 per cent. and ferro manganese, 80 per cent. at \$64.50. Old material is in moderate demand and steady at \$20.50 to \$21.00 for iron tee rails, \$16.50 for steel rails and \$20 for No. 1 wrought scrap iron all f. o. b. cars at shipping point.

STEEL RAILS—Orders for steel rails come in slowly and are invariably small, but manufacturers hold their prices firmly at \$30 f. o. b. mill and \$30.75 for tidewater delivery. Billets, slabs and rods move fairly at about former prices.

An obscure publication alleged to be devoted to the metal trade, came out on Saturday with a sarcastic allusion to the accuracy of reports on copper recently published in reliable journals, and also contained the misleading statement that 12¼ to 12¾c. were the highest price for Lake Superior ingot. Inquiry in reliable quarters reveals the fact that, while speculators who rarely handle the metal made rather low offers of small lots last week, there were actual transactions, as noted in this column, at 12¾c. The quantity placed was fully 300,000 lbs., and there have since been transactions involving a much larger quantity for delivery during the balance of the year at 12½c., particulars of which will doubtless be forthcoming ere long. On the Metal Exchange a transaction involving 25,000 lbs. at 12.35c. was recorded, but this "contract" trade, as may be judged from the facts above stated, was no criterion to the market value of the actual metal. Dealings in the cheaper varieties of copper have been moderate, but sellers' prices are firmly held at 12c. for Arizona ingot and 11½ to 11¾c. for ordinary casting brands. London prices for merchant bars are a shade lower, the latest cables quoting £52 5s. for prompt and £53 for future delivery.

TIN—Pig tin prices in the London market have declined slightly since Friday, and the reported transactions there have been

on a small scale. In the local market speculation is tame, but, with fairly large consumptive movement and good control of the large stock on hand, holders maintain prices remarkably well. Ten-ton lots stand at 20.05 to 20.10c. net cash, for delivery this month and next, and jobbing parcels bring 20¼ to 20¾c. regular. Last London cables were £91 5s for prompt and £91 15s for future delivery.

LEAD—The pig lead market has remained very firm. No remarkably heavy transactions are to go on record, but several parcels of 50 to 100 tons have been placed at 4 52½c. which price was subsequently bid for single carloads. October and November delivery. The demand is holding out very fair, although purchases by consumers since the beginning of the month involve a total of several thousand tons.

SPELTER—Of spelter fairly large sales have been made during the past few days at 5.02 to 5.05c. for Western brands, and there is still a very good demand for both prompt and near future deliveries. At the close 5.10c. was asked for best brands.

TIN PLATE—Tin plate has had very limited sale the past few days, and the market is entirely devoid of new feature.

MODIFICATIONS IN STEEL MAKING.

The employment of steel produced in Siemens-Martin furnaces is at present very extensive, particularly for shipbuilding and engineering purposes. The "mixture" at present most largely employed in the Siemens-Martin furnace is pig iron together with a certain quantity of "scrap" iron or steel. It is stated that the supply of this latter ingredient is smaller than is necessary to meet the rapid development of production, and that in a comparatively short time it will become difficult to obtain "scrap" of the necessary quality at a moderate cost. Several French metallurgists have therefore been lately experimenting in practice with the "ore process," in which ironstone is substituted for scrap along with the pig iron in the furnace. The result of these experiments is to prove that important advances in the efficiency of Siemens-Martin steel can be obtained with such a charge, when melted in a furnace with a neutral



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.
(New Catalogue now ready.)

lining. The steel thus produced is said to possess important advantages over the metal obtained from a basic lining. This improvement is due to the incorporation of the steel with the chromium in the lining, which it absorbs to the extent of 10 to 15 per cent. The steel thus produced possesses a much higher degree of elasticity than other forms of the metal with a corresponding content of carbon, and can be submitted successfully to much severer tests. It is asserted in France that the result of the experiments will be to open up new fields of employment to steel for which it has hitherto not been considered sufficiently trustworthy.—Mechanical World.

SELF-IMPROVEMENT.

Too many young mechanics are too fond of literature that will never help them in their occupation, and too prone to dislike the very papers and books which will help them to fit themselves for the better paid positions. It is probably natural that the young man should like to read of the imagined woes and joys of the aristocratic impossibles who serve as heroes and heroines of the slush novels of the day, but it is a bad habit in every way to devote all his spare money to buying and all his spare time to reading the rot and drivel that fill these novels. The young man who feels a strong instinctive dislike for mechanical drawing, for mathematical formulas, and for the rudiments of mechanical education may be sure that he is not "in it" at all, so far as ever becoming a successful mechanic is concerned. If he hates arithmetic, algebra, trigonometry and other cognate studies, he should make no attempt to become a mechanic.

Why? Simply because he will never be a good and successful mechanic. The mechanic is a man whose work depends mainly upon form and outline, and accuracy is the one thing above all others that is necessary to him. A great part of his work will consist of drawing. Every step in calculating horse-power, strength of material and cost of plant will call for a knowledge of the very things that are so generally distasteful to the "average" boy,—whatever such a boy may be.

Edison unable to read might still be a very remarkable man, but he would not be the Edison of the age and race to-day. Many a man, now hammering away in the lower ranks of mechanics, might be on a par with Edison had he "learned his books" when he was young.

Books are practical, not theoretical, as ignorant persons say. It is wonderful to see the effect of a scientific or mechanical book on a boy whose tastes and talents lie in line with the contents of the book. One of my school-mates, who was considered "dull" in ordinary books, had the "knack of making

things." Wheels, whistles, toys, small machines, anything makable by a boy with scanty tools, could be made by him. At the age of twelve years he got hold of a book that explained casting and other mechanical work. To read it and understand it, he had to push his mathematical studies, and he did push them in a way that astonished his teachers and disgusted his 'bright' fellow-students. The "dull fellow" was no more. A book had touched him in the proper spot. He was awake, aroused, enthusiastic, progressive. He was soon able to read everything in his highly prized mechanical book, and one day he astonished the "bright" students by displaying to them some of the things he had made. One was an apple peeler and corer that worked successfully. Another was a turbine water-wheel that was a success. Another was a complete little locomotive and tender, that carried its own track and laid it down as fast as it needed it, and took it up behind as fast as it was used, and that puffed and whistled quite as grandiloquently as the great locomotives on the near-by railroad.

That book was the key to a new world to that boy. It opened the door, and he stepped in. It told him how to work, and he worked. Every idea it gave him suggested to him a score of other ideas. He was at home in the new world. He seemed all at once to have left the rest of us behind forever. To-day he rests on his oars, the possessor of a fortune that is in reality based upon that one old dog-eared book, which he still owns and which still occupies the post of honor in his fine library.

Mr. Young Mechanic, now is the time to take a new start. If you feel "tough," don't give up to the inclination to seek evil company. Go to the nearest library. Bury yourself in books. They are your tools, your friends, your benefactors.—Iron Industry Gazette.

IRON AND STEEL FOR TIN PLATE.

In arguing against the plan to establish the manufacture of tin plate in this country, the opposers of American industry make some woeful mistakes. The Philadelphia Record, which occupies a prominent place among American journals, and has been regarded as an able exponent of free trade, in a recent issue made an assertion which would be laughable, did it not show such a deplorable ignorance of facts. That paper, in its issue of August 27th, stated that "up to the present time there has been found no American iron or steel suitable for making tin plate." Such an assertion hardly needs a denial. It is a well known fact that for years past the majority of the sheet mills in this country have been turning out just such iron. We do not refer to the common grades of material for stove pipe uses, but the finer qualities of sheet iron. Pittsburg alone has a large number of mills

that for years past have been turning out iron and steel suitable for tin plate making. The journal quoted is surely aware of the fact that a large amount of black plate for manufacture into stamp goods is being produced in American mills. These plates after being shaped are tinned, and under the law count as tin plate.

Our contemporary in continuing the argument states that "to establish a genuine tin plate mill in this country would be a task involving a year's time in the construction of buildings, furnaces and machinery, and an expenditure of from \$150,000 to \$200,000." In the main this is correct, and furnishes the reason why Congress has allowed six years in which to plant the industry in this country. Of course there are sheet mills to which tin plate plants are being added, and some of which are already producing tin plate. But the record refers to tin plate mills of larger capacity, and then declares that "the dealers in tin plate are ignorant of the existence of any such a plant in this country, nor has the construction of it here been seriously proposed." Surely the dealers in tin plate have heard of the Niedringhaus establishment in St. Louis, where works already in course of erection will have a capacity of 600 boxes per day. Somers Bros., of Brooklyn, and Norton Bros., of Chicago, are also building large works. By the close of the present month the Lewis Sheet and tin plate company, of Joliet, Ill., will in all probability be making 1500 boxes per week. Such projects as these show that tin plate mill building in the United States has begun in earnest. Inquiries as to the cost of tin plate plants are being made by manufacturers who invest money to make money, and not for "political effect," as our Philadelphia contemporary would have the country believe.—American Manufacturer.

A customer secured is a promise of greater salary in time.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

You can lose more than we do by not subscribing for this paper.

METHOD FOR BRAZING BRASS TO COPPER.

The following is given by an exchange as a good formula for brazing brass to copper : The solder which unites the two metals must be soft brass, which will melt much easier than the brass which is to be joined to the copper, otherwise the work would melt at the same time as the solder. The edges of the work must be carefully cleaned, and then the parts brought together in their proper place and secured with iron wire. The flux to be used is borax, rubbed up in water until it is like a thick cream. The solder, which may be in the form of beads, strips, or wire, is next distributed along the joint. The amount of heat and the method of applying it depend entirely upon the size of the work to be done. If the work is small the blow pipe is far the most convenient and safest, because if the heat is too great there is danger that the brass part of the work will be melted. The heat is to be applied until the solder melts. As soon as the solder melts or "flushes," the work should be struck, so as to jar it just enough to make the solder flow into the joint. To find out whether the solder is soft enough for the work, a piece may be laid upon a bit of brass of the same kind as that of which the work is made, and put it in the fire. If the solder melts considerably sooner than the brass it will be safe to use it for the work. If, on the other hand, they both melt about the same

time a softer solder will be needed. The solder can be obtained at any of the stores where small tools for machinists and metal workers are kept. Spelter solder may also be used for the purpose.

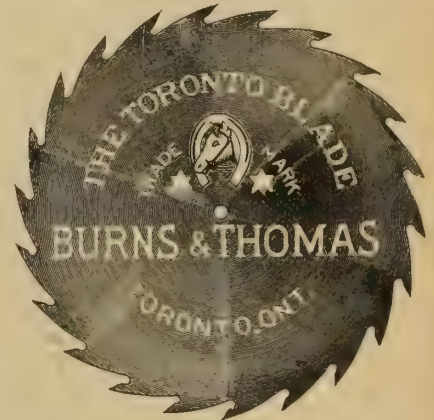
THE EVILS OF ENDORSING.

When we read in a morning paper the other day, says a trade contemporary, that a man who was formerly a wealthy citizen of a prominent city in Indiana was taken to the poor-house in a state of great destitution, as a direct result of going on the bonds of his friends, we came to the conclusion that it was not good policy to endorse bonds. The friends proved false and irresponsible and he was compelled to pay their obligations, and the result was that he was stripped of his fortune and was left in his old age a burden upon the town in which he had long resided.

Now this is but one instance of thousands daily occurring in this country. It is one of the most difficult things in the world for a man to say no to a friend, particularly a political friend, who, in assuming the duties of some responsible office to which he has been elected, is required to give bonds for his integrity and good behavior while in office. It is hard to refuse a friend who is in a pinch for a little ready money when one can accommodate him in such a simple way as by writing one's name across the back of a small piece of paper. Men do this thoughtlessly, often impulsively, and so make themselves responsible for large amounts, for which they do not receive the slightest consideration. Hundreds of merchants have been ruined by endorsing notes and bonds, or becoming security in some way for other people. One who indorses a note or bond

never knows exactly how he is coming out. He has nothing to depend on but the promises of the integrity of the party whom he accommodates ; and in the majority of cases where bonds are forfeited and the bondsmen are called upon to make up the deficiency or loss, the unfortunate endorser is treated with the greatest ingratitude by the party whom he has accommodated.

Our advice to merchants is, do not endorse. Do not put your name as security on any note or bond without some security to protect you in case the party giving the bond should fail to meet his requirements. Do not ask other people to go on your bond if by any possible way you can avoid it. Avoid borrowing money wherever it is possible, though it may submit you to some inconvenience and require you to practice close economy.



Write for Prices or Telephone 5120.

SAWS CIRCULAR, Shingle, Re sawing Drag, Gang, Cross-cut, etc.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH	HARDWARE	AMERICAN
CONTINENTAL		CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

Now is the time to purchase your supply of the following. Our stock is complete and prices right.

Lightning Ice Cream Freezers ; Dish Covers, Round and Oval, Blued and Tinned, Granite or Agate ; Enamelled and Brass Preserving Kettles ; Cherry Stoners, Apple and Peach Parers ; Fruit Presses ; Ice Picks and Tongs ; also good stock of "Never Break" Kettles ; Sauce and Fry Pans.

WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.

THE FARMER VS. THE MERCHANT.

The Brandon Mail says that R. E. A. Leech, near that place, has cut 600 acres of No. 1 hard wheat. This the Mail says will give him about 30 bushels to the acre or 18,000 bushels, worth 75 cents a bushel, or \$13,000 for the crop, which ought to net him \$8,000 over all expenses, and adds: "Show us the mercantile man who is making as much money out of the same capital invested." If the Mail's calculation as to profit is correct, we can say that there are few business men in Manitoba who would not swap their year's profit with the Brandon farmer, and then come out away head. Very few business men, take the province over, will be able to show anything like such a return for their year's work, even including those whose investments are much larger than the farmer. Yet we have farmers deserting their farms to embark in hazardous business enterprises—and, we may add, the majority of them fail in a short time. All lines of ordinary store business are overcrowded all over Manitoba. There is scarcely a town or village in the country which is not overdone. The number of mercantile institutions of one kind and another in Manitoba, is out of all proportion to the total population. Under these conditions, the farmer who starts a store has small prospects of success. Even trained and competent business men are frequently forced to the wall, owing to the great prevalence of credit business, which leads to numerous losses, and to the locking up of their capital in book accounts, which latter, in the case of an emergency, would not as a rule be valued at over ten cents on the dollar.

Those who leave their farms to enter into business, are generally persons who have accumulated a little capital from the farm. They must have at least some capital to go into business even on a small scale. The possession of this capital, would indicate that they have been successful to some extent on the farm, and that is where they should remain in probably nearly ninety-nine cases out of a hundred. The opinion, however, is prevalent among farmers, that business men are making lots of money, and making it easily. They think how much easier it would be to dress in a nice tweed suit and look after a store, than follow a plow, in a pair of top boots and a rough suit. But though the man of business may appear to take life easily, such appearance is usually very deceptive. We are certain that the trials and cares of the average business man, are harder than those which the farmer has to bear. A few business men may be in a position which enables them to take life easily, just the same as some farmers are able to do, but to the great majority, carrying on business is anything but pleasant recreation for them. We believe that the position of the intelligent farmer, in this country, is, or should be a

more desirable one than that which the average business man fills, and his chances of success are far more certain. The same intelligence which would be necessary to give any reasonable prospect of success in store trade, should be certain of success on the farm. The farmer is independent, and can manage his farm to suit himself. His neighbors success or failure will not affect him. In business it is different. A few failures in a town will injure other merchants. Storekeepers have been forced into failure themselves, through the demoralization of business by the failure of others around them. The farmer has nothing to fear from the failure of others, nothing to fear from the ruination of his business by the cutting of prices by reckless and incompetent competitors, neither will he be obliged to part with his substance on credit because all his neighbors do it. He is commercially independent of his neighbors, whereas the business man is ever in danger of being swamped by the actions of others, over which he can have no control, though he must suffer thereby.—Winnipeg Commercial.

MAKING FILES STRAIGHT.

It is well known that files are not usually drawn after being hardened, and that the hardening frequently springs them out of line. But notwithstanding that the files are made as hard as they can be by heat and cold water, they are readily straightened after being hardened. The operation is performed at once, as soon as the files have been dipped. The files are taken from the bath of melted lead and chilled while red hot in a tank of running water. This immersion for the instant hardens only the surfaces, while the interior is soft and pliant with heat. At this time the file may be straightened by bending over and under bars. By similar means crooks in steel arbors, reamers, and other long tools may be removed even after they have been hardened and tempered. A cast steel saw arbor had received an offset or crook in the journal at one end just inside the shoulder. The crook was at the worst end, that next the saw, and, although scarcely perceptible to the eye when the arbor was turned on its centres, it was sufficient when the arbor was in the boxes to throw the periphery of a 2-foot saw considerably out. The arbor at the bearing part was very gradually heated, not enough to change color, but to a "black heat." A V-shaped block was placed in a block bearing against the offset side of the journal, and the vice screwed up. At a third trial the arbor came out perfectly true. A contemporary says a tempered reamer was straightened in the same way, the point at which it was crooked being heated by an alcohol lamp. The heat was sufficient to allow the steel to give, but not enough to start the temper. Steel that has blue temper only may be straightened by blows with a peened hammer on a smooth clean anvil, the face of which should be warmed enough to remove the chill.—Invention, London.

HOW ALUMINUM WENT DOWN.

An English exchange, in an account of the fourth annual meeting of the Aluminum Company, Limited, of London, gives an interesting showing of the manner in which the selling price of the new metal has receded during the last four years. The presiding officer of the company mentioned, stated that when the organization was formed, the price of aluminum was from 60s. to 70s. per pound. Up to that time, for a great many years, no improvements had been made in the process of manufacture of this article. The first important improvements were those which this company was formed to work, and by their means it was calculated that the selling price of aluminum might be reduced from 60s. a pound to about 20s., leaving, at the same time, a handsome margin of profit, and securing to the company a monopoly of the trade in aluminum. The introduction, not long afterwards, of electrical processes for the preparation of metal, completely upset these calculations, and the price of the metal rapidly fell. At the last meeting of this company it stood at from 6s. to 8s. a pound, which was actually lower than the estimated cost of production under the original patents which this company owned, but the officers announced that, in consequence of improvements in their process, and especially of improvements in the manufacture of sodium, they believed they were in a position to meet the competition which was pressing upon them, and thus to retain their place in the aluminum business. But since that time the price of aluminum had fallen as low as 2s. a pound, and, even with their improved process, the company could not make it at a profit.

The company mentioned being thus shut out of the manufacture of aluminum, turned its attention to increasing the direct sales of sodium by developing or inventing new uses in which it could be profitably employed. By this means the directors hoped to avoid liquidation. The rapid reduction in the price of aluminum, as shown in the history of the company mentioned, is a remarkable illustration of the fast rate in which improvements are made these days, and it may be that this drop will yet be beaten in the development of aluminum productions.—American Manufacturer.

In a recent number of the Quebec Royal Gazette notice is given of an application for the incorporation of the Montreal Nut-lock and manufacturing company (limited). The object of the company will be to make nut-locks, bolts, rivets, and other articles from iron and steel. The place of business will be in the city of Montreal. The capital stock will be one hundred thousand dollars, divided into ten thousand shares of the value of ten dollars each. The names and address and callings of each of the applicants are: James R. Wilson, metal merchant; Levi H. Young, bolt manufacturer; Albert H. Holden, dealer in railway supplies; E. C. Arnoldi, manufacturers' agent; Ira Abbot, bridge engineer; F. A. Draper railway agent, and D. A. McCaskill, varnish manufacturer, all of the city of Montreal; and H. W. Leslie, railway manager, of New Glasgow, who shall also be the first directors of the company.

FRAUDS IN MECHANICS.

Never in the history of the world has there been such rapid progress in any art as that which we have experienced during the last ten or fifteen years in the development of electrical appliances. In fact so rapid has been the progress in electrical matters that the world at large has looked on in open mouthed wonder until the simple word electricity became one to conjure with, and no statement, provided it had some electricity mixed with it, was too preposterous to be believed.

Of late, however, the increasing familiarity with the ordinary electrical appliances is causing this feeling to wear off to a certain extent, but even yet there are plenty of people who ought to know better who are ready to believe and repeat almost any statement no matter how absurd. Perhaps the most senseless statement, from the standpoint of our present knowledge is the one to the effect that electricity will yet supercede steam for all business. Perhaps it may at some time, but so far there has been no indication as to what will be the source of the electricity that shall accomplish this resolution. The steam engine builders do not seem to be remarkably frightened at the prospect, as up to the present time they have been regularly called on to furnish all the electricity that the electricians are using in any quantity. The result seems to be the more electricity the more engines. Capitalists do not now, as they did a few years ago, fall over each other in their endeavor to purchase interests in any machine that had some electrical appliance attached to it somewhere.

The history of the world repeats itself, however, and the electrical craze of a few years ago is likely to be followed at any time by a similar craze on some other class of inventions. A mild form of this craze we have periodically, over the cheap production of aluminum and its supposed destiny, to supercede all other metals in the arts. The fact is that cheaper aluminum would be of vast importance to the world, but from the very nature of things its importance will always be very much less than iron.

The perpetual motion, rotary engine and car-coupler crazes we have with us all of the time and every-one is familiar with them.

The number of "suckers" that are caught of worthless schemes of this kind is truly amazing.

To what are we to attribute the continually successful working of mechanical fakes? Answering our own question, we would say that it is simply due to the fact that a man who would never think of being his own doctor, or his own lawyer does not hesitate an instant about being his own mechanical judge about a thing of which he can have absolutely no knowledge. If every capitalist who is approached for the purpose of having him invest in some new mechanical or electrical device, would take council of some

competent man, there would be a less number of frauds and failures and a greater opportunity for really meritorious improvements. In general it may be said that the more valuable a person is about the wonderful merits of some supposed improvement, the more likely it is to be worthless.—Chicago Journal of Commerce.

THE OMNIPRESENT BELLOWS.

"It seems wonderful to me," said a St. Louis bellows manufacturer, "that popular ignorance of the bellows is as dense and well nigh complete as it is. I have been amused, and in a measure disgusted, at each recurring Fair and Exposition here in St. Louis to hear people ask 'what is it?' when they descry a bellows. It is a reflection on a wind instrument which circulates more air, if less music, than all the brass bands and accordions in the world—a great deal more.

"For the bellows is used to raise the wind by not only blacksmiths, moulders and type setters—as people only a little acquainted with its uses suppose—but by miners, brewers, distillers, boiler makers, butchers, stock men, electric light manufacturers, jewelers, steamboats, city high schools, technical and scientific schools, etc. Every mining prospector must have a light bellows to complete his outfit, so as to be able to sharpen his tools. He will start a fire on a rock, in the ground, or anywhere with whatever fuel comes handy, and force it with bellows to get up the proper degree of heat for repair work. Sometimes, when he remains at one place for a few days, he will make a small batch of charcoal to be used in his blacksmithing work.

"Butchers use a small bellows, about a 12-inch, for distending the carcass of the animal, so as to facilitate the skinning of the

same. The bellows is also sometimes employed—dishonestly, I must say—for making flabby cattle and calves look fat. In the case of cattle, the wind is injected between the skin and the flesh, by puncturing the former with a small, sharp-pointed, hollow instrument that attaches to the bellows. Cases of this kind, however, are very rare now among the stock people. The sausage manufacturer puffs out the wet wrappings for his goods with a bellows, in order that they may dry.

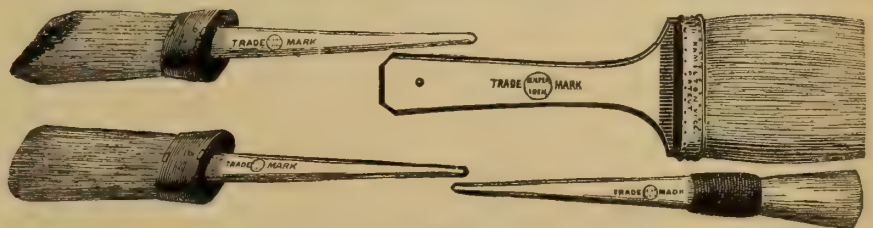
"For high schools and universities we make what we call a hydrostatic, or some kind of an 'ic,' bellows, for testing the pressure to the square inch of either air or water. Such bellows are covered with rubber. Last year we made bellows on both London and Australian orders for blowing the sand out of gold. The new method was to take the place of the ordinary plan of separation by water.

"But the funniest order we have had in a long time came from the City of Mexico, and has just been shipped. It seems that down there they run the street cars on the sidewalks or close to them, and the driver warns the people off the track with a horn. For some reason the use of a gong is not tolerated; so the driver is continually blowing and wearing out his lungs. This state of affairs it is proposed to remedy by putting a bellows under the forward end of the car, convenient for working with the foot. By such an arrangement the 'tooting' will be frequent and vociferous."—Age of Steel.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."—JOSH BILLINGS.

PAINTERS' BRUSHES,



TRADE

SEMPER
IDEM

MARK

We manufacture the Best Brushes only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,

96 Clerkenwell Road, London, England



SALES MADE OR PENDING.

Tatham & Co., hardware dealers, Listowel, Ont., have sold out to Robert Moore.

Oxford Bros., general merchants, Glenboro, Man., have sold out to A. Thompson and J. F. Fumerton.

The general store stock in the estate of James H. Hunter, Durham, Ont., is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Sessenwein Bros., dealers in scrap iron, etc., Montreal, have assigned.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES
John McIntosh & Son, boiler makers, Montreal, have assigned.

J. F. Commean, general merchant, Petit Rocher, N. B., has assigned.

L. W. Gauvin, general merchant, Notre Dame de Stanbridge, Que., has assigned.

J. B. Allen & Co., hardware dealers, Toronto, have assigned to Campbell & May, Toronto.

D. M. Smith, general merchant, Beaverton, Ont., has assigned to Henry Barber & Co., Toronto.

R. Henderson, dealer in agricultural implements, Alliston, Ont., has assigned to C. S. Scott, Hamilton.

TWO RECENT AMERICAN
"INVENTIONS."

The metallurgists and manufacturers of the United States evidently believe in the truth of the axiom, "Nothing venture nothing have," if we may judge by a couple of instances which have recently come under our notice. One of these is an "invention" by the Chicago Axe Company of cast-iron axes, which are said to be more than equal, when they are finished, to crucible-steel axes. We are not by any means disposed to concede this claim, but in order that we Britishers may know "how it is done" we quote the following rather vague description of the process from a New York journal:—"The process by which their axes and hatchets are made is largely original with the company. They cast the blanks from the best quality of Lake Superior charcoal iron, after which they are annealed in a specially-constructed furnace, which requires several days, during which time special treatment is given by the addition of recarbonising material, which converts the iron into steel. The process of annealing is carefully watched, and tests are made from time to time to determine when the metal is in proper condition. After the blanks are taken from the furnace they are placed under hammers, and

further refined by forging. The company claim that in this way they secure a tool of exact shape, there being no imperfect eyes and every part being true to gauge, while there is no weld to open, and the edge can be ground up as far as the tool can be used. The process has been elaborately formulated on scientific conditions by the superintendent, H. F. Meikle. The blade of an axe or hatchet made by this process shows a remarkably fine steel fracture when broken, and the company guarantee to make a tool that will outstand any test of tools made of crucible steel. They are now getting up patterns for a new axe, to be called the 'Monogram,' which they intend to give a crocus finish, as fine as that of a razor-blade." So far as we can follow this description, we take it to allude to a malleable-iron process, in which there is nothing new, except the startling "steel-making results which are claimed to be attained by it." Our axe manufacturers will be amused rather than amazed by the cast-iron-which-becomes-steel process: but, as we all live to learn, they should not deride unless they think we are told all about the matter, which we take to be anything but certain. The other "invention" is a new welding process, discovered, it is alleged, by Mr. J. H. Bevington, of Chicago. A vague description is furnished by one of the journals of that city, and we regret to say that in this case also the details given are insufficient to help one to a proper comprehension of the merits of the process. Mr. Bevington is said to have laboured hard in order to produce a hair-curling iron with a tubular handle much larger than the tubular part used to curl the hair. He tried brazing, stamping, drawing down and so forth, to get at what he wanted, and after many sleepless nights he is said to have evolved the idea of reducing the size of the tube by means of the friction of a revolving die in a lathe. This notion he tried with success, as per the following excerpt from the Chicago Journal:—"He at once made a die, the mouth of which was a little larger than the tube to be reduced, and then graduated it to the size to which the tube had to be reduced. This was put in a lathe, a piece of tubing was put in the tail-stock, securely fastened, the lathe was set in motion, and slowly he turned the wheel of the tail-stock until the tube entered the mouth of the die. All of us who have invented can judge with what nervousness he watched the result. In a few seconds later he saw the tube heat, and still screwing up the wheel saw the tube crowd through the die. You can imagine his feelings when the lathe was stopped and the tube was withdrawn, and found to be exactly what he wanted. He examined the tube and found, although so much reduced, the gauge or thickness of the metal was not disturbed, and the reduced end was exactly the same gauge as the original tube. Tube after tube was tried, and with the same result. He knew then

that his labor and perseverance were rewarded, and the reduction of tubing by this process was discovered. He at once applied for letters patent, which were granted January 13, 1891, No. 444,721. He then tried a piece of copper wire cable, and found that it could be welded into a copper bar as dense as any made. His next step was to see if he could weld the end of a tube solid; this was done by making a slightly tapering die with a solid end; this proved a success. He then tried making solid, differently-shaped ends on tubes, such as acorns, balls, etc., and found no trouble. His next move was to make seamless tubing out of strip or sheet brass or copper, also of wire wound spirally and straight. These also were successes, and letters patent were applied for and granted." Further, the inventor welded long lengths of copper telegraph and telephone wires, iron tubes, aluminium, and various other articles, all of which efforts are said to have been rewarded with success. We give this description in order that Mr. Bevington may have all the credit which belongs to him, yet we should not be greatly surprised to find that most of his points are not novel to firms in the Birmingham district of this "effete old country."—Ironmonger.



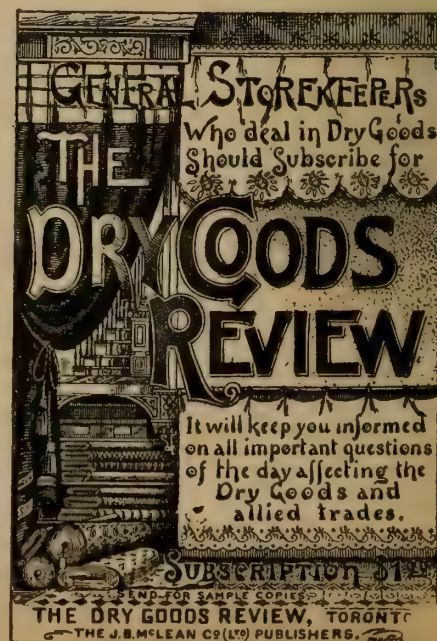
BROWN & CO.,

Manufacturers of

Square and Hexagon

HOT PRESSED NUTS.

PARIS, ONT.



CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL--Consumers want quality. Buy "Jessops" Standard make.

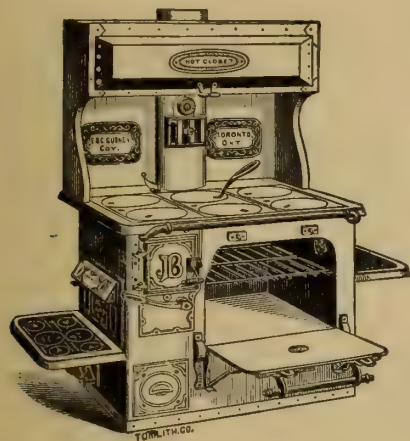
A. C. LESLIE & CO.,

445 St. Paul St.
MONTREAL.

18 Front St. West,
TORONTO.



The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

**Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.**

HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

F. E. DIXON & CO.,
MANUFACTURERS OF

**UNION TANNED
STAR RIVET**

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book, mailed free on application.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

**JOHN WILSON'S
Butcher Knives**
and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

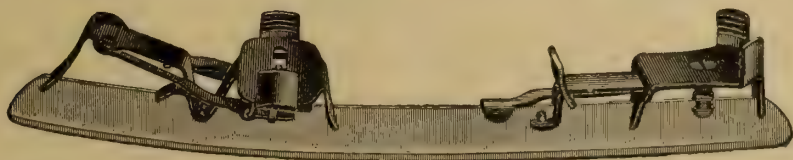
Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

Here it is again---FORBES' NEW PATENT,

ACHIEVED ! ACHIEVED ! ACHIEVED !!

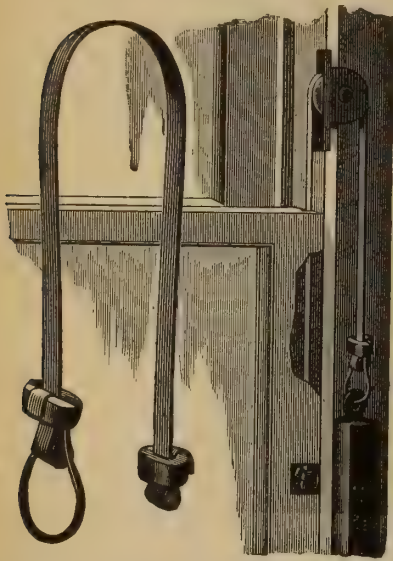


Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

The Gardner Steel Ribbon Sash

BALANCE AND PULLEYS.



Mechanics and others at the Fair thoroughly inspected The Gardner Steel Sash Ribbon, endorsing our claim that it must supersede rope or chain.

JOHN HARGREAVES,
168 Simcoe St., Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the

TRADE MARK GRANTED

MARK.  1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price-lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. \$6 00 \$6 25
I.X., " .. 7 25 7 50
I.X.X., " .. 8 50 8 75

Raven & P.D. Grades—
I.C., usual sizes .. 4 50 4 75
I.X., " .. 5 50 5 75
I.X.X., " .. 6 50 6 75
I.X.X.X., " .. 8 25 8 50
D.C., 12 x 17 .. 4 50
D.X., " .. 5 75
D.X.X., " .. 6 75

Note.—Other brands might be shaded
by 25c. per box.

Coke Plates—Bright.
essemer Steel—
I.C., usual sizes .. 4 00 4 25
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual
sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 25 8 50
I.X. Terne Tin .. 10 50 10 75

Charcoal Tin Boiler Plates.
Cookley Grade—
I.X.X., 14x56, 50 sheet bxs }
" 14x60, " } 6 1/2c, 7c
" 14x65, " }

Tinned Plates.
72x30 up to 24 gauge .. 6 1/2 7
26 " .. 7 1/2 7 1/2
28 " .. 7 1/2 8

Iron and Steel.

Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery " .. 3 00 3 25
Best Cast Steel, per lb. .. 0 13 1/4 0 14
Russian Sheet " .. 0 10 1/4 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 10 1/2c
1-inch .. 15

Boiler Plate.

1/2 inch .. \$2 45
5-16 " .. 2 35
3/8 " and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2 1/2 3
22 to 24 " .. 2 1/2 3
26 " .. 3 1/2 3 1/2
28 " .. 3 1/2 3 1/2

Canada Plates.

Blaina .. 1/2 bright 3 00 3 05
Abercarne .. 3 10 3 15

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dia.
Galvanized, 30 and 5 to 35 p.c. dia.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dia.
Hodgson's Wrought, 60 to 60 and 10 p.c.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2 5 1/2
28 " .. 5 1/2 5 1/2

Gordon Crown—
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2 5 1/2
28 " .. 5 1/2 5 1/2

Note.—Cheaper grades about 1/2 cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb. 7 7 1/2
" 5-16 " " .. 5 5 1/2
" 3/8 " " .. 4 1/2 5 1/2
" 7-16 " " .. 4 1/2 5 1/2
" 1/2 " " .. 4 1/2 5 1/2
" 3/4 " " .. 3 60 3 50
" 1 " " .. 3 60 3 50

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70
Jack chain, iron, single, per
doz yards .. 0 13 0 50
Jack chain, double, per doz
yards .. 0 15 ..
Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper—Ingot.

English B.S. 0 14 1/2 0 15

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in. \$0 25 \$0 28
" round & square
1 to 2 in. 0 23 0 26

Note.—Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Sheet.
Untinned, 14 oz. and light,
16 oz, 14x48 and 14x60 \$0 18 0 19
Untinned, 14 oz. and light,
16 oz, irregular sizes 0 19 0 20

Note.—Extra for tinning, 2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 0 29 0 30

Braziers. (In sheets.)
4x6 ft, 25 to 30 lb. ea, per lb. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T.K. Pitts.
Plain Tinned, per lb. 0 25
Spun " .. 0 29

Wire.
Pure, in coils—
From 1 to 20 gauge 0 25 0 27
From 20 gauge, up 0 28 0 30

Brass.
Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up 0 26 0 32

Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.
Foreign, per lb. 0 05 1/2 0 06
Domestic " .. 0 05 1/2 0 05 1/2

Zinc Sheet.
5 cwt casks 0 06 1/2 0 06 1/2
Part casks 0 06 1/2 0 07

Lead.
Imported Pig, per lb. 0 04 0 04 1/2
Domestic " .. 0 03 1/2 0 04
Bar, 1 pound 0 25 0 05 1/2

Sheets, 2 1/2 lbs, per square ft,
by roll 5 00 5 25

Sheets, 3 to 6 lbs, per sq ft,
by roll 4 75 5 00

Note.—Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.
discount.

Solder.
Half-and-half (guar.) per lb 0 17 0 19
Note.—Prices of this graded according
to quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.
Cookson's, per lb. \$0 15 1/2 0 16
Other makes " .. 0 14 1/2 0 15

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. irons, per lb. 5 1/2 ..
No. 1 Do. 0 3
No. 2 Do. 0 4 1/2
No. 3 Do. 0 4

Prepared Paints.
(In 1/2, 1 and 1 gallon tins.)
Pure, per gallon \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.
(25 lb tins, Standard Quality.)
Venetian Red, per lb. 0 05
Chrome Yellow " .. 0 11
Golden Ochre " .. 0 06
French " .. 0 05
Marine Black " .. 0 09
Green " .. 0 09
Chrome " .. 0 08
French Imperial Green " .. 0 14

Colors, Dry.
Yellow Ochre (J.C.) in bbls, per cwt 1 40
(J.F.L.S.) " .. 2 75

Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 1 80 1 90
English Oxides " .. 3 25
American " .. 2 25

Paris Green, per lb.
Burnt Sienna " .. 0 08 1/2
Burnt Umber " .. 0 05
do pure " .. 0 08
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
Greens " .. 0 13
Golden Ochre " .. 0 03 1/2

Varnishes (in bbls).
No. 1 Furniture, per gal. 0 70
Extra " .. 1 00

Brown Japan " .. 0 70
do Turpentine " .. 0 90
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac " .. 2 00
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls)
Raw, per gal. 0 60 0 61
Boiled " .. 0 63 0 64

Turpentine (in bbls)
Selected Packages, per gal. 0 55 0 56

Castor Oil.
Best, per lb. 0 08 1/2 0 09

Cod Oil.
Cod Oil, per gal. 0 48

Glue (in bbls)
Common, broken .. 0 10 0 11
French medal .. 0 11 0 12
Cabinet makers .. 0 17 0 18
White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross 3 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 p.c. cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.
Jennings' Gen, net list to 5 p.c. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascot " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japaned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 6 00
" No. 9 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 p.c.
cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 p.c., dis.
Loose Pins, " 60 & 5 to 65 p.c., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50

Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50 p.c. } to 50 and 5
Plate dis. 50 p.c. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanee " 1 10

Chalk.

Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red " 0 05 0 06
Crayon, per gross 0 14 0 18
Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns.

Boss or Daisy, dis. 60 to 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 1 35
No. 2 2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p. doz 1 70
Petroleum, per doz 4 50 6 50

Files.

Kearney & Foot's discount Am. List,
50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis.
Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25 p.c. to 27½ p.c.
Horse Rasps, Kearney & Foot's dis
Am list, 50 p.c. 50 p.c. to 50 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. } Hellers
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent
Gauges—Marking, Mortise, etc.
Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star.

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Pilkington.

Ordinary.
1st break 33 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 5 90

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 1 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per
Heavy, per lb. 0 44 0 05
Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets
Screw, Eureka 1 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Spring 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per
cent.
Planter doz 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88

Hat and Coat, per gross 1 00 3 00
Chandeller, per doz 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.
Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg 3 50 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper, " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-

lock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " " 6 00 9 00

Lava, " " 8 75 10 00

Shutter, porcelain, F. &

J. screw, per gross..... \$1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " 1 87 3 85

King, wood, " 2 75 2 90

" glass, " 4 00 4 50

All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent. 30 per cent. to
33½ per cent.

Paalock.

English and Am. per doz 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent. 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vitæ, " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, dis. per cent. 20 25

Canadian, 37½ to 40 per cent.

Home, each 0 12 0 13

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price 2 80

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American..... 1 85 3 50

Nail Sets.

Square, round and octa-
gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " " 0 18 0 18

Canada W.W. " " 0 20 0 20

American W.W. " " 0 25 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron

Oil Can, with Pump,

per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter 2 25 3 60

Picks.

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis. 45 to 50 per
cent.

Wood, fancy Canadian, or American
35 to 37½ per cent.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " " 22 33

Screw " " 27 1 00

Awning, " " 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz 1 00 1 85

Conductors' " " 9 00 15 00

Tinner's solid, per set 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½

Sliding Door, " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis
Iron " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb.

7-16 in. and larger... 8½ 12½

¾, 5-16, ¾ in. 8½ 12½

3-16 in. 10 13

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute " " " " 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis. 37½ to 40 per cent

Saw Irons.

Mrs. Potts, per set 0 85 0 90

" N. P. " " 1 15 1 20

Saw Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c.

Emery, per quire 55 90

Sash Cord

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per
cent.

Kempshall's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scraper.

Box, per doz 2 10 4 50

Foot, " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. " 72½ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Diamond Point wood screw nails,
bright, dis. 77½ and 80 per cent.

Bench, wood, per doz 3 25 4 00

Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Etna, dis. 75 @ to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shot.

Canadian, dis. 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent. to 49 p.c.

Sieves

Wood Rim, black, p. doz 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes 3 25

" ¼ and ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons per gross 7 50 12 00

Dessert " " " 21 00

Table " " " 30 00 30 00

Dessert Forks 24 00

Medium " " " 27 00

Table " " " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 25 50

Hindustan, per lb 0 06

" Slips, per lb 9

Labrador, per lb 0 13

" Axe, " " 0 15

Turkey " " 0 50

Arkansas " " 1 50

Water-of-Ayr " " 0 10

Scythe, per gross 3 50 5 00

Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gim, blue, dis. 35 p.c.

" tinned,

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.

TRADE MARK FOR



HOLLOW WARE.

REGISTERED
TRADE MARK FOR



KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose the above.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers' experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

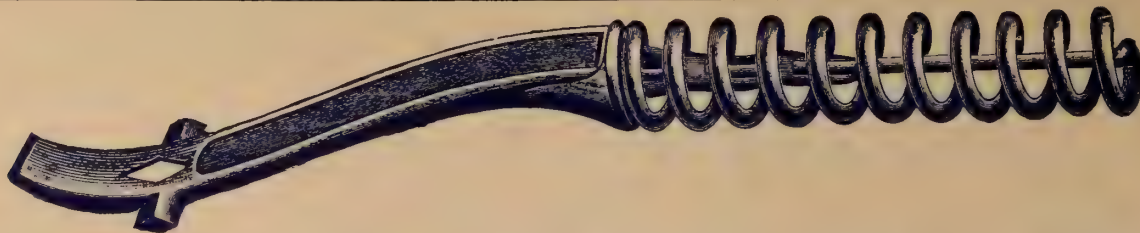
262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"

BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,

MANUFACTURERS,

MONTREAL,

QUE.

IRON WIRE !

Bright,

Annealed,

Oiled,

Spring,

Galvanized,

Tinned,

Coppered,

Also Wire Fencing and Staples.

BRASS WIRE !

Write for Prices to



Box 1964, Montreal, or
27 Front St. E., Toronto.

STEEL WIRE !

—FOR—

Telephone,

Telegraph and

Electrical purposes.

—FOR—

Nails,

Rivets

Mattresses,

Brooms,

Also WIRE NAILS and WOOD
SCREWS.

COPPER WIRE !

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO.

43 Yonge St., - - TORONTO.

OCT. 3, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED
WEEKLY

HARDWARE



THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

“HARDWARE,”

**No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.**

HARDWARE.

— TO THE TRADE. —

Blacksmiths and Carriage Makers'

Anvils, Vises.

Stocks and Dies, Screw Plates, &c.
Bolts, Bar Iron, S.S. Steel.

RICE LEWIS & SON,
LIMITED.
TORONTO.

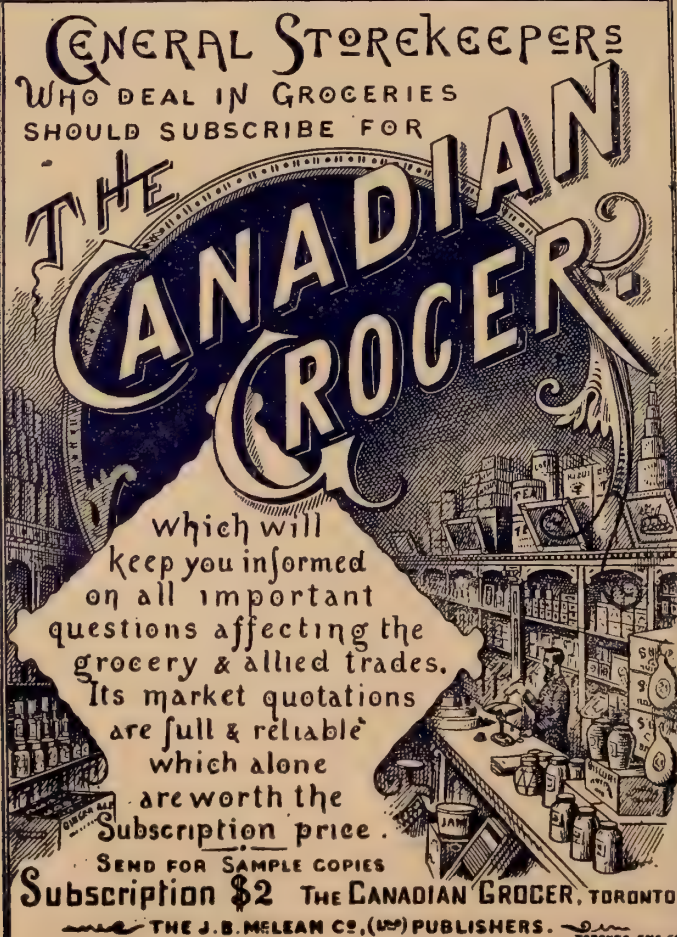
GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAM CO., (INC) PUBLISHERS.



SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, OCTOBER 3, 1891

No. 40

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

THE TRADE IN REFRIGERATORS.

A cool summer is as adverse to the trade in refrigerators as is a warm winter to the trade in heaters or in coal. The past summer has been an unusually cool one, and refrigerator sales have consequently been fewer than they were counted upon being. The quality or cheapness of the goods or the persuasiveness of the salesman count for little unless the weather is on their side. It is the usual practice of people whose means are limited—and that includes the great majority of consumers—to put off the buying of a refrigerator till the heat makes the need of one a necessity for keeping stores on hand. They do not buy or order ahead, as they do in other articles. The immediate necessity is waited for by the consumer, but cannot be by the dealer, who must have stock when the season for prospective business is on. This year the stocks were on hand but the weather did not rise to the occasion, and sales were consequently hard to make. Of course the weather was not so remarkably or so steadily cool as to kill the trade completely. A few very hot days did enough damage to such perishable articles as fresh meat, eggs, butter, fruit, etc., as to cause more or less buying, and these hot days were hailed by the dealer who had refrigerators in stock. The hot weather of last month would have benefited refrigerator men if it had fallen a month earlier. But though the days in June, July and August were much

below the average summer temperature, their coolness was not so great a drawback to trade as was that of the nights. There have been very few hot nights this year. Few people ever slept through the nights of a summer in this climate with so much comfort as they did this summer. In day time the destructive effects of hot weather can be withstood to some extent by keeping water running, and by making use of shade and the circulation of the air. But at night the closeness of a really hot summer cannot be coped with by any weapon save ice, and to use ice economically and effectually a refrigerator is necessary.

Another cause that has operated against the trade in refrigerators is the fewness of flies this summer. That cause is probably an accompaniment of cooler weather, or probably could have existed independently of the coolness. The sale of fly-poison and insect powder is reported by the druggists to have been a light one this year. The use of wire screen windows and doors in cellars has also been more general this year, which permits of the introduction of drafts without increasing the danger of cats, etc., getting in. This has served to fortify the household viands against destruction by flies or closeness, and has been one more agency against refrigerators. But if a really hot summer had come, refrigerators would have had to be bought.

THE SITUATION OF LINSEED OIL.

The market for linseed oil was supposed to have touched its lowest point when it reached the prices quoted last week. It has gone a cent or two lower, however. The depressing influence is not exactly the same as was operative in the earlier part of the season, namely, low prices in the United States. The cause of the latest weakness is over-production here and in England. The reason for this over-production must be sought in the scarcity of cattle food here and in the old country. The shortage in our hay crop is being to some extent offset by a very large increase in the amount of linseed oil-cake now produced. This makes excellent food for cattle. In this country we do not consume all the cake that is made, but export a large quantity to England. The cake is the solid mass of the seed

from which the greater part of the oil is crushed. Linseed oil, therefore, is an incidental product in the manufacture of the cake. A good demand exists for all the cake that is produced, while but a moderate demand exists for the oil. Hence a surplus production of oil is probable. The previous reduction in oil prices which the example of United States crushers forced on our manufacturers is therefore aggravated. The action of the United States crushers was merely a bit of strategy to get a hold of the new crop of seed at easy prices. The Trust had control of about all the old crop, and was compact enough to lower the prices of oil crushed from it in order to bear the prices of the new seed. When their prices got down to a certain point Canadian prices had to drop in self-defence. The action of the Trust in this matter is similar to that of the sugar combine in the United States, which makes a cut in the price of refined sugar whenever it wants to buy raw sugar.

AMERICAN PIG IN EASTERN CANADA.

Cheap American pig iron is an undoubted factor as a source of supply in Western Canada, but it remains to be demonstrated yet whether it can successfully compete with low grade English iron in the eastern section convenient to point of debarkation from ocean steamers. This result is apparently as far off as ever, and it is doubtful, considering the disadvantages to be overcome, that it will ever become a serious factor in the connection mentioned. This was illustrated pretty plainly within the past few weeks, when attempts were made to place some cheap lots of American pig on the Montreal market that proved unsuccessful. For it was found that although the stuff could be laid down in Toronto and the west at a figure which permitted effectual competition with British, the reverse was the case when it came to a question of selling further east. The fact is, the increased freight called for by the additional trip from the west to Montreal is too serious a disadvantage to permit of the result wished for by the sellers in question, and it seems unlikely unless they can effect some peculiar and particular arrangement with the railroad companies, that they will ever attain their object. Induced by the

prospect of higher values on the lower grades of English iron, the attempt was made without result, and it will take a very substantial and unlikely advance in the British iron before it will cost more to lay it down in Montreal than American stock of the same class. In fact such an event is extremely unlikely, and with allowances for the increased cost, advance in ocean freight, etc., low grade British iron is likely to remain the chief source of supply for Eastern buyers who fill their wants from this description of material. It is worthy of note also that higher values are anticipated across the line as soon as the long-looked-for improvement in steel rails and track material occurs. Then, too, all the bargains that have been knocking about the American market are said to be pretty well weeded out, and any business from now out will have to go forward on the basis of regular market quotations.

FURTHER DECLINE IN BRITISH IRON EXPORTS.

A distinctly unfavorable showing was made by the statistics of British iron and steel exports for July, and the returns for August do not show any improvement. The total exports of British iron and steel in August aggregate 272,209 tons, which is a decline of 21 per cent. from August a year ago, while the decrease in value is £1,834,692, or nearly 30 per cent. This larger relative decline in value can be accounted for by the falling off in the higher priced exports, notably tin plates. The total shipments of these to all countries during the month under consideration were 14,574 tons, against 35,393 tons for the same month last year, the figures re shipments to the United States being especially marked. In August, 1890, the United States took 25,579 tons of tin plate, while in August this year their imports from Britain were only 5,629 tons, or only about one-fifth of those for the same month in 1890. But it is not only in tin plates that the exports to the United States show a falling off, for the imports to that country of all kinds of British iron and steel are less than one third of those for the same month in the previous year. It is worthy of note also, that the various tin plate works recommenced operations in August, after the lockout during July. Yet as shown by the figures referred to above, the result is not evident on the shipments for the month. It remains to be seen whether the good harvest, the expectation of which has imparted impetus to trade in general, will lead to an improvement in the iron trade between Great Britain and the Great Republic.

British exports to all countries for eight months naturally owing to the heavy exports of tin plates until the first of July, show a greater disparity in quantity than in value. The falling off in actual tons is nearly 20 per cent. compared with 1890, while in values the decline is only 11 per cent.

TWO LEGAL POINTS AS TO BOOK DEBTS.

Two judicial utterances that have an important bearing for retail traders have recently been made, the one by Judge Muir at Guelph, the other by Judge Rose. According to the first, a debt contracted by a wife who has been forbidden by her husband to pledge his credit, cannot be collected from the husband if he can furnish satisfactory evidence that he had so forbidden her. The other deliverance is, that it is no libel to advertise debts for sale, if the debtor has persisted in his neglect or refusal to pay a long-standing account.

Traders who do a credit business will learn with some uneasiness that it is so precarious to open an account to a married woman without the formal sanction of her husband. Heretofore it was thought to be necessary and sufficient for a husband to serve the trader with, or to advertise, a notice of his intention not to be responsible for debts undertaken by his wife. But according to Judge Muir's view of the matter, it is not necessary for the trader to be advised by the husband. It seems that, in the eye of the law, a man must be presumed irresponsible unless he formally undertakes or acknowledges responsibility. If a wife cannot, without obtaining first her husband's consent, put him in for a bill of goods that he as well as she will make use of, then there is a legal loop hole by which husband and wife, if they are unprincipled, with the assistance of some third party as a witness, may swindle the merchant out of payment of his account. It is an easy matter for an unscrupulous man to warn his wife solemnly in the presence of some respectable third person that she is not to buy anything on credit. In such a case she will probably buy to the full limits of her husband's credit, and practically with his consent. When, however, such a man is served with the account, he will make a theatrical display of prostrating astonishment. He will be unable to understand it, as it has been an invariable rule of his to do no business but on a strictly cash basis. He will learn with horror that the goods were ordered by his wife, and will recall the fact that he forbade her to contract debts. An action may or may not be begun, according as the trader is or is not satisfied of its futility, the nature of the evidence forthcoming swaying him to one course or the other. Such a probability of knavery is not at all far-fetched. It will appear to be a reasonably likely and frequent outcome of a widespread apprehension that the law on the matter is as it is quoted by Judge Muir. There is not a legal loop-hole open which has not been used again and again by debtors who would seem to be above taking advantage of such means of escaping the payment of their debts, or the punishment of their repudiation of them from any other

standpoint. The number of civil servants who are not above taking advantage of the defect in the law which makes their salaries non-garnishable, the number of wage-earners who carefully keep from allowing the attachable amount of their pay to remain in employers' hands, the number of fathers who get out of paying their sons' debts, etc., are already too numerous. The law has many defects, and human honesty is too rarely found to be above the temptation of making the most of them. To add to the number of them will simply be to extend the practice of fraud.

There is one effect of this legal ruling that may be healthy. It may bring within moderate bounds the number of accounts that are on the storekeeper's books. If it is the means of making some accounts worthless it is likely also to be a means of making fewer accounts. The trader will see the wisdom of making the husband assume responsibility before the debt gets large, while wives will probably be less prone to buy on credit. It is possible that there may exist very many instances of accounts opened by wives contrary to the orders of their husbands, but which have been paid simply because the husband did not suppose such prohibition released him from responsibility. Now, however, it is likely to be different. Where the husband in good faith forbids his wife to contract debts he will be likely to repudiate them as readily as the man who imposes such a prohibition in a scheming way. There are many men who are made debtors by their wives, the men themselves being genuine in their aversion to such financial entanglements. Such men, afraid of scandal if they gave formal notice to the traders concerned, have been forced by their wives into debt. Now no scandal is necessary. Only the wife needs to be told in the presence of a discreet witness that the husband will not be responsible, and the husband can not be made responsible. This makes his position much less embarrassing, and he can repudiate a debt without difficulty. These considerations ought to take hold of the mind of the trader, and the result will be fewer and safer accounts. In that way the knowledge of this view of the law will be good. That it is the law, however, is not a matter of decision, but one of incidental statement in a summing up by the judge.

The other law point referred to did emerge in a decision which settled an action undertaken against an agency that had posted an account for sale. It is a relief to know that it is not libellous to publish a debt for sale, after every other method of getting money out of it has been exhausted. It would truly be an anomaly if a debtor could evade with impunity the payment of an account justly due to another man, and then recover damages from that other man because the latter had tried to turn the account into money by putting it on the market. The trader will learn with satisfaction that recourse may be had to posting accounts for sale when every other means of collecting them has failed. It is in his power to expose the man who has not redeemed his credit. The knowledge of that fact may mend the honesty of some dignified dead-beats who cannot be got at by any other mode of attack. It makes them wince to publish their names as debtors. They usually terrorize the trader from resorting to such a course by their threats of vengeance of the law, but such threats are impotent. Law is not violated though dignity may be touched.

THE FACTS IN MARKET REPORTS.

Market report is useful only to the extent to which it is trustworthy. If it is not trustworthy it is worse than useless: it is injurious. To be reliable, it must be based on full information, and expressed in an independent medium. It is a dispassionate presentation of facts. It is neutral between buyer and seller, as a true mirror ought to be between the sight and the object reflected. As the mirror should introduce no commentary softness or harshness to modify the thing sought to be beheld, so the report should aim at strict identity between the fact and the professed utterance of the fact. In one sense the report should not be a market influence. That is, it should not weigh a grain on the side either of cheapness or dearth: it should be neither a bull nor a bear. In another sense it ought to be a market influence, and the degree to which it is one in that sense is the test of its value: it ought to promote business, and therein be one of the chief auxiliaries of advertising as a market influence.

There are market reports and there are market reports so-called. The latter usually exemplify one or all of the following faults: They are prepared in haste; the information is obtained from questionable sources; the reporter does not realize the importance of his position as an arbiter between buyer and seller; he is lacking in industry; or, he is wanting in the judgment to put two and two together properly; consequently, trifles are made matters of moment, exceptions are put forward as the rule, the eccentric is taken for the normal; the report may be biased by fear, favor, animus, or affection, of which a particular person or interest may be the object. The fault that is most commonly at the bottom of inaccuracy is laziness. Sense of duty is better than any amount of brilliancy, almost everywhere, and it is out of all comparison better in the market reporter.

The market is frequently disturbed by effects of combination or competition, which may bring about an abnormal condition for the time being. It is not the business of the market report to aggravate that condition. If the market is going to pieces, it is an easy matter for the report to do a little of the shading and postpone indefinitely the restoration of profitable prices. In the same way, the market report may furnish inflating material for those whose designs are to put and maintain prices at unreasonably high points. Such are not functions of a report. They are mischievous interferences and are usually soon found out to be so.

There are reports which may be denominated as neither good nor bad. What prevents them from being bad is the fact that nobody reads them. Their baneful essence thus gets no chance of escaping, and no harm is done. They are regarded as so much inconsequential babble, which nobody can

Correct, and all agree to let it flow on. If the matter of such reports were taken seriously it would undoubtedly do some harm for a time, but would ultimately have to lapse into the neglected state it is in.

The fact that nonsense appears day after day, week after week, is evidence that nobody reads it. If people who are concerned did read it, there is no doubt that healthy criticism would be brought to bear upon it, unless, as indeed is the case, the stuff looks too hopelessly beyond redemption by criticism. There are more travesties of market reports than there are market reports.

The methods of the conscientious commercial reporter are the same as those of the man of science. He will not, any more than the latter, jump at conclusions, or allow surmises to be the steps by which he moves towards the truth. Some men apparently cannot resist the fascination there is in a plausible conjecture, and have a certain facility in getting up ingenious theories. Their usefulness is not in market work, where everything must be verified. The tendency to generalize from a single fact is nearly as common, where the activity to get about and learn all the facts is wanting. Patience, industry and careful observation are the qualities most essential. The disposition to make the wish father to the thought or to the statement of the thought must be crushed out. Credulity must be controlled. Truth must be got out of the very bottom of the well. Then the state of the market, unmixed with the feelings or guesses, and uncolored by the fancy of the writer, as well as free from the taint of particular interests, will be the result.

The ideal market report is no doubt more approximately realized by the reputable journals of special trades than by any other branch of the press. Reports of the market are the fundamental specialty of such papers. The matter of them is intended for traders, not for consumers, and on that account information is more freely given by the leading distributors to the special trade press than to general newspapers. Further, the trade press, circulating among a particular body of traders, has nothing to gain by working upon the prejudices of the general public, to excite them against any action on the part of the government in the matter of duty, on the part of the wholesalers in the matter of time or profits, on the part of the retailers in the matter of refusing to sell this or that article of merchandise. The paper circulates only in the sphere of trade, and is not nearly so likely to allow extraneous considerations to give obliqueness to its sketch of the market.

"The truth, the whole truth and nothing but the truth," is the formula that states most exactly what should be rendered by every market report. Where that test is satisfied business is benefited, though occasionally individuals are not interested in seeing so frank a face put upon commercial news. No

sound interest, however, is hurt by it, and the truthful market report has done as much good to commerce as the truthful parliamentary or court report has done to public service or to justice. No good end is served by keeping or raising clouds between buyer and seller. It is a very short-sighted policy that depends upon obscuring the real aspect of things. This touches the sources of the information rather than the medium of its diffusion. Those in a commercial position to know the facts should not consider that the suppression or the contradiction of them is going to prop up anything that ought not to be propped up. Market reports will be published any way. The truth will come forth where pains are taken to get at it, and they will be taken by such a paper as *HARDWARE*, which makes a specialty of accuracy. Where quotations, reports and views of the situation which emerge from a thorough canvass of those who have to do with the wholesale distribution of the wares concerned are presented to readers every week a well informed trade is the result. The hardware trade is the best informed one in Canada, and *THE HARDWARE* circulates freely throughout it.

METALLIC PERMANENT WAY.

From the elaborate report on metallic versus wooden ties, compiled by Mr. G. Russell Tratman; the consensus of opinion seems to be that some type of steel tie will eventually be adopted as the standard on all railways where really good wood for ties is expensive, and more especially in countries where it is considered necessary to preserve the forests from destruction. So many different patterns have been designed, each of which is declared by the inventor to be superior to all other, that it is impossible even to guess what shape the tie of the future will be. At present some form of trough is generally preferred, as ties so constructed give more stability than any other form of equal weight. This is a very important point as many railway managers will not even try metal ties if the first cost is too high. On this point Mr. Tratman says: "In general it may be stated that steel ties should be adopted as the standard for first class track on lines with heavy traffic; that ties should be introduced as an advancement in railway engineering, and as a step toward practical economy. From the results of several years' experience in foreign countries, it cannot be doubted that it is entirely practicable to successfully introduce metal track into the United States. American ingenuity and skill will probably produce ties of equal or greater efficiency than those in use in other countries." In many cases the money saved by purchasing a cheap metal tie, is in the end money wasted, but railway managers are unwilling to pay a high price for such material until they have some means of ascertaining how long it will last.—Exchange.

THE SURVIVAL OF THE FITTEST.

The thorough going upholders of unadulterated competition are fond of the above phrase. They disapprove of the interference of any agency to prevent business disaster that must clearly follow excessive competition. The fittest, according to their view, will survive, the weakest will go to the wall. The adherents of such a view think they are arguing when they fall back on this phrase. They take it for granted that it expresses the principle on which human affairs are ordered. They forget that it is but one of the formulas of what is merely a theory, and that a theory which has been put by biologists to account for how life has attained to its present phase, and not as an ethical principle. Accepted in the application which is under consideration it means that morality is weakening not strengthening as a social force. That of course is not true. Nor is the use of the phrase admirable from any standpoint. If a man believes in what it enunciates he must be a fatalist. He holds that those who survive are the fittest. The fact that they survive is the reason that they are the fittest. The means by which they survive, the accidents which prevented their effacement, are of no moment to him as materials whereon to form a judgment of a man's essential fitness. A believer in such a theory can shut his eyes and say that moral, physical and intellectual efforts are worthless, if he finds them predominating on the side that goes to the wall.

Civilization is nothing but the triumph of man's moral sense over man's brute force. Before the moral sense became the chief bond of social unity, there is no doubt the fittest to survive in such rough times were the ones who did. But civilized society has come into existence just in defence of the weakest and in restraint of the strongest. Consequently, those who survive in trade or any other field of activity may be, as compared with those who go down, the weaker in the strife. A phrase that is a better comment upon the outcome of business competition is "The race is not always to the swift." There is more truth in that than in "The fittest survive."

If the traders wage a campaign against each other in price cutting, the man with the larger capital may survive. But that does not prove him the fitter of the two. Capital is an accident, not an essential, and it would probably be in circulation if the particular man who is supposed to have had it in this case were dead. It represents a certain amount of power in itself which must not be taken into the account of a man's essential fitness. Also, in a business rivalry between two men the abler may be handicapped by a large family. And he may go under. The fitter in such a case does not survive. The test of fitness must be a man's power and will to benefit the cause he is connected with. The extent to which

a man can satisfy that test is not to be measured by the degree of his success in a business competition. His unscrupulousness or special advantage sometimes does more than his fitness. The same principle has been exploded in other forms of expression and other special applications. It was involved in the ordeal by combat of the Middle Ages, the man who killed his antagonist being held to be the one who was morally as well as physically entitled to live. Many a man who had the best end of the difference went down before a more skilled, more collected or more powerful adversary, and the ordeal passed out of social usage because it proved to be no test of the sort of fitness it had been adopted to bring out. In the same way the Malthusian doctrine regarded that portion of the population which emerged from the struggle for existence as the one which was the fittest to exist. It would oppose any interference by philanthropists, economists or mutual effort to check the effects of starvation, unhealthy environment, etc., but let the struggle go on in civilization as it had gone on in the most primitive barbarism. So it is with those who plead for untrammelled freedom of competition; they condemn associations because these would temper its excesses with moderation, and so would prevent the alleged effect of selecting the fit from the unfit by a destructive and far from unerring process of discrimination.

In competition, as in any other social relation between men, morality ought to subsist. A healthy trade sense, as exacting at least as public opinion, should be established, and then competition will be moderated. To say that a half-witted man, who has money enough to outstay a poorer but able rival, shows himself thereby to be a fitter man than his rival is nonsense. A knave who dupes the public, fleeces his creditors and impoverishes his rival is surely not a "fit" man to stay in business. There ought to be a few more conditions than mere survival involved in the test of fitness. A good name from creditors and customers ought to go along with the accident of self-preservation; but a good name from creditors and customers to a man who had been forced to the wall in the modern circumstances of competition would be worth just as much. There is no lack of eulogy for the soldiers who come off alive from a hard-won victory, while probably the men who fell did the most of the fighting. In the same way the general progress of trade in any place or department of commerce may be as much owing to men who have had to succumb to sharp competition as to men who have not.

There is a good deal of the cant of the evolution theory talked these days. Several catchy phrases were coined by the discoverers of and investigators into that theory, and these phrases are very glibly quoted as if they were the very touchstone of social, political and religious truth. This "survival of

the fittest" is such a phrase. The fittest to evade the just consequences of their own rascality are not a desirable fittest, and if unregulated competition favors such more than it does square men, it surely is in need of modifying. Of those who have outlived some sharp spells of competition, a very great proportion undoubtedly have thereby shown themselves to be of the right metal for business, but it is equally true that others have come successfully through hard passes by virtue of trickery rather than business ability. To check the excesses of competition, to put an end to the pirate trading in stocks bought back at a pittance in the dollar by the man who had run for the fall, to obtain a fair profit on goods sold, to limit credit, to consolidate the influence of the trade for better collection laws, etc., are legitimate objects to be sought by conjoint effort. It is gratifying to see that this is more clearly recognized every day, and that as a consequence there are getting to be more associations. They cannot be too numerous. Competition has its laws. Trade needs some authority to lay them down, and that trade is gradually evolving as it brings associations more numerous into existence.

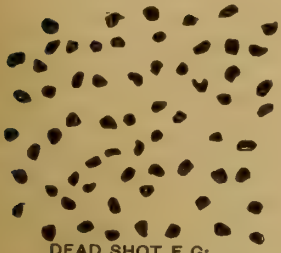
THE STATE'S BUSINESS INTERESTS

It is now tolerably certain that the preliminary meeting for the purpose of increasing the effectiveness of the various commercial organizations of the state, the formation of a central association, will be held in Rochester some time next month. The name of the central organization will be the New York State Board of Trade, but beyond that no definite arrangements have been made nor rules formulated. While the New York Board of Trade and Transportation is the prime mover in the scheme, it does not desire to be in the slightest degree dictatorial in the matter, and any suggestions that have emanated from the board are simply suggestions that may be adopted or rejected, according to the pleasure of the conference. The suggestions that have been made contemplate the simplest and most economical plan of organization, but one that will be effective in securing prompt co-operation and action among the various State bodies on questions of common interest. The form of organization suggested follows closely that of the National Board of Trade and it is well illustrated by the following extract from the Constitution of the Massachusetts State Board of Trade Viz.: "Article 11 Sec. 1. Every local board of trade or other body organized in this State for general commercial and not for special or private purposes, may be admitted to membership in this association on the approval of two-thirds of the bodies represented at any meeting of the association, and shall be accorded the following representation: Each association having fifty members or less shall be entitled to one

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

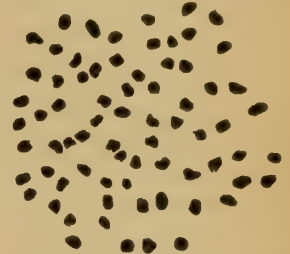


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.G.

TRY IT.

delegate; over fifty members, two delegates, and for each additional fifty members, one additional delegate."

It is not considered feasible to hold the initial meeting of the Board in New York city, as that is too far away from the western cities. Several of the more interior towns have sent invitations to have the organization meeting held there, and as the Rochester Chamber of Commerce's invitation was first received, it is probable that it will be accepted. Many of the commercial organizations do not hold meetings during the summer months, including September, and the question of their co-operation in the movement will be acted upon at the first meeting in October. So far, twenty organizations have agreed to appoint delegates to attend the first meeting. These include, in addition to the New York Board of Trade and Transportation, the Buffalo Merchants' Exchange; Chamber of Commerce, Albany; The Board of Trade, Elmira; Business Men's Association and Exchange, Syracuse; Rochester Chamber of Commerce, Rochester; Olean Board of Trade; Board of Trade, Corning; Italian Chamber of Commerce, New York; Board of Trade, Mount Vernon; Business Men's Association, Niagara Falls; Retail Grocers' Union, New York; Crockery Board of Trade, New York; Board of Trade, Hudson; Coal Dealers' Board of Trade, Albany; United Retail Grocers' Association, Brooklyn; Trunkman's Association, New York, and the Jewelers' Board of Trade, New York. The promoters of the movement earnestly hope that every Chamber of Commerce, Board of Trade, Exchange, Merchants' and Manufacturers' association, &c., &c., receiving this request will be represented at the convention, it being understood that attendance at the convention, shall not bind any organization to become a member unless the plan adopted shall be approved by such organization. There are on record in New York State 137 commercial organizations that are

eligible for membership in the proposed State Board. It is conservatively estimated that they represent an aggregate of thirty thousand merchants, bankers and manufacturers, and should they be banded successfully together it is believed that a pressure can be brought to bear on legislation affecting business interests that will secure such safety for capital from legislative attack that could not otherwise be secured.

As a matter of fact, the excitement that existed in commercial, financial and manufacturing circles during the last session of the State Legislature on account of the threatened passage of the Liston, Listing, Interest and other bills, is responsible for the present movement in the direction of establishing a central business organization. It was found to be a most difficult matter to bring the various commercial associations into line in order to make a combined and effective protest against the measures. The matter was referred to the Committee on Legislation of the New York Board of Trade, who informally communicated with a number of State organizations, and finding the sentiment in every case favorable, it was determined to recommend the establishment of a State Board.

LIMITED PRICES.

In hardware as in other trades manufacturers have found it necessary to establish prices at which their goods shall be sold by jobbers to the retail trade, and, in some instances, the same principle has been carried further, and the prices at which the retailers shall sell to the consumers have been stipulated. In other words, manufacturers would not permit distributors to cut prices on their goods below a given margin of profit.

It is a well-known axiom, that all movement "follows the line of least resistance," which is only another way of saying that whenever a difficulty is met, it will be avoid-

ed, if possible. This principle has an important bearing on the question of limited prices, which manufacturers would do well to consider. The forces of competition in the distribution of products were never so active as at present. Steam and electricity have so abridged time and space that these forces play upon each other constantly, and competition acts to extremes never before dreamed of.

The system of limited prices is an attempt to moderate unreasonable competition, and they have successfully done so in many different lines of manufactured products. Distributors are willing to work on narrow margins of profit, but when it comes to distributing at a loss, they at once turn their thoughts to becoming manufacturers themselves, or what is similar in character, pushing brands which they control, in order that they may make a living profit. This is not only natural, but it is right; the laborer is worthy of his hire.

It costs wholesale distributors, upon an average, not less than five cents, and retail distributors ten cents on every dollar's worth of goods they sell. There ought to be a margin of profit above this to cover the risks of doing business and acquiring a moderate competency as a safeguard against sickness and old age.

If manufacturers do not wish to intensify the forces which work against the introduction of their brands, they will co-operate with the distributors of their goods to insure the latter a living. Manufacturers, distributors and consumers all are alike entitled to be considered in the regulation of society, although at times legislators and others apparently lose sight of this and act as if there was only one interest to be considered, and that the one which is the most apparent to them at the time. It is well to look on all sides of a question.—N. Y. Hardware.



REVERIES OF A FLAT IRON.

I was approached lately by a young man who said he was a journalist and who wanted to learn something about me. I infer that the word approach is the right one to use here, for the young man himself told me that he had been approached by the head man or supreme intellect of his paper, who had sent him out to find out something about American tin plate, a thing that is being much talked about at the present time, chiefly as the young man confided in me, because there is no such thing yet.

When I asked the young man why he came to me, an humble flat iron, when he was sent to find out about something else, he said that was the way they had in his business. For instance, if one of these young men was sent out to see a man from New York, and he didn't find one, he would take a man from Boston, just the same, and ask him about beans, whereas if he had met the New York man, he would have asked him about a tannery they have there, which they say is about as old as Simon's at Jaffa, near Jerusalem, and smelis just as awfully.

The young man was very polite to me, and wanted to know how old I was and all about my family and trade connections. I did not disdain to enlarge a little on my own importance, for he told me that everybody did that nowadays, and it would be expected of me. As to my age, I told him I had only my mothers word for that, as she was long since dead, but their was a tradition in the family that we were anyway before the flood, and possibly a great deal earlier. Whether we originated with old Tubal Cain, the first smith on record, no one seems to know but as we were first beaten out by hand on an anvil, or something like it, it may be that old Tubal Cain pounded us out "by the fierce red light of his furnace bright, as the strokes of his hammer rung." This much was certain: our branch of the family was the oldest, and we are still called flat irons, whereas some of our lineal decendants are called sad iron and other modern names which betoken that we haven't prospered as much as some other products, may be because we were never in a trust.

The young man seemed very much interested in what I was saying, but begged off for a moment to talk with a man who seemed to be delivering beer at a neighboring joint, and I have never seen him since. They told me at his office, when I sought him out there, that he is a very fresh young man and had been discharged since, because it was found necessary to salt him so often; and this salting process had the baneful effect of rendering him perpetually thirsty during business hours. It was likely, some of his late associates said, that he had expected me to "produce" before getting along so far in the interview, and when I asked what "produce" meant in that connection, they took me to a sample room in the vicini-

age and generously allowed me to pay a little bill for them all. As I went out I heard the barkeeper laugh and say in an undertone: "Wonder where the boys struck the old angel this time."

Had the interviewer waited, I was purposing to prove the antiquity of our family and its interesting character by historical evidence covering the years from the deluge down to the present. There was the evidence of Holy Writ that wealthy men of that day wore much fine linen, and of course the iron was necessary to smooth it into condition. References are made to Assyrian people whose garments must have cost millions; and think how many flat irons, fluting irons and such must have been used in doing up the skirts of the Queen of Sheba prior to her visit to King Solomon, who was also very dainty in respect to his linen and may have kept a thousand ironers constantly at work. With him the cooking, washing and ironing of the household must have gone on regardless of expense, as in the mansion of that opulent person of whom it is written that he wore purple and fine linen, and had all the meals per day that he could conveniently dispose of.

Those were glorious days for the Iron family. Our lots were cast in pleasant places. We lived mostly in palaces, and there were so many of us that each one had very little to do. I remember that some of us used to say that our Sunday out came as often as three or four times a week.

But since then times are changed, and we are knocked about in gloomy corners of the stores. Bogus Irons, pretty to look at, but no good for real service, have taken the place of many of us, and altogether our lot is now as unhappy as it was eventful and interesting in the earliest period of our career. Our genesis was grand, but what our exodus from this life is likely to be we care not to contemplate.—Stoves and Hardware Reporter.

SCULPTURE IN RELIEF.

All work come under the denomination of "relievo" that have the figures or objects attached to a background. However slight this connection may be, says a foreign exchange, the mere fact of touching the background establishes the sculpture as belonging to this class of art. The groups in the metopes of the Parthenon are, as nearly as possible, entire statues. Portions of them are, in many instances, quite free and detached, but still in some parts they touch and are united with the ground, and thus, as a whole, they constitute legitimate relief. The groups in the frieze of the same building, on the contrary, lie or are attached so closely to the ground that none of the parts exhibited project so far as to be entirely free from contact. Modern art phraseology has supplied distinctive terms to express the varieties and modifications of

relievo; and we receive from the Italian nomenclature alto, for extremely high or projecting work, basso relievo for the treatment referred to in the frieze of the Parthenon, and mezzo for the class of relievo which is between the two. There are, however, some peculiar modes of treating basso-relievo which require to be noticed. In works of this class, in Egyptian sculpture, are some that have the representation sunk below the plane or face of the material. The object is modeled or carved not on but in the ground, almost as a relieved intaglio, there being no background; but the face or ground is left up in its original state. Thus no portion of the carved, or what would be called the relieved work, projects beyond the original surface to break the architectural profile. It is a mode of treatment that has its recommendations, and it might be introduced with great advantage under particular circumstances in interior decoration. There is another mode of execution, belonging also to the class of basso-relievo, which might be advantageously adopted where the light is insufficient for giving effect to prominent parts, or where it falls at a very obtuse angle upon the work. This is found chiefly in the compositions of Donatello. The relief is as low as in the Egyptian work before alluded to, but instead of the edges being rounded till the outline is softened to the ground, as in the case with the Egyptian execution, the outline is rather sharply defined against the background, this background being lowered, though very slightly, as in other works in relievo. From the extreme flatness of the execution this style of design is called by the Italian writers on art stracciato, which means smashed down or flattened. In these works the inner parts are little more than drawn, being incised or cut in sharply, with no projection even on the parts most prominent in nature.—Iron Age.

AS TO THE BASTARD FILE.

The article discussing the probable origin of "bastard" as a term in file nomenclature was copied by our contemporary and namesake of New York and elicited the following reply to that paper:

To the Editor of Hardware: Concerning the derivation of "Bastard" as applied to a certain class of files, discussed in your issue of September 10, I think I can solve the problem more correctly.

Among English hand-cutters, the original cuts of files were:

Rough, middle or second cut, smooth, and super, or dead smooth.

As art progressed, and the use of files was applied to everything in metal, from cast iron to wrought silver and gold, it was found that the rough cut was too coarse for some castings of steel and wrought iron, while the middle or second cut was too fine for this class of work; so a new cut suited was introduced and known to makers of files as a cut different from anything on the established list, and therefore called by them illegitimate and soon after was shortened into the term "bastard." This is all there is to it.

Yours respectfully,

JAMES D. FOOT.

New York, September 10, 1891.

—USE THE—
STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences; Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C. Clarkson, F.C.A.
W. H. Cross, F.C.A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

Do You Sell Paint ?

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINGHAM & CO,
56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.



Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

We manufacture High
Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

88 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

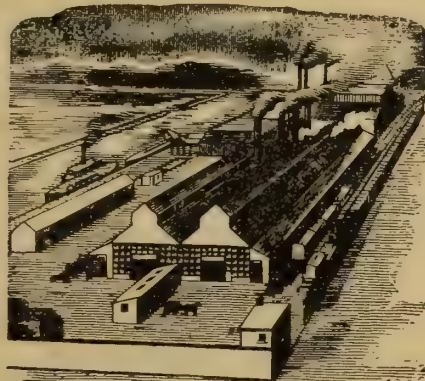
WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

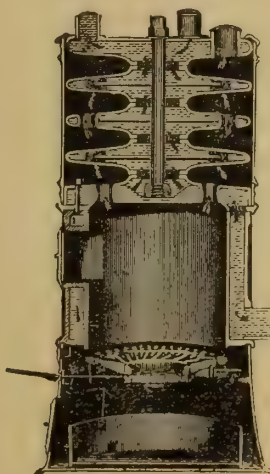
BEST PIPE IN THE MARKET.



WESTERN REPRESENTATIVE : **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



—THE—
"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

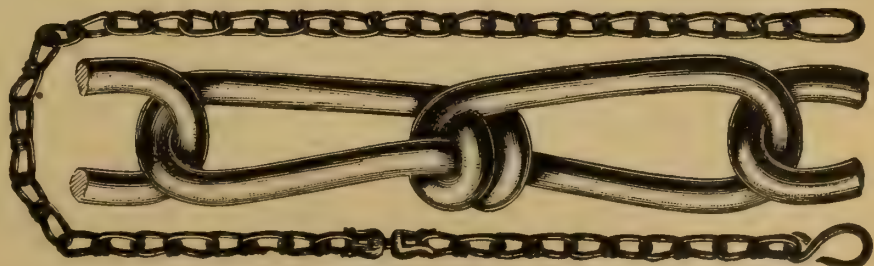
MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



TEMPERED STEEL WIRE TRACE CHAINS.

Made of Brown's Patent
Steel Wire Chain.



LIGHTEST, STRONGEST and BEST trace chain on the market. We also manufacture a full
line of Cow Ties, Dog Chains, Halter Chains, &c. Send for Illustrated Chain Catalogue.

The B. GREENING WIRE CO., Ltd.,

Hamilton, Canada.

TRADE CHAT

Mr. J. T. Forbes has the contract for the new Imperial Oil Co. warehouse. At Moncton, N. B. The cost of the building will be \$1200.

The Pillow & Hersey Manufacturing Co., Montreal, have secured the services of Edward Grant, late foreman of Rolling Mills of the Nova Scotia Steel & Forge Co., New Glasgow, N. S.

Mr. Douglas McArthur, for many years with Rice, Lewis & Son, has closed his connection with that house to open an office in this city, for C. B. Wright & Sons, manufacturers of cement, etc., Hull, P. Q., who are opening an agency here.

A despatch from Peterborough says:—Patterson & Corbin, the car manufacturers of St. Catharines, have written that they have decided to stay where they are, although the ratepayers of Peterborough have voted them assistance amounting to \$6,000. The town is likely to lose nothing, however, as a syndicate of local capitalists is being organized to establish a car works there in Patterson & Corbin's place.

The Windsor Water Commissioners recently opened the tenders for the new pump for the water-works, which were as follows: Kerr Bros., Walkerville, \$9,990; Inglis & Sons, Toronto, \$9,850; Worthington, New York, \$12,250; Blake, New York, \$14,185; Knowles, A. \$13,835, B. \$13,795. The Commissioners, after due consideration, awarded the tender to Kerr Bros., feeling that it was a home institution and that many of its employes live in the town.

The Nanaimo Free Press. The first nitroglycerine ever manufactured in British Columbia was made at the Hamilton Powder Works, at Northfield, on Wednesday morning. It is in the nature of an oil, which is afterwards mixed with an absorbent and then into sticks. The works are now ready for the manufacture of all grades of high explosives. The works, under the energetic and practical supervision of Mr. Young, the resident manager, are making great progress, and becoming quite an industry in the vicinity of Nanaimo. The B. C. markets will, in future, be entirely supplied by these works.

Mr. William Westhead, the engineer at the McClary Manufacturing Company's establishment, London, in starting up the engine Friday morning, met with a bad accident while in the act of turning the large fly-wheel to bring the engine over the centre. There was too much steam on at the time, and the cylinder allowing the engine to go at faster speed than he intended it should, the result was that it carried him over the wheel, throwing him violently to the ground. When picked up he was quite unconscious,

and it was found that several ribs were broken, the top of his thumb cut and an ugly gash on the forehead sustained, besides being badly bruised in general. He is doing as well as possible.

A very handsome and handy little receptacle for postage stamps can be had on application to Rice Lewis & Son. It is in the form of a booklet of about 1½ by 2 inches, whose pages are made for a material to which the gum of the stamps will not adhere.

A first class, thoroughly posted, competent retail salesman, with special experience in the cutlery, fancy hardware, and house-furnishing departments of the trade, is wanted, and will be selected from applicants of this description who address, with particulars, C. J., HARDWARE office, No. 6 Wellington St. W., Toronto

HAMILTON & CO.

We have great pleasure in drawing our readers' attention to this week's advertisement of the eminent English firm, Messrs. Hamilton & Co., whose great brush manu-

mend our readers to give them a trial through their Toronto agent, Mr. W. H. Jagger, 24 Front street west. They are at present making a specialty in painters' brushes.

The trade of this old house in other parts of the Empire is a huge one. In Australia and in New Zealand their brushes and painters' tools have had, and have, enormous sale. The motto on their trade mark, 'Semper Idem,' is that of a concern that is conservative of all that is best in the characteristics of their wares. The honors they received at various times from the great exhibitions of the world are credentials such as few manufacturers in any line can show. In 1862, their brushes were awarded the gold medal at London; in 1880, the silver medal at Melbourne; and, in 1882, the gold medal at New Zealand. They have a reputation in this country which scarcely needs further confirmation to assure all traders and workmen concerned of the superior value of the brushes.

The following extract from the introduction of Hamilton & Co's. Catalogue ought to be given due consideration: "Painters re-



HAMILTON & CO'S WORKS.

factory at 96 Clerkenwell Road, London, our readers have often heard of. Our representative in London met with a very kind reception there, and was shown over the whole of the immense establishment. With the exception of the bristles, which are imported from Russia, the whole of the business is done on the premises, and the system in every particular is really wonderful. The head of the firm boasts, with a good deal of pride, that he has worked in every department and practically understands every detail of the business; he has also invented several of the patent machines, which help to bring their manufacture of brushes as closely as possible to perfection. The firm has been established close on to a century, and we can with confidence recom-

quire to be cautious in purchasing their brushes—more so now than at any previous time. The scarcity of good bristles and their correspondingly high price causes some manufacturers to reduce the cost of their brushes by mixing other materials with the bristles. Painters derive no advantage from using such brushes, however low-priced they may be, as they will not work properly, and the loss in labor and material far outweighs the difference between the prices of good and inferior brushes. As it is most difficult for painters to estimate the value of brushes before using them, we recommend them to buy only those which are stamped with the maker's name."

The accompanying cut shows the firm's works at Clerkenwell Road, London, England.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£91 10s. od.	£94 10s. od.
Future—	92 00s. od.	91 10s. od.
Copper, B.E.S.—	56 10s. od.	57 to 60.
Lead, S.E.	12 7s. 6d.	12 7s. 6d.
Spelter,	23 15s. od.	23 15s. od.
Antimony,	48 00s. od.	44 00s. od.
Tin Plates—Cokes	13s. 3d.	13s. 3d.
Pig Iron—Scotch } Warrants. }	47s. 6d.	47s. od.
No.3 Middlesboro',	40s. 9d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL, Oct. 2, 1891.

The dealers in iron and various other lines of heavy material are patiently awaiting the improvement in business which the crop promises lead them to expect, but they are beginning to become impatient that it does not put in an appearance, as it certainly has not this week. As a consequence there is little to note; the only special features being somewhat firmer values in two lines of pig iron, while there is some probability of a scarcity of tin plates this fall. In other lines nothing particular is to mention, and values generally are exactly as they were.

PIG IRON.

The market does not show any improvement in this particular line of a material kind, but there has been more disposition towards business. Stocks here are light, and in some brands it is expected that there will be a decided scarcity this fall. In fact, Summerlee and Eglinton are higher owing to this than they were a week ago, and now \$22 is asked for the former and \$20 for the latter. In other brands there is no change

in values to note. Some business has transpired in 100 ton lots of Carnbroe, which is the only kind moving at \$18.75 to \$19.00.

TIN PLATES.

Tin plates show no change, but supplies are worked down pretty low, while it is said that there is some difficulty apprehended about procuring fresh supplies from the other side. Values rule firm therefore, at \$3.65 for cokes and \$4.25 for charcoal.

TERNE PLATES

Business in terne plates remain about the same and there is no change to note. Lower goods remain at \$7.75 and superior \$8.25.

CANADA PLATES.

The demand for Canada plates has been fair, and the lots ex Mongolian, reference to which was made last week, have been pretty well distributed, so that prices rule steady. We quote \$2.70 to \$2.75.

COPPER, LEAD, ETC.

These articles remain as before. Lead is steady at \$3.50 to \$3.75, copper \$5.50 to \$6, and tin 22 to 23c.

RUSSIAN AND ZINC SHEETS.

Both these lines remain steady at last week's figures. Russian sheets are unchanged at 10½ to 11c. per lb., and zinc \$6 to \$6.50 per cwt.

BAR IRON.

The demand for this is small with nothing particular to refer to as conducive of change. We quote \$2.00 as a nominal basis.

NAILS.

Former remarks re nails may be repeated values, ruling nominal at \$2.15 to \$7.20.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

CHEMICALS

Chemicals are without change, business ruling quiet and everyone complaining that the fall movement is extremely slow in commencing. Values are the same.

OILS.

The oil market does not show any alteration in the direction of activity, and all descriptions of stock are steady and unchanged as regards values.

LEADS.

The lead market is a featureless one. We quote choice 6 to 6½c., No. 1 \$5.50, No. 2 \$5, No. 3 \$4.50, dry white 6c., red ditto 4½c.

GLASS.

There is no change in glass which meets with a quiet jobbing demand at \$1.40 to \$1.50 for first and second breaks respectively.

NAVAL STORES.

Ship chandlers supplies have a fair movement, on the whole, business being up to the average. Turpentine is steady and quiet and there is no other change. We quote as follows:—Turpentine, 57 to 58c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT AND FIRE BRICK.

There is a very slow demand for cement, and the market does not show any improvement, while the speculation movement which usually brightens up matters about this time is absent. Prices are nominally unchanged, at \$2.15 to \$2.45, according to brand. Fire-bricks are in fair demand in moderate sized lots, at \$17.50 to \$23.50 per 1,000.

PETROLEUM.

A good business is doing in both American and Canadian refined, while values are on American, but Canadian is lower, probably due to a revival of the cutthroat competition of last fall. We quote:—Canadian, 12c. at Petrolea, 13¾c. in car lots at Montreal, and 15c. for single casks. American, 20¾c. in car lots, 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots, and 22c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Oct. 1, 1891.

Except in the matter of time there is scarcely a point of difference between the trade of this week and that of last week. Hardware is rather quiet. Stocks are not being replenished to any considerable extent. Gaps caused by an exhaustion of the supply on hand of this or that line are not numerous in retail trade, so that the sorting-up business in a season like this is inconsiderable. Some descriptions of metals are more active. This is especially true of bar iron,

MARKETS—Continued.

copper and lead. Money is rather scarce just yet for any very great improvement in trade.

IRON AND STEEL.—In pig iron there is scarcely anything doing. Notwithstanding that sales were made in spring, there is room for more to be made now. The foundries are far from being fully supplied for the season's work, but they do not seem anxious to take advantage of the present favorable position of the market for buyers. They are not working yet to their full capacity, as they complain that manufacturers' orders are not coming in. Prices of pig are steady at unchanged quotations.

BRITISH—
No. 1 Calder \$23.
No. 3 Calder \$22.
No. 1 Sum'rlee \$23.
No. 1 Middlesboro \$20.75
No. 3 Middlesboro \$20.25
Carnbroe \$20.50.

AMERICAN—
Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Ro. Wood \$21-\$21.50.
Gloss \$22-\$23.
Woodward \$22-\$23.

CANADIAN—
No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

Bar iron shows pronounced improvement. Merchant bar has sold freely in large lots this week. Manufacturers appear ready to take advantage of low prices in this material. The price is \$2.05 for common, and \$2.50 for refined. The former figure would be shaded for very large lots. Manufactured iron generally is quite active.

COPPER—A fair inquiry for both ingots and sheets have been current this week. In sheets there is the greater actual business doing. Prices are 18¼ to 20¼c. for sheets, and 14¼ to 15¼c. for ingots.

TIN—Trade is but moderately active. There has been no change in quotations, which are 23 to 24c. for 56 lb. ingots, 23 to 23 1-2c. for Straits 100 lb. ingots, and 24 1-2 to 25c. for strips.

LEAD—A considerable quantity of lead has been sold. The price is 3¾ for trade lots, and 3¾c. for round lots. A sale of 15 tons was made at \$3.60., but this price is conceded only in such lots.

ZINC AND SPelter—The firmness noted last week is as decided this week, and prices are unchanged. Sheets are in strong demand at 6¾ to 7c. Spelter is 5¼c. for domestic and 6c. for imported.

ANTIMONY—is getting into a better state. There is some movement of stock now though it is on a limited scale. This, however, is

more than could be said a week ago. Cookson's is 14½ to 15c., other grades are 13 1-2 to 14c.

TIN PLATES—The demand is reasonably good in a sorting upway. Stocks are as deficient as ever in out sizes. Deliveries are still slow. Prices are: I C coke, \$4 to \$4.25; I C charcoal, \$4.50 to \$4.75; I X charcoal, \$5.50 to \$5.75; I XX charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES—A fair movement is reported. A much more spirited trade would no doubt be experienced if building operations had not to wait on the marketing of the grain. Prices are \$8.25 to \$8.50.

CANADA PLATES—Nearly all orders are delivered. A liberal demand for supplementing stocks is reported at \$2.90 to \$3.

GALVANIZED SHEET IRON—Is receiving quite a large amount of attention. Case lots of 28-gauge go at \$5 to 5¼c., and 26-gauge is ¼c. less.

BUILDERS' HARDWARE—This department lacks life. For the time of year and the favorable building weather the lethargy of the demand is inexplicable on any other theory than that of scarcity of money.

CUT NAILS—Always sell freely, and just now quite as freely as at any other time. Prices are \$2.20 in car lots from Montreal, and \$2.30 out of stock.

HORSE SHOES—Quote as low as \$3.45, though \$3.50 is the basis of prevailing business.

HORSE NAILS—Are steady at 60 to 60 and 10 per cent. off list according to brand.

CORDAGE—Sells rather moderately on the basis of quotations given last week, viz., 12¼ to 12½c. for Manilla, 8¼ to 8½c. for New Zealand and sisal.

WIRE—Is steady and unchanged at 12½c. from list price, with 10c. additional for freight.

WROUGHT IRON PIPE—Is 62½ per cent. discount from the list prices, which are per foot: 6c. for ¼-inch, 7c. for ¾-inch, 8½c. for ½-inch, 12c. for ¾-inch, 17c. for 1-inch, 24c. for 1¼-inch, 30c. for 1½-inch, 43c. for 2-inch. In the two sizes before the last, the price has changed to present quotations, and this does not seem to be commonly understood by the trade.

PAINTS, OILS AND COLORS.

Trade does not show any marked improvement. It is reported dull by all wholesalers and money is scarce. Prices are generally steady, the only exception being linseed oil, which has declined a point farther. It now quotes at 59 to 61c. for raw and 62 to 64c.

The cause of this further decline in the increased production is due to a larger demand for linseed oil cake, which is in widened request because of the scarcity of fodder in England and the short crop of hay here. The cake is exported. White lead is selling slowly at 5½c. for ordinary lots. For very large lots this price might be shaded. Turpentine is steady at 55 to 56c. Stocks on spot are not large. All colors are steady at quotations in Prices Current, none of which call for change.

PETROLEUM.—Prices are steady, but without change on last week's quotations. The trade is growing larger every day.

The Petrolia Advertiser reports: Petrolia crude \$1.35½ per bbl. Oil Springs crude \$1.35½ per bbl. The price of crude still continues to be dubbed \$1.35, but that is merely nominal, as the very few transactions that take place on Change at that figure clearly indicate. It is every day getting firmer and firmer, and only the few operators that appear on Change, is the reason of its remaining at that figure. By the 1st of October we fully expect the price to reach \$1.40. Refined still remains at 9 cents in bulk or 12 cents in barrels. We don't expect these figures to last, as they are both too low, and are only the result of some cutting on the part of one or two refiners who are trying to make it uncomfortably warm for those who are not overburdened with crude.

GLASS.

The stocks on spot have not yet been increased by fall supplies, though these are now nearly due and will be apt to bring down quotations somewhat. Trade is fairly good, and would be better if all sizes were available.

OLD MATERIAL.

This market still lacks a manufacturers' demand. Hence business is dull. Prices, however, are unchanged in any respect. We quote:—No. 1 heavy scrap, 65 to 67½c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 85c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

HIDES, ETC.

HIDES—No. 1 green are 5c. for cows' and 5½c. for steers'. Buffs are 6c. in carloads. Hides are somewhat dull.

CHEAP STOVES.



We have the largest variety in Canada.

We have seven new lines this season.

Our stoves have been favorably known for 40 years.

Our customers may rely on every advantage in prices.

A new nestable pipe—25 in crate—cheap.

57 varieties of Furnaces.

We can supply repairs for Crown Jewel Base Burner.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG

MARKETS—Continued.

SKINS—Are steady and firmer as the wool grows' at 65 to 70c. Calfskins are 5c. for No. 2 and 7c. for No. 1.

WOOL—The demand is indifferent. Wool comes in freely at 18 to 19c. for fleeces.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.92
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Oct. 1, 1891.

After a series of deliberations, the manufacturers of steel rails have arrived at a satisfactory conclusion in the matter of allotments of output for the coming year. Beside that, the finishing touches in making a complete combine were put through in bringing the Sparrow Point annex of the Pennsylvania Steel Co. into the Association. It would thus appear that the manufacturers are practically a unit in the matter of governing production and regulating prices in the near future. Buyers are still pursuing a very conservative course, however, indicating that few rails beyond those already purchased will be laid this year, and that no anxiety is manifested regarding supplies for the coming year, despite the manufacturers' combination. During the past week a number of small orders have been placed at prices on the basis of \$30 f. o. b. at mill for heavy sections, the aggregate of which is about 6,000 tons; but the new business does not fill the gap caused by deliveries made on old orders. In short, the steel rail capacity is lightly employed at present. Those manufacturers whose plant permits them to turn on other forms of steel are doing fairly well, as far as volume of busi-

ness is concerned, but the output is heavy enough to keep prices for billets, rods, plates, &c., comparatively low. Crude materials employed in steel manufacture are taken to merely a fair extent, and barely hold their own in price. Bessemer pig iron sells at 15 to 16 at furnace; foreign spiegleisen, 20 per cent, remains at \$27.50 to 28 and 80 per cent ferro-manganese at \$64.50 laid down here.

Mills engaged in the rolling of bar and sheet iron, etc., appear to be well employed, and in general foundry work there is to all accounts quite as much doing as usual at this season of the year. The consumption of foundry and mill grades of pig iron, it is also worthy of note, continues on a fairly large scale that checks any considerable accumulation of supplies and holds values steady all along the line. Northern brands bring \$17.50 to \$18 for No. 1, \$16 to \$16.50 for No. 2, and \$14.75 for No. 3, tidewater delivery. The more popular southern brands are dealt out in small lots at about the same figures. Orders for round lots would be taken at \$13 for No. 1, \$12 for No. 2, and \$11 for No. 3 at furnace (freight to New York, \$4.26 per ton), and inferior brands are to be had at 50c. to \$1 less. Of one brand about 4,000 tons foundry grade have been placed.

Old material is in fair request, but the inquiries are chiefly for small parcels. Iron tee rails bring about \$21.50, and steel \$16.50 f. o. b. cars at shipping point. Of No. 1 wrought scrap, several hundred tons have been sold at \$19 on lighter.

No further important dealings in copper have taken place, but there is considerable business under way, the most conspicuous of which is in wire bars for electrical purposes, and pig for export account. The offering is more or less reserved, and such as would indicate a very hopeful feeling on the part of producers. In point of fact, the market shows a remarkably firm tone despite cable advices of a fall of about 15s. per ton in merchant bars in the London market. Lake Superior ingot brings 12½c., and for wire bars 13¾c. is named as being a very close rate. Arizona ingot stands at 12c. with the offering light, and casting copper at 11½ to 11¾c, as to brand. London prices for merchant bars were £51 12s. 6d. spot and £52 5s. future.

TIN.—Speculation in pig tin has been almost at a standstill. The "bull" element although carrying a heavy burthen, derive more or less satisfaction from the sustaining influence of outstanding "puts," and feed the consuming and jobbing outlet at stiff prices.

The "bears" do very little beyond look for the break that, in their opinion, must come sooner or later under the weight of heavy holdings. For ten ton lots on the spot or for October delivery 20.10c seemed to be the inside price. December delivery was sold at \$20.15c. The jobbing movement has been chiefly at 20.35 to 20.45c. as to quantity and delivery.

LEAD—Pig lead has been rather quiet, but the market retains a firm undertone in the absence of freer offering. Single car loads went in a speculative way at 4½ to 4.52½c. for November and December delivery, but for large lots 4.55c. was generally asked.

SPELTER—Recent extensive purchases appear to have satisfied consumers' immediate wants, and the market is momentarily rather dull. The offering is rather light, however, with 5.05 to 5.10c. asked for prime Western, and 5c. apparently strictly inside rate for inferior brands for shipment.

TIN—Tin plate has remained very quiet. Large consumers and dealers are extremely conservative, and the smaller trade buy only as immediate wants necessitate.

A customer secured is a promise of greater salary in time.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located: save time, money and temper in showing.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

You can lose more than we do by not subscribing for this paper.



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.
(New Catalogue now ready.)

H. R. IVES & CO.

About H. R. Ives & Co.'s exhibit at the Montreal Exhibition is thus spoken of by the Trade Bulletin: The well-known sign of the buffalo's head presides over a very large and varied assortment of hardware from the foundry and workshops of Messrs. H. R. Ives & Co. The Buffalo water heater stands first in the list of household requisites, and its low height attracts immediate attention; the vertical diaphragms cause an extremely rapid circulation and save fuel, while the few joints and easily removed grate are additional points of value; it is claimed to be the "most rapid and powerful heater on the market." A large space is occupied by a very fine assortment of all varieties of cook and hall stoves, at prices suited to every class of customers. Iron bedsteads of neat and substantial patterns are shown in great number. The "Alaska" goods, of which this firm are sole makers in Canada, appeal to those who want comfort and good wearing qualities. The shelf hardware part of the exhibit would require a catalogue even to name the different kinds.

COUPONS INSTEAD OF THE LEDGER.

A Hardware dealer across the Atlantic makes known a system of using coupons which he says he substitutes for a ledger. His explanation of the plan adopted is not quite so succinct as it might be, but he claims various advantages for it, and alleges that it works out successfully in actual practice. He says:—"Have a number of books printed with your name and address, and have the leaves perforated and a certain amount represented on each leaf. The total amount as represented by the book can be varied according to the demands of the trade. Thus, one may have \$10, \$25, and \$50 books. Let the amounts be arranged in such a manner as to be able to make the correct change, and every time a purchase is made have the customer tear the required amount out of his book and hand you the coupons in payment for his purchase." It is not so stated, but it may be assumed that the customer pays in advance for the book of coupons, in which event it is obvious that each coupon is exactly the same as a cheque of the Cheque Bank in England—that is to say, it is worth exactly the sum printed upon it. But we are left in doubt as to whether this payment in advance is really made, owing to the further statement that "additional security may be had by having a note signed by the customer at the time when the book is given out." The advocate of the system explains this in the following terms:—"I would also say in connection with the coupon system that it would be a great benefit to the dealer if he could prevail upon his customers to sign a note at the time the customer receives the book. Each book

ought to have a note for its respective amount, together with legal interest, attached to it, and on receipt of the book the customer must be persuaded to sign that note. This closes the account at the time it is being opened, and the dealer can number the notes and file them in some safe place. The advantage of this system is apparent. A note duly signed and drawing interest is much better security for a debt than an open account. It is optional to the dealer whether to enforce the collection of interest or not. In fact, I think it would be best to waive the same in the case of regular prompt-paying customers, but in the event of some delinquent customer permitting his account to run four or six months, the dealer could enforce the payment of principal and interest much easier by having such a claim in the shape of a note. It is understood that should the customer at any time wish to make a settlement, he should only pay for the actual amount of tickets that he has made use of. Another advantage of this system is the compact shape in which you have the accounts. By examining your notes from time to time you can easily tell how many outstanding accounts you have, and at the same time you are not liable to overlook anybody who ought to be asked to settle." Viewed from a broad standpoint, we must confess to having serious doubts as to the success of any experiment on these lines in this country. We can see certain advantages to the shopkeeper in his having no open accounts in his ledger, but we should suppose that a number of unpaid coupons would be quite as much trouble, in addition to which it is certain that no British customer would have "a note" for goods received hanging over his head. If a man cannot pay a debt he may give a bill, if the vendor is willing to accept it, and that is a by no means unusual course of procedure; but to have the coupons and the "note" would be a little too much for the equanimity of the average member of the British public. It may be, of course, that we do not properly comprehend the "true inwardness" of the proposals of our American brother. In that case we must rest content with this reference of the whole matter to our readers.—The Ironmonger.

COPPER STATISTICS.

The Statistics of Henry R. Merton & Co., of London, as published in Engineering and Mining Journal show: "the stocks of copper in England and France and afloat on July 31, amounted to 57,782 tons, showing an increase of 457 tons during July. The decrease in stocks since December 31, 1890, upon which date the amount was 65,366 tons, has been, however, very steady but one other month, March having shown an increase. The shipments of copper from Chili do not show an important decrease, notwithstanding the difficulties in that country, charters having been 1,400 tons in July, 1891, against 2,400 tons in July, 1890, and 1,700 tons in July 1889. The imports from North America in July were larger than for any month during the past

three years, having been 3,983 tons, and the total since January 1, 22,515 tons. The most unsatisfactory feature in this report is the statement of deliveries in England and France, which amounted to but 8,618 tons, against 11,959 tons in June, and were smaller than during any month of the current year. This falling off in demand is probably due, however, to temporary causes only, among the most important of which is undoubtedly the general business depression abroad, and in view of the small stocks and the decrease in production which has taken place this year through the idleness of the Anaconda, offers no cause for alarm concerning the copper market. The indications still are, in fact, that the statistical position of copper is strong, and will become still stronger before the close of the year."

The Paul Boyton Plaster and Cement Company, of Kingston, will go into liquidation.

Mr. A. Monette has the contract of putting a tin roof on the new post office at Pembroke, Ont.

Messrs. Richardson & Co. have the contract of putting a tin roof on the Cormack Block, Pembroke, Ont.

Kernaghan Bros., hardware and tin sealers, Winnipeg, are moving into more commodious premises on River street.

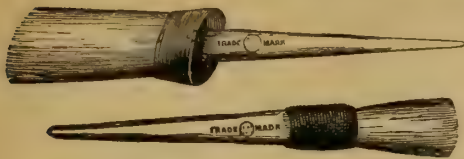
The manager of the Chown & Cunningham stove foundry, told the Kingston city council on Monday night, that unless the company get exemption they would leave the city.

Fred Martin was sentenced to the Central Prison for eighteen months, having pleaded guilty to the charge of larceny from Risdin's hardware store, St. Thomas. Fred McDonald was sent for trial on the charge of having in his possession some of the stolen property.

Mr. Ritchie, president of the C. O. R. R., has made a proposition to the town council of Trenton, Ont., to establish there electrical separators for the treatment of iron ores at an expenditure of \$200,000, and asks the town for a bonus of \$75,000. This industry, it is estimated, will give employment to one thousand men in Trenton, and two thousand in the mines at Coe Hill and other points north. The proposal is favorably received. Work will be commenced as soon as the bonus is granted.

The firewardens of Halifax conferred with the oilmen the other night in reference to maturing a plan for warehousing oil so as to avoid danger to life and property in case of fire. The oil men failed to see the need for a warehouse, but when it was shown that one would have to be built, expressed the opinion that each should either put up his own or that the city should own and manage it. It was estimated that a suitable warehouse capable of receiving 10,000 barrels of oil could be erected for \$10,000 at the outside, and, including interest would cost less than \$800 per annum, which would add exceedingly little to the cost of the oil. A resolution was adopted to advertise for offers for a site. The council is also to be asked to permit the landing of oil till such time as the warehouse is erected under the supervision of the chairman and mayor.

PAINTERS' BRUSHES.



TRADE



MARK.



We manufacture the **BEST BRUSHES** only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above **TRADE MARK**. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto. **HAMILTON & CO.**, 96 Clerkenwell Road, London, England.

THE OUTLOOK FOR IRON.

The Iron Age says:—A discussion of the situation with many thoughtful and experienced members of the iron trade leads to the conviction that a notable rise in the prices in the leading lines in iron and steel must be expected. The only question upon which there is serious disagreement is on the point when the markets will advance, and to what extent the upward movement will go before the impelling force is exhausted. On the general issue of the probability of better prices, the consensus of opinion points to the exceptionally favorable prospects which our enormous crops, coupled with a very active demand for them, insure for us. It is argued that the enormous sums of money which must flow into the hands of our farmers cannot help having a stimulating influence upon all kinds of business. There will be a good deal of displacement of investment funds, with the activity in new enterprises which that begets, an activity which is sure to tell on the machinery and allied trades. The enormous tonnage which the large crops put upon the lines of transportation promises to render their managers more peaceful, and to put them in a position when requisition of division engineers need pigeon-holing no longer. We expect to see house-building operations stimulated all over the country, and all those share in greater activity who furnish supplies of all kinds.

That the great iron, steel, hardware and machinery industries will find the demands upon them multiply, there can be no doubt whatever. Indeed, so general has been this expectation that a good deal of disappointment has been felt because the high hopes formed have not been realized. So far as the iron trade is concerned, we are inclined to believe that the chief reason for the weakness repeatedly displayed lies in the condition of the steel rail trade. But it does not by any means follow that because the outlook for the rail trade is gloomy for the next few months, there will not be very liberal buying later on.

Some facts should be thoroughly considered by all those engaged in the iron and allied trades. Although the rail mills have

consumers of pig iron at only the rate of about 125,000 to 150,000 tons a month, the stocks of pig iron have not increased much in the face of a production approaching the largest ever made in this country. Yet active work at the rail mills would easily call for 50,000 to 75,000 tons more per month. Such a quantity added to the demands for iron from other quarters, as the result of general business activity, would simply strain our furnace capacity to the utmost.

We are inclined to the belief, therefore, that prices will not show much variation until the market for rails gets into better shape. A consideration of the condition of affairs in the rail trade would point to the conclusion that a notable rise in prices cannot well be expected during the balance of this year, but the anticipation of requirements for 1892 may lead to the beginning of a boom before this year is closed.

MALLEABLE IRON.

Malleable iron castings are made in dry or green sand molds that do not differ materially from ordinary cast iron moulding. The iron is poured very hot and the product is a shiny, gray, highly brittle casting, these characteristics being principally due to the selection of pig iron. The castings are then taken and put into square boxes where they are embedded in oxide of iron, mostly in the form of iron scale purchased from rolling mills. The boxes are put into furnaces and gradually raised to a high temperature, the limit being only short of the melting temperature of the iron under treatment. The higher the temperature maintained, the better the product. The boxes are kept in the furnace seven or eight days and then allowed to cool slowly. As soon as the castings can be handled they are ready for cleaning.

There is considerable difference of opinion among metallurgists as to the rationale of the process. The prevailing opinion is that the decarbonizing material, when kept at a high temperature, removes from the part of the iron penetrated the carbon, sulphur, silicon and manganese by a process of oxidation. An eminent chemist, however,

who has given the subject profound study attributes the change in the physical properties of the castings after treatment to the separation of amorphous graphite within the metal, without which separation he holds that the castings will remain brittle when the amount of carbon is decreased to the usual extent. Be this as it may the practice of cementation with oxide of iron on the proper castings produces a very tough casting that is filling a highly important place in American industries.—American Manufacturer.

TRAVELLING SALESMEN INDISPENSABLE.

"I don't know how the business world could get along without salesmen," said the manager of an extensive St. Louis manufacturing establishment. "Years ago, in the days of stage coaches, one seldom met a 'knight of the grip.' Business then was carried on by different methods; each house had its patrons and kept them year in and year out; margins were large and competition weak. Communication and transportation were slow. Now, however, a change has come over the scene; competition is sharp; the motto of the times is 'quick sales and small profits'; facilities for communication and rapid transit are so perfect that the business man of to-day is in touch with every part of the world. The situation becomes more like a battle field. Every customer that is won must be fought for, and without a well-marshaled force of good salesmen there would be little chance for success. And aside from this direct necessity of salesmen, these 'angels of commerce' play an important role in another way; they diffuse wealth, and in a way which makes them indispensable to a country. It is not so much the hundreds of thousands of dollars they spend as the regularity with which they distribute it throughout the country. Railroads and hotels regard them among their best patrons. If all the salesmen in this country were drawn up in line they would make an august showing, and if all the money they annually distribute were collected in one golden heap, there would be enough to go into the banking business with—millions of capital. Travelling salesmen are a big factor in our country."—Age of Steel.

A HARDWARE BOY.

My experience in the Hardware business began as a clerk in a retail store when 16 years of age. I was first assigned the duties of keeping the floor clear of nails as they were scattered in weighing, keeping the desks supplied with fresh pens and ink and winding the clock. The store was a large one, giving employment to eight persons besides the bookkeeper. Two of the younger clerks and myself were expected to be at the store at 6 o'clock each morning to take down the wooden shutters, put out the show goods and sweep the store, after which we went to breakfast. My room at a boarding house was as good as I could afford, comfortable in summer, but in the winter the snow drifted under the window sash and water would freeze in the pitcher, as there was no way of heating the room. I soon began selling nails, strap hinges, and gradually became familiar with the stock. I have always been thankful that we did not keep stoves, for if we had I am sure I should have become entirely disgusted with the business. We did, however, carry a complete stock of iron, wood work and carriage goods. After I had been in the business about a month I was turned over one day to a German wheelwright, who manufactured vehicles to be initiated into the mysteries of Carriage Hardware. I afterward learned that this customer lived about 10 miles from the store, and made semi-monthly trips to buy stock. This he had been doing for years, so he knew what he wanted and where to find it. The Malleables and Wrought-Iron parts that go to make up the ironing of a carriage represented more pieces than than they do now, and were not so nicely finished. I was unfamiliar not only with the names of the various parts but also where they could be found. I undertook the job of waiting upon the customer with good grace, and was put through a course of sprouts that I never forgot. But this gratuitous education gave me a better insight into carriage goods in a few hours than I would have gained in months in the regular course of business.

As I was a fair penman I was found to be useful as an assistant to the bookkeeper in checking up the posting, and before long helped in copying the day's sales from the blotter to the day book. This office work gave me an opportunity of becoming somewhat familiar with the financial part of the business. Each evening we closed at eight o'clock, and after supper was the time for cleaning up the counters and ledges and straightening up the shelves. As most of the goods were in paper tied with string it was no easy undertaking for a greenhorn to make a presentable looking package. It was particularly hard to do up a package of half a gross of small buckles, as each buckle was as slippery as rice. Iron handled nail gimlets and tanged chisels or gouges were among the things I abominated. The

paper would become torn with frequent doing and undoing, or in a hurry some one would pull a tool through the paper instead of undoing the package, and the points would stick out in spite of the best efforts. Locks, both rim and mortise, were a mystery that the younger clerks were not allowed to solve. In fact, one man in the store had charge of the locks, as the intricacies of right and left hand locks were too great to be understood by every one. The right and left hand business also extended to butts. One day a farmer wanted a pair of loose-joint butts for a kitchen door. When asked whether he wanted right or left hand butts, he squared himself around to a desired position, and after a waving of hands, he announced that the door would open toward the pig pen. Fortunately for the present generation, right and left hand goods are little used.

An Armstrong elevator, run by boy or man power, was used to hoist goods from the basement to the second story. A carload of sawed wagon felloes, to go up to the second story, would give enough exercise to satisfy us for some days. The elevator was also used to bring the Steel-Goods rack and Seed rack down from the second story every spring and to take them back again in the fall. A large business was done in seeds, both garden and grass seeds. I had been filling an order for timothy seed when a customer said he wanted a half bushel. I inquired, "A half bushel of what?" "Why, a half bushel measure," replied the man. Our opinions of each other's stupidity were doubtless reciprocated.

About this time I was very much impressed with a call received from an uncle, who was in the hardware business in another part of the country. In an interesting conversation I was told what a noble and edifying business it was, and that a person who thoroughly understood the hardware business had as well a developed mind as would result from a college course. From subsequent experience I believe him to have been correct in making the assertion. He also told me that one should so familiarize himself with the location of stock that he could go into the store in total darkness and get any article a customer wanted. The desirability of this attainment took such possession of my mind that, after a suitable period of apprenticeship, I undertook to exercise my bump of location, simply for my own satisfaction. I went far enough in the dark to knock over a wheelbarrow which some one had unintentionally left in the aisle, and in attempting to extricate my legs from the handles of the barrow I landed in a promiscuous heap upon a pile of harrow teeth. My bump of location was sufficiently developed to know just where the harrow teeth were, though a paper of leathered carpet tacks had been the object of my search.

At the suggestion of my uncle, I was led to study catalogues at odd moments, and to

thus gain a better idea of the goods carried in stock, as well as to learn of goods which could be obtained on special orders. This knowledge gave more satisfactory results than finding things in the dark. It was a rule that if an article was called for which was not in stock, to try and get the customer to wait until we could make a special order for it. I found my knowledge of the contents of the various catalogues enabled me to take orders for goods with credit to myself and to the satisfaction of the customer. The two years spent in the employ of this firm were not years of unalloyed joy, and had it not been for the pride I took in sticking to what I had undertaken I should have given up. The cause of this discontent was not so much the hard, dirty work connected with the position of the last boy as it was some disagreeable features about the management of the business. But however uncongenial the surroundings, the knowledge acquired with this firm laid a foundation for further advancement in the same line of business.

It is not my intention to detail the successive steps leading to a position in a wholesale house, then upon the road as a travelling salesman, and finally to the proprietorship of a store. But I do want to give a word of encouragement to the hardware boy who is now where I was then, having hard work and discouragements to contend with. You will succeed if you are made of the right kind of metal, and if you improve every opportunity to make yourself entire master of your position. Remember, you will not always have the dirty work to do, nor always have to work for small wages. The qualifications that go to make up a successful hardware boy's life are far from few; but, in a general way, are much the same as make any life successful. The following maxims might be mentioned as well worth keeping in view: Do not destroy trade, but create it by an affable manner. Obey orders. Keep clean. Always be in a condition to do business. Praise your own goods, but do not run down those of your neighbor. Keep stock in good condition. Don't imagine the firm cannot get along without you. Be prompt, and don't forget that there are smarter people than you. Never be satisfied with the knowledge that you can absorb, but make an effort to learn something from everything you do, whether it is sweeping out the store or selling a bill of goods. Accustom yourself to do things quickly, not hurriedly, and learn to be handy with your hands. Be a thorough and conscientious worker, so that your employer may know that whatever is given you to do will be done in the best possible manner. From an employer's standpoint it is easily seen how important a matter this is. He cannot devote his time to details nor take the time to do what others can do for him; it must be done by others, and correctly done. Engagements should not be made that are likely to conflict with business. You should willingly give up any anticipated pleasure if your presence is required, even if it is after business hours. You will accomplish more and last longer if your work is confined to six days a week.—"The Boy," in Iron Age.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

F. E. DIXON & CO.,
MANUFACTURERS OF

UNION TANNED
STAR RIVET

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE
HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We can now supply the following: American and Canadian Meat Cutters, Enterprise and other makes, also Sausage Stuffers and Lard Presses. Cow Ties, American and English. Halter Chains. German and American Rope Halters. Hand and Machine-Made Web and Leather Halters in good variety. Gross-cut Saws, "Disston's" Toledo Blade and ordinary perforated, also S. & D. Lance.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.

PRODUCTION OF BARYTES.

Census Bulletin No. 75 is by D. W. Parker, and deals with the production of barytes in the United States. Barytes, or natural barium sulphate, is a well-known mineral, and liberally distributed, but it is only recently that it has become of any commercial importance. Barium sulphate has been prepared artificially for a number of years, and is used to a considerable extent in the place of white lead, which it resembles closely. Improvements in machinery and in the process of treating natural barytes have overcome many of the objections which formerly existed to its utilization, and considerable attention is now being given to the localities in the United States where it is found. The mineral, in order to be available for the uses to which it is put, must be fairly free from quartz grains, the stain of iron rust or other impurities. If the barytes is stained to any extent it is practically valueless, as a good white color is essential to its usefulness. Quartz grains or other hard substances with which it is apt to be associated injure the machinery in grinding. The purest barytes so far produced in this country comes from Missouri, though a very fair grade is now being mined in considerable quantities in Virginia.

The returns from all producers of crude barytes show a product in the United States for 1889, of 21,460 short tons, valued at \$106,313, against 20,000 short tons in 1888, valued approximately, at \$110,000.

The consumption of barytes seems to be steadily increasing. It is used quite extensively in the arts, finding its greatest service as an adulteration in the manufacture of paint. Its great weight, its likeness in many respects to white lead, and the fact that it can be used in place of that commodity enable manufacturers to replace the costlier article with a substitute much to their own advantage. It is claimed by some that a mixture composed of one-third barytes, one-third zinc white, and one-third white lead makes a better paint than the pure white lead. This is probably true for some special purposes. Barytes is remarkable for its weight, having a specific gravity of about 4.5, or about the same as iron ore. It can therefore be used with white lead without any appreciable loss of weight in the mixture.

Besides the localities from which the supply has been thus far derived, there are deposits in South Carolina which are now being investigated with prospects of development at an early date. The mineral is found along the line of the Charleston, Cincinnati and Chicago railroad, in the building of which a considerable vein was exposed, but occurs in largest quantities in the vicinity of King's Creek, where a side track can be run in and the material loaded on cars. Lack of transportation was one of the drawbacks to its development in the past, but this difficulty has been removed by the railroad builders. Diffused through the barytes is a small percentage of quartz grains, which make it necessary to use other grinding machinery than the buhr mills ordinarily used for that purpose. It is expected that mills for this purpose will be put up in the vicinity of the mines, thereby insuring a more profitable business than can be obtained by sending the barytes elsewhere to be ground and floated.—American Manufacturer.

SAPOLIO Is a solid handsome cake of **SCOURING SOAP** Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWK & Co.
36 Front st., East, Toronto, Ont.
Dominion Agents.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,
TORONTO

TAPER TOOTH.



Write for Prices or Telephone 5120.



CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St.
MONTREAL.

18 Front St. West,
TORONTO.



P. DOTY & SON,

Successors to

W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

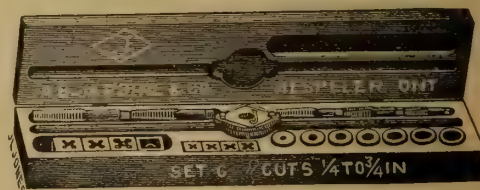
AND

Root

BASKETS

P. DOTY & SON

Oakville, Ontario.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists



BROWN & CO.,

Manufacturers of

Square and Hexagon
HOT PRESSED NUTS.

PARIS, ONT.





SALES MADE OR PENDING.

A. L. Johnson, general merchant, Cartwright, Man., has sold out to I. M. Menary.

PARTNERSHIPS FORMED AND DISSOLVED.

Burns & McEwan, general merchants, Sudbury, Ont., have dissolved.

REMOVALS AND DEATHS.

Robert Moore, hardware dealer, Ridgetown, Ont., is removing to Listowel.

Lud Wurzburg, commission dealer, Halifax, is succeeded by J. Noble Crane.

Oliver C. Cummings, of Wm. Cummings & Son, general merchants, Truro, N.S., is dead.

Thomas D. Markhill, of Markill & Scott, general merchants, Dominion City, Man., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

Joseph Massey, founder, Granby, Que., has assigned.

G. A. Dugal & Co., general merchant, Masson, Que., has assigned.

A. Weedge, general merchant and harness maker, Vienna, Ont., has assigned.

Narcisse Gelinas, general merchant, Three Rivers, Que., is offering to compromise.

C. J. Brownridge, general merchant, Antten Mills, Ont., has assigned to B. W. Wood, Toronto.

Jos. Read & Co., grindstone manufacturers, St. John, N.B., are offering to compromise.

LOCKS AND KEYS.

No one who has had the handling of locks and keys for thirty years, as I have, can fail to have been impressed with the remarkable changes which the last decade has brought about in the style, character and value of those articles. If, in the course of this paper, I enter the region of criticism, as most probably I shall do, let it be understood, once and for all, that I impute no blame whatever to the producers of locks and keys. They make what sells; and, if they struck out boldly and made only what in their opinion ought to sell, because of honesty of work and excellence of design, they would soon, like Othello, "find their occupation gone." Nor would it be fair to blame the ironmonger for the like reason. The blame, whatever it be, attaches to the consumer, and to him alone, or, in other words, the general public.

I remember, some twenty years ago, being astonished by the offer of a brass-bushed rim lock of the well-known "No. 40" pattern, by an enterprising factor at 8s. per dozen, without furniture. I thought this a marvel

of cheapness, and bought a gross or two on the spot. I can now buy the same article, to all appearance, at 5s. 6d. per dozen; and there is a story going the round of one old Derbyshire town that a parcel had been secured at 5s. 3d. per dozen. Now how is this reduction brought about? Are the makers' profits and the workmen's wages less than they were? By no means. The enormous reduction in the price of each individual dozen of locks is made out in the readier means, and the tremendous increase in the rate of manufacture. No longer are the wards in the keys cut in by hand labor. The keys are cast, with wards entire, out of soft Scotch pig iron, and are reproduced in exact counterpart by the mill. Of course, by this means, what little security the old lock possessed is entirely gone, but what does this matter in an age when lowness of price is with so many people the chief and indeed the only consideration? The latch and locking bolt are no longer forged out of tough wrought iron, whether by steam or on an old-fashioned anvil, but are of common cast iron. Such iron is, of course, liable to break like a carrot should the door be banged by a gust of wind, but what does that matter if the prime cost is low, and the jerry builder can only get the architect's certificate that the work is completed?

As an ironmonger who must "go with the times," I am bound, like my neighbors, to keep these locks, but I never press them for sale. I would rather sell at double the price, a plain, unbushed rim lock, with wrought bolts and a wrought key, and a good honest staple, for I know that this will wear out a dozen of the others, and be in the long run an infinitely cheaper article to all concerned.

I always had misgivings about plate locks of the sorts known as "Fine," "Best Fine," and "Banbury." What reason is there for artisans at Wolverhampton, Coven; and in Lancashire are always under a cloud, and that the manufacturers are driven to the use of the cheapest material alike in iron and wood in order to meet the market? I know that such locks are mostly used for barns and coal-house doors, where nothing of an æsthetic design is absolutely needed, but the difference of a copper or two in the price of a lock would be compensated for by the extra quality which the modest advance would ensure. Why should the keys put to these locks be so large and clumsy? Our grammar schoolmaster, who likes a lounge in my shop when no customers are about, told me the other day that one of these keys reminded him of a key mentioned by Homer in the "Odyssey" as "Super humalem," or large enough to be "borne on the shoulder." I know that some of my farmer friends like a fairly big key for their barn and stable doors, and they frequently tie a piece of horn or wood to the key bow, but this is where the keys pass fre-

quently from hand to hand and sometimes lie about. For ordinary purposes these keys are surely too large and cumbersome. There are two stock locks, the patents for which having long since expired it is not invidious to mention, locks which it is always a pleasure for an ironmonger to handle and for a householder to use. One is Steel's copper-front stock lock, which is adapted for right or left hand equally, and the other is Sander's lever stock, which is specially made for wine cellars and such like purposes. Both are encased in good old English oak, and the internal fittings are such that they work well and wear well.

The transformation in lever locks—whether rim, dead, mortice, or pad—has been very remarkable during the last ten years. The old ironmonger down in Surrey, with whom I served my apprenticeship, and who took an honest pride in all the details of his business, was at considerable pains to explain to me the mysteries of levers and detectors. Taking to pieces one of Chubb's six-lever night latches, he showed me how the key raised each lever irregularly up to a certain point, at which they presented a perfectly level front, which the key glided past, noiselessly, to lock or unlock the latch as the case may be. I am now compelled by the exigencies of trade to sell lever locks which have every appearance of excellence, but which are truly and literally shams. All the levers rise and fall together, the irregularity which gives the security being entirely absent. One lever is as good as six, and six are no better than one. It is vain to expound this to most buyers. They either will not or cannot understand it. They must have a lever lock at a price which is impossible for an honest article, and so they take a sham. The price pleases them, and as to the quality they take the risk.

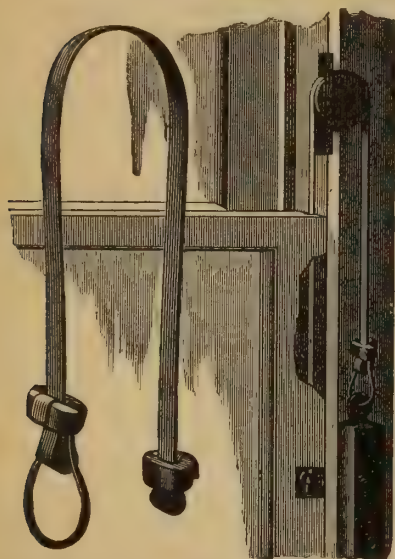
Japanned-case mortice locks have come to the front very much of late. I see no reason to object to them. The elaborate polishing of the cases of locks, which have to be buried in the door frame, seems to me waste both of energy and money. A polish on such locks induces rust and premature decay, and yet to this hour there is a prejudice against japanned mortice locks, because of the assumption that they are—as once was the rule—of inferior quality.

While on the subject of mortice locks, I cannot help expressing my wonder that some enterprising manufacturer has not found out a way to produce rebated locks for French casements and the like at a less exorbitant "extra" than is now demanded for a rebated fore-end. It would much assist this reform if door-makers would have one or two regulation sizes of rebates, so that the front piece of the locks might be cast or shaped by machinery, instead of being framed, as now, entirely by a laborious manual process.

I must not conclude these notes without acknowledging the improvement made in recent years in the style and quality of the ordinary brass door-knobs and spindles. The old-fashioned small screw, in the neck of the knob, which was a torment to everybody, is entirely abolished, and the "slotted" or the "drilled-through spindle" are now usually supplied even with the commonest locks, while the neck of the knob is stronger and more substantial, although, strange to say, the price is without any appreciable advance on that of the old and imperfect article.—Ironmongery.

The Gardner Steel Ribbon Sash

BALANCE AND PULLEYS.



Mechanics and others at the Fair thoroughly inspected The Gardner Steel Sash Ribbon, endorsing our claim that it must supersede rope or chain.

JOHN HARGREAVES,

168 Simcoe St., Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE



GRANTED

MARK.

1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



"The baby elephant's new trick"

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. \$6 00 \$6 25
I.X., " .. 7 25 7 50
I.X.X., " .. 8 50 8 75

Raven & P.D. Grades—
I.C., usual sizes .. 4 50 4 75
I.X., " .. 5 50 5 75
I.X.X., " .. 6 50 6 75
I.X.X., " .. 8 25 8 50
D.C., 12½ x 17 .. 4 50
D.X., " .. 5 75
D.X.X., " .. 6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.
essemer Steel—
I.C., usual sizes .. 4 00 4 25
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 25 8 50
I.X. Terne Tin .. 10 50 10 75

Charcoal Tin Boiler Plates.
Cookley Grade—
I.X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 6½c, 7c
" 14x65, " }

Tinned Plates.
72x30 up to 24 gauge .. 6½ 7
26 " .. 7½ 7½
28 " .. 7½ 8

Iron and Steel.

Base Price.
Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb. .. 0 13½ 0 14
Russian Sheet .. 0 10½ 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 10½c
1-inch .. 15

Boiler Plate.

½ inch .. \$2 45
5-16 " .. 2 35
¾ " and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2½, 3
22 to 24 " .. 2½, 3
26 " .. 3, 3½
28 " .. 3½, 3½

Canada Plates.

Blaina .. ½ bright 3 00 3 05
Abercane .. 3 10 3 15

Iron Pipe.

Wrought 60 to 62½ p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 60 to 60 and 10 p.c.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5, 5½
26 gauge, " .. 5½, 5½
28 " .. 5½, 5½

Gordon Crown—
16 to 24 gauge, per lb .. 5, 5½
26 gauge, " .. 5½, 5½
28 " .. 5½, 5½

Note.—Cheaper grades about ½ cent per lb. less.

Chain.

Proof Coil, 3-16 inch, per lb. 7 7½
" ½ " " .. 5½ 6½
" 5-16 " " .. 5 6
" ¾ " " .. 4½ 5½
" 7-16 " " .. 4½ 5½
" ¾ " " .. 4½ 5½
" ¾ " " .. 3 60
" ¾ " " .. 3 50

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70
Jack chain, iron, single, per doz yards .. 0 13 0 50
Jack chain, double, per doz yards .. 0 15 ..
Jack chain, brass, single, per doz yards .. 0 20 1 10

Copper—Ingot.

English B.S. .. 0 14½ 0 15
Cut lengths, round, ½ to ¾ in. \$0 25 \$0 28
" round & square
1 to 2 in. .. 0 23 0 26

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.
Untinned, 14 oz, and light, 16 oz, 14x48 and 14x60 .. \$0 18 0 19
Untinned, 14 oz, and light, 16 oz, irregular sizes .. 0 19 0 20
Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x48 and 14x60 .. 0 29 0 30

Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb. .. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb .. 0 20 0 21

Boiler & T.K. Pitts.
Plain Tinned, per lb. 0 25
Spun " .. 0 29

Wire.
Pure, in coils—
From 1 to 20 gauge .. 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.
Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up .. 0 26 0 32
Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.
Foreign, per lb. 0 05½ 0 06
Domestic " .. 0 05½ 0 05½

Zinc Sheet.
5 cwt casks .. 0 06½ 0 06½
Part casks .. 0 06½ 0 07

Lead.
Imported Pig, per lb. 0 04 0 04½
Domestic " .. 0 03½ 0 04
Bar, 1 pound .. 0 05 0 05½
Sheets, 2½ lbs, per square ft, by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll .. 4 75 5 00
Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.

Solder.
Half-and-half (guar.) per lb 0 17 0 19
Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. \$0 15½ 0 16
Other makes " .. 0 14½ 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb. 5½ ..
No. 1 Do. 0 5
No. 2 Do. 0 4½
No. 3 Do. 0 4

Prepared Paints.
(In ½, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.
(25 lb tins, Standard Quality.)
Venetian Red, per lb. 0 05
Chrome Yellow " .. 0 11
Golden Ochre .. 0 06
French " .. 0 05
Marine Black .. 0 09
" Green .. 0 09
Chrome " .. 0 08
French Imperial Green .. 0 14

Colors, Dry
Yellow Ochre (J.C.) in bbls, per cwt 1 40
" (J.F.L.S.) " .. 2 75
Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 1 90 1 90
English Oxides " .. 3 25
American " .. 2 25
Paris Green, per lb. 0 08½
Burnt Sienna " .. 0 08½
Burnt Umber " .. 0 05
do pure .. 0 08
Drop Black .. 0 09
Chrome Yellows " .. 0 12
Greens " .. 0 12
Golden Ochre .. 0 03½

Varnishes (in bbls).
No. 1 Furniture, per gal. 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
do Turpentine " .. 0 90
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac " .. 2 00
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls)
Raw, per gal. 0 60 0 61
Boiled " .. 0 63 0 64

Turpentine (in bbls)
Selected Packages, per gal. 0 55 0 56

Castor Oil.
Best, per lb. 0 08½ 0 09

Cod Oil.
Cod Oil, per gal. 0 48

Glue (in bbls)
Common, broken .. 0 10 0 11
French medal .. 0 11 0 12
Cabinet makers .. 0 17 0 18
White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.
Shot.

Canadian, dis. 7½ p.c.
Wads.
Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each..... 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... 7 25 8 00
" Sewing, ".....

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 p.c.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Jennings' Gen, net list to 5 p.c. dis.

Expansive.

Gilmour's, 47½ to 50 per cent.
Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross..... 2 25 5 20

Blind Rollers.

Annex..... per doz..... 1 25 1 75
Mascot..... 1 35 1 85
Erminie..... 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8..... 6 00
" No. 9..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz..... 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 per
cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 p.c., dis.
Loose Pins, " 60 & 5 to 65 p.c., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz..... 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50 p.c. } to 50 and 5
Plate " dis. 50 p.c. } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold..... 1 10
Queenston..... 1 10
Napanea..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz..... 0 85 4 00

Churns.

Daisy, dis. 60 to 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcetts.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, "..... 2 80 3 90
Fenns Corkstops, No 2 p.doz..... 1 70
Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Footes discount Am. List,
50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis.
Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25 p.c. to 27½ p.c.
Horse Rasps, Kearney & Footes dis
Am list, 50 p.c. 50 p.c. to 50 and 5 p.c.
Horse Rasps, dis. 45 p.c. Amer. } Hellers
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.
Box Price.

Star.

Per 50 ft..... 1.45
Per 100 ft..... 1.55

Double Diamond

Per 50 ft. 100 ft. 2.15
Per 50 ft. 100 ft. 2.45

5.30
5.80
6.30
7.40
8.40
10.00
11.50
13.65

Pilkington.

Ordinary
1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 1 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis 60 to 70 p.c.
Light T and strap, dis 62½ to 65 per
Heavy, per lb..... 0 4½ 0 05
Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets
Screw, Eureka..... 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs
Spring..... 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per
cent.

Planter..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross..... 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.
Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper, " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz 2 75 3 25

Bronze, Gem, " " 6 00 9 00

Lava, " " 8 75 10 00

Shutter, porcelain, F. &
J. screw, per gross \$1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " " 1 87 3 85

King, wood, " " 2 75 2 90

glass, " " 4 00 4 50

All glass, " " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent. 30 per cent. to
33½ per cent.

Padlock.

English and Am. per doz 50 6 00

Scandinavian, " " 1 00 2 40

Eagle, dis. per cent. 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " " 3 85 5 00

Lignum Vita, " " 1 60 2 00

Caulking, each " " 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, dis. per cent. 20 25

Canadian, 37½ to 40 per cent.

Home, each " " 20 25

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price 2 30

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

Square, round and octa-
gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " " 0 18 0 20

Canada W.W. " " 0 18 0 20

American W.W. " " 0 25 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter 2 25 3 60

Picks

per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis. 45 to 50 per
cent.

Wood, fancy Canadian, or American
35 to 37½ per cent.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " " 22 33

Screw 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz 1 00 1 85

Conductors, " " 9 00 15 00

Tinner's solid, per set 72

hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½

Sliding Door, " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent; dis
Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ p.c.

Rivet Sets.

Canadian, dis. 30, 35 per cent.

Rope

Per lb. Sisal. Manilla

7-16 in. and larger 8½ 12½

¼, 5-16, ¾ in. 8½ 12½

3-16 in. 10 13

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis. 37½ to 40 per cent.

Sad Irons.

Mrs. Potts, " per set 0 85 0 90

N. P. " " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c.

Emery, per quire 55 90

Sash Cord

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50

Foot, " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" " " 72½ " " "

" F. H. Brass 75 " " "

" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz 3 25 4 00

Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's, dis. 60 p.c.

Etna, dis. 75 @ to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shot.

Canadian, dis. 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent. to 40 p.c.

Sieves

Wood Rim, black, p. doz 1 15 1 35

" tinned, " " 1 35 1 60

Tin Rim, " " 2 30 2 45

" black, " " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50

Acme, " " 3 00 5 00

Lock, Andrew's " " 4 50 11 50

Soap

Sapolia ½ gross boxes 3 25

" ¼ & ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons, per gross 7 50 12 00

Dessert " " " 21 00 30 00

Table " " " 30 00 30 00

Dessert Forks, " " 24 00 30 00

Medium " " " 27 00 30 00

Table " " " 36 00 30 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 25 50

Hindustan, per lb 0 06

" Slips, per lb 9

Labrador, per lb 0 13

" Axe, " " 0 15

Turkey " " 0 50

Arkansas " " 1 50

Water-of-Ayr " " 0 10

Scythe, per gross 3 50 5 00

Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimble, blue, dis. 35 p.c.

" tinned, dis. 45 p.c.

Swedes' iron, blue or tinned, dis. 42½ p.c.

HARDWARE

SIMPSON, HALL, MILLER & Co.,

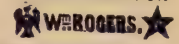
16 and 18 DeBresoles St., Montreal.

TRADE MARK FOR



HOLLOW WARE.

REGISTERED
TRADE MARK FOR



KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.



How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING Co.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose the above.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

British Plate Glass

FROM STOCK OR TO IMPORT.

Estimates for all sizes delivered anywhere in Canada. Experienced glaziers sent to set same when required.

MANUFACTURERS OF

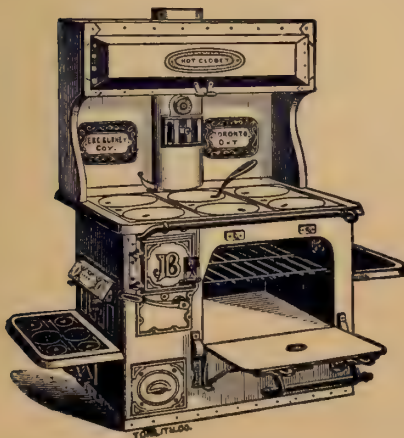
Art Stained Glass for Every Purpose.

McCausland & Son,

76 KING ST. W., TORONTO.

Telephone 1112.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

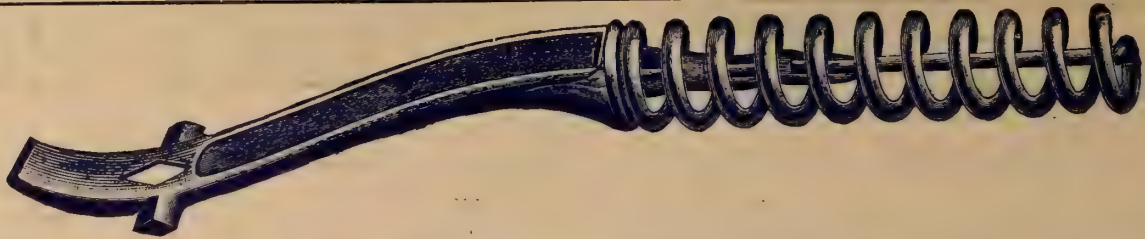
262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

—FOR—

Telephone,
Telegraph and
Electrical purposes.

—FOR—

Nails,
Rivets
Mattresses,
Brooms,

Also WIRE NAILS and WOOD
SCREWS.

COPPER WIRE !

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.



Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.

OCT. 10, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

— TO THE TRADE. —

Blacksmiths and Carriage Makers'

Anvils, Vises.

Stocks and Dies, Screw Plates, &c.
Bolts, Bar Iron, S.S. Steel.

RICE LEWIS & SON, LIMITED. TORONTO.

TULLOCH & CO'Y,

Manufacturers' Agents and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian
firms interested in any of the above
lines

CONSIGNMENTS OF PRODUCE SOLICITED.

edw

TAPER TOOTH.



Write for Prices or Telephone 5120.

—: THIS SPACE :—

—BELONGS TO—

The Chown and Cunningham Co'y

— OF —

KINGSTON, ONT.

THOS. DAVIDSON & CO.,

Western Agents.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, OCTOBER 10, 1891

No. 41

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

SO-CALLED "PURE" WHITE LEAD.

The trade ought to keep in mind the purport of the legislation passed at last session of parliament, prescribing the composition of white lead that is entitled to be branded "pure." That term, it must be remembered, has now to be used advisedly. The penalty for using it upon dry white lead that is more or less than basic carbonate of lead prepared only by corrosion of metallic lead is \$100; the same penalty is imposed for labelling white lead in oil as "pure" or "genuine," if the mixture is other than 90 or 92 per cent. of lead to 10 or 8 per cent. of oil. As a resort for price-cutters, the use of the epithet "pure" or "genuine" on packages of impure lead is now a more costly one than it was a year ago. Last year the cause of unadulterated lead was upheld by the Association, whose members agreed to put no stock on the market below the standard referred to above. The honor of the manufacturers was sound as far as it was pledged, but makers not in the association were free, if they chose to descend to such a practice, to represent as pure that which was adulterated. The punishment for a breach of the Act passed last August is not only for the manufacture but also for the sale of such fraudulent stock. Dealers ought therefore to beware lest they get into trouble with spurious white lead. Large quantities of impure stock are said to have been sold some weeks ago. There is just a possibility that innocent traders may be made the scapegoat of fraudulent manufacturers. It ought

to be kept in mind that adulterated lead was made to sell at lower prices than makers of pure lead could afford to sell at. When any quotation rules very low as compared with the normal market price, the trader has a right in his own defence to satisfy himself that the lead is pure before he buys much of it. It is not always safe to depend upon a sample, either. When the law is so strict in the matter it is but prudent for the trader to be very exact. He ought to be on the lookout for the best quotations obtainable, but he ought to be assured that he is not exposing himself to the danger of a prosecution and the liability to pay a fine of \$100. The law will be enforced. Customers may now have recourse to it to punish a trader who has sold them worthless lead. The trader dare not bring a man into court to force payment of account from him, if any item in that account can be shown to correspond with a sale of white lead falsely branded "pure." The debtor could retaliate with a vengeance. If the account be not much over \$100, it is safer to let it go than to be put in for \$100 and costs for violating the act relating to false marks. The consumer in past times had no redress. He was merely a victim of cheapness. Nowadays, if there are to be any victims, the trader will most probably be prominent among them. The consumer might be dissatisfied with the worthlessness of the lead he had used, but before this Act was passed he simply had to grin and bear it. Now he can bite as well as grin, if the stuff does not stay on. Honest manufacturers had no redress either against adulterators, but now they have and they are to be blamed if they do not take it against men who have systematically resorted to the debasement of the commodity to cut prices. Not only is there the inducement of retaliation to lead the consumer and the upright manufacturer to seek the punishment of dealers in illegally branded white lead, but also there is the inducement of half

the fine to lead other people to be detectives or informants. The law will evidently be carried out. The Act was quoted some weeks ago in **HARDWARE**.

The following circular has recently been issued by the White Lead Association:

"The members of the White Lead Association of Canada consider it to be in the public interest to publish a copy of the "Act in restraint of fraudulent marking" as passed by the Dominion Parliament and assented to by the Deputy Governor General on 28th August 1891, and which since that date has been law. The Association looks upon this act as a fit crowning to all their efforts for the past three years to furnish consumers with a pure and unadulterated lead. The standard of quality as fixed by the Association has been accepted by the Government and is therefore in strict conformity with the act. It is of the utmost importance that dealers be assured that they are not unwittingly violating this Act, and the only effective protection is to buy such lead as bears the label of the Association. The members of the Association in addition to the penalty prescribed under this Act are also bound toward the Association in a heavy forfeit, secured by a deposit in the hands of the secretary, should any lead ground by them be found to be adulterated. A. J. Somerville, president; John Hyde, secretary."

The members of the Association are: Ontario Lead and Barb Wire Co; the A. G. Peuchen Co., Limited; Toronto Lead and Color Co; Sanderson Percy & Co, all of Toronto; Baylis Manufacturing Co; Fergusson, Alexander & Co; Montreal Rolling Mills Co; McArthur, Corneille & Co. and A. Ramsay & Son, all of Montreal.

There is undoubtedly lead on the market which violates the Act in Restraint of Fraudulent Marking. There are also detectives on the lookout to "spot" the holders of such stock. This Act opens up another opportunity for men of that calling to make a little money in dull times, for half the fine goes to the informant. Dealers who possess stock that they have reason to believe falsely branded, should send a package to the President or the Secretary of the Association to have it tested.

TIN PLATES OVERSOLD.

Rumor has it among the iron and metal brokers in Montreal that there has been some over-selling of tin plates recently by British makers to several importers at that city. It is said, also, that the latter gentlemen are the very ones who will force delivery, so that the English seller in such a case cannot be in a pleasant position. The conditions, too, prevailing at the moment make this more obvious. It was expected that the enormous shipments to the United States last summer would prove ample for all requirements, and the expectation during the summer was that we should have cheap plates this fall. But the enormous demand for tin for fruit canning purposes south of the line has made a big mark in the heavy stocks there, while in Canada also the canners will want quite a lot of tin. Buyers on this side, therefore, will be sure to force delivery of purchases, and if some of the Welsh makers are really oversold to the extent of 10,000 boxes, for September shipment to Montreal, they will have every reason to regret that they neglected their Canadian orders. The plates will have to come here after the close of navigation, and it is safe to predict that the extra freight will not come out of the pocket of the Canadian buyer. Some makers are said to be two months behind with their orders, which means that the tin will have to pay winter freights—tantamount to 6d. per box out of the pockets of the shippers. Present stocks of tin plate are small in Montreal, and some buyers are beginning to get anxious about their supplies. Owing to this, therefore, there is more doing for future delivery, and some round sales are noted in this connection, two transactions, each for 3,000 odd boxes, coming under our notice recently.

FIRMER TENDENCY OF PIG IRON.

Scotch pig iron has shown a somewhat firmer tendency of late, while some brands of it are held very firm. This applies more particularly to Summerlee for the higher brands, and Eglinton for the lower grades. The scarcity of these two for prompt shipment is the cause of the stiffness, and with light stocks here it seems unlikely that there will be any cheaper prices on them this fall, as no great quantity can it is said be had before the close of navigation. Therefore, if any is bought here after that it means a material increase in cost owing to higher freights. Advices state that there is none of either of these brands in yard in Scotland, while the make is bought ahead for some time to come, so that makers are fully occupied and will not make contracts. In fact there can be no doubt now that iron shows a stiffer tendency on the other side, so that the factors which everyone expected would induce lower values some time ago have been proved non-operative. In this case these buyers

can hardly benefit themselves by holding off, and it will be in order to expect some improvement in business very shortly. These conditions have put holders in Montreal in a more independent humor, and, as we have pointed out previously, stocks at that centre are light, so that they have some reason for being so. Anyhow they will not listen to any talk of concession, and Summerlee, which is a leading brand, is held firm at \$22, while the great bulk of present small stock is restricted to very few hands.

THE FAIRS.

Taken all in all, this autumn's fairs ought to be the best ever held in one season in this country. And, judged by the reports that come from the various points at which they are held, they appear to be the best the country has ever had. The reasons why they ought to be lie in the conditions by which they are favored. In the first place, there never was larger scope for a selection of exhibits, and probably there never was so high a general level of excellence in the natural products of the country. Abundance and superiority offer exceptional resources for the stocking of stalls and halls at the fair. Also manual and mechanical accomplishment is making progress, and must have more trophies to show now than it ever had. However men may differ about the economy of the present trade policy of the country, they must agree in crediting to it a very great development in the skill of many classes of artisans. Our own manufactured products are an improved feature every year at the fairs held throughout the country.

But the condition that brings crowds out to look at the fine exhibits is the glorious weather that has ruled steadily since the opening of September. Fine, bright sunny days, with an average temperature that would seem more seasonable in July, have been very plentiful, and hardly a board of directors could be unfortunate in their choice of a fair day this year. Perhaps no one now alive ever saw the trees so fresh-looking on the first of October. There was nothing to prevent their looking fresh. They had little wear and tear in the way of storms or frost to bleach or strip off their leaves. There was enough moisture in the form of heavy dews to keep their foliage refreshed. We are having a grand autumn, we have had a full harvest, and our fairs are a great success as a consequence.

It is desirable that they should be a success in the two respects of attractive exhibits and large crowds, that they may be a success as promoters of business. The fall fairs are looked to to give a start to the mass of farm produce held in first hands. They are meeting places between representatives of supply and demand. They were instituted for a market purpose, and directly or indirectly they serve the purpose contemplated in their origin. If they do not incite to many transactions between buyer and seller on the

spot, they at all events advertise what is on the market. Also, among the number of strangers who visit them or who read good reports of them, the fairs are an influence to attract population and capital to the country. They are an economic influence, and the best weather is not too good for them.

NOTES TAKEN ON THE ROAD.

W. J. Bennett, Gananoque, says his trade in paints this season has been very heavy.

E. H. Ellis, Gananoque, has done a very large business in tin work, roofing, etc., this summer, owing to the large building operations going on in that town. He does not look for any cessation before snow flies.

Mr. G. A. Richards is one of Guelph's prosperous hardware merchants. Speaking of the trade in binder twine, he says it has been very unsatisfactory, and he does not think the retail trade have made any money handling it this year. He knows he has not, but his trade in hardware has been good.

The Guelph Carriage Top Co. have reduced their working force about one-half this month, it being their dull season. By the first of January they will be in full swing again. Their North-west trade has been heavy this year, and like all manufacturers who have sent goods there, they look for such a general "cleaning up" of paper this fall as will make prospects bright for the coming year.

G. M. Bond & Co., Guelph, are no doubt one of the largest and wealthiest hardware concerns outside of our large cities. In conversation with Mr. G. M. Bond a few days ago, he expressed himself entirely at variance with the Globe and Mail on the blue ruin cry for Canada. He thinks the trade question will be solved by the present administration, and that an era of prosperity for Canada has come to stay.

Hume & Co., Galt, are well pleased with HARDWARE. Mr. Hume is a great reader, and never neglects to take any publication that he can receive benefit from, but as he puts it, he must be the judge after a trial. It is such men, grown gray in business, that put to shame many young men nowadays, who say they do not have time to read. The latter class of men not only lose the opportunity for learning but they economise the truth when they say that they have not the time to improve themselves.

The McKinnon Dash Co., Buffalo and St. Catharines, will add hardware specialties to their St. Catharines branch at the beginning of the new year. They have made large additions to their works there, and with the splendid power privileges they have they are bound to succeed in anything they undertake.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

FALL ACCOUNTS.

In this month the country merchant usually makes out the accounts of his credit customers. When the debtors are numerous and the accounts lengthened out by a great many small items, the task is no easy one. Where the trader is short-handed and has to make up his books by the light of the lamp, the difficulty of getting all the statements made out is sometimes very great. Stock-taking is not a more dreaded process. The making out of accounts is itself a species of stock-taking: the list of accounts rendered being an inventory of the whereabouts and the various amounts of the portion of the trader's capital that is held on a credit-tenure by his customers. There ought to be some satisfaction in the drudgery this year. The statements will be more likely to be followed by early and full payments than those of many past years. Taken from one end of Canada to the other, the crops are probably as good as were ever raised in the country. The basis of sufficient means, therefore, to pay the accounts of the country merchants is not wanting, though the conversion of products into money may not be generally negotiated as soon as desirable.

A good big sheaf of country store accounts is undoubtedly valuable property this year, and in a farming section ought to represent 100 cents on the dollar. But there are other claims on the crop. A large amount has to go for interest on mortgages, to pay for buildings, farm implements, etc. There are many other creditors besides the country merchant waiting for the first movement of the grain crop, in order to change notes or accounts against farmers into cash. The merchant ought to be in ahead of everybody else. He should not be put off until the whole crop has been marketed and the proceeds transferred to the hands of implement men, note-shavers, etc. Accounts ought therefore to be made out and delivered, with the modest request that payment shall be made in a few days. It will not do to wait till the farmer asks for his account. Some traders have rather a slipshod habit of letting their books go to seed, as it were, simply charging for what is bought for future payment, and crediting what is given on account, never having clear ideas as to how this or that customer stands. Of course they lose money. The rule of making out statements of all, even the most petty, accounts on the books, ought to be rigidly followed at this time of year. When the customer gets his bill he should also be led to realize that prompt payment is the thing expected and desired. Scores of people receive their accounts without taking to themselves the hint that they are wanted to come down with the ready cash for the balance due. They frequently feel that the trader would not insult them by sending them a dun, but as he has a rule of making out accounts at this time of year, he simply hands them theirs in a formal sort of

way. Then the matter is let go. The trader can get credit, and can afford to give some. They are good for the amount any time, and it's all right. There are plenty of people who could pay their accounts almost at sight, who are an unreasonably long time paying them, simply because they have this easy way of looking at their indebtedness. It might awaken some conscience in them if they knew how exact the grocer's creditors are. The suggestion of early payment ought to be the postscript in every account.

A class of account more difficult to collect than the farmers' is that of the workmen, mechanics and small tradesmen of the hamlets and villages in which country stores stand. Many of these are supposed to have something due them from the farmers at this time of year, and so ought to be served with statements now. Their accounts are supposed to be kept within narrower limits than the farmers', as their means of livelihood are generally taken up concurrently with consumption, so that there is less to look for from them in the fall. Such accounts ought at no time to represent any great amount of money.

To some customers the merchant hands his statement of indebtedness with almost as much fear and trembling as the tailor experiences when he comes to try the finished coat on his most mulish customer. The trader knows beforehand that the debtor or the debtor's wife will vehemently declare there are things in that bill which were never received, or which, received, were paid for at the time. There are no means of proving the truth of the statement of account save by the merchant's books, and the books, the protesting debtor will affirm, have been stuffed with entries here and there that there was no corresponding business for. And let one protesting debtor whisper his suspicions to some other debtor, and there will soon be other protesters. This is one of the vexations of the credit system. The merchant carries the farmer all year, gets no thanks at the time, and gets abuse very often when the account comes to be settled. Pass-books or coupons ought to be used in every store where a credit trade is done. They keep the debtor reminded as to how fast his account is growing, and they furnish a check not only upon the entries in the merchant's books, but also on the reckless declarations that this or that particular item is wrong.

GOODS ON "APPRO."

In view of the extent to which this practice is carried on in some branches of the trade it is probable that the system and its practical results ought to be more fully considered than they have been hitherto. The plan is not one which is generally adopted in all departments of the ironmongery business, fortunately, but it is extensively practised in certain branches, and it is pretty generally held that it carries with it more or less mischievous consequences. The system seems to be generally favored in the

jewellery and some other industries, and it is probable that, so far as ironmongers are concerned, the custom has been most largely observed in connection with a branch, which may be deemed a near connection of jewellery. In other branches of business, we are aware, the same plan is in use, but for the most part it may be said to affect only such departments as are of some bulk in relation to a good ironmongery business. Those who favor the idea, and some even who have adopted it, hold that the system is one which offers many advantages to the retailer. They urge that it enables the man whose capital is small to make a brave show of goods. It fills his window for him with more or less attractive goods, and as the articles thus advertise themselves, the idea is that it leads to much more business than could be obtained in any other way by the same trader. For the manufacturer the advantages claimed are that by this method of procedure he virtually obtains show-rooms in various parts of the country, the rent, rates, and taxes of such show-rooms being paid by the shopkeeper and not by the manufacturer, in addition to which the shopkeeper takes the risks of fire, damage, and deterioration upon his own shoulders. According to this presentment of the case, which does not pretend to be other than brief and cursory, it would appear to follow that in return for peculiar terms of credit, and the privilege of showing a large amount of stock which does not belong to him, the ironmonger incurs some rather serious liabilities and runs some awkward risks. Whether he is warranted in taking these burdens upon his shoulders we do not profess to be able to say. Quite apart from the system adopted by any particular firm or firms (it being, we hope, quite unnecessary to observe that we do not in any sense allude to isolated or private transactions, but to the "appro" system as a whole) we are disposed to think that there are grave objections to the practice, not only by those who have adopted it, but also on the part of those who are outside of, but affected by, it. As a mere phrase, "sale or return" may sound well. In a few instances, which will readily suggest themselves to most of our readers, it may be just and even necessary; but when applied to what should be plain every-day transactions, it appears to us to be out of place, and likely to lead to mischief, or even to disaster. As we have seen lately in the Cardiff safe case, it may lead to serious complications, and, as in that instance, to an expensive lawsuit. It must be awkward for the manufacturer, who can hardly tell at any time what his property is and in what condition it may be; whilst to the retailer, it is easy to conceive, it may at any moment become a burden too heavy to be borne. Perhaps some of our readers may have views on the subject which they would like to express through our columns. If so, we shall be glad to hear from them.—The Ironmonger.

THE PATRONS' OPPOSITION TO COMBINES.

In the following letter which appeared in the Empire last week Mr. F. E. Tobias, Hamilton, gives utterance to a few truths that cannot be too widely scattered among consumers and traders:—

SIR,—Under the heading of "London News," dated 23rd inst., there appeared in your columns recently a brief account of a meeting of the grand court of the Patrons of Industry of Ontario. I would beg space for this letter in connection with this institution.

In the first place I would draw attention to the remark of President Kennedy, who stated that the farmers of Manitoba "were very anxious for organization against monopolies and combines." Ye gods! I wonder whether the majority of your readers are aware that this organization is one of the wickedest combines that exist? Their very title is a satire, for the only industries they would patronise are their own. Their mode of procedure at present is to get some fool to sign a one-sided agreement to supply them goods at 12 per cent. advance on invoice cost, and they only agree to trade with him on this understanding, whilst they are not bound at all. Now, in the first place, and on the face of it, it is absurd and unbusinesslike. For what man can invest his capital, pay freight, rent, taxes, insurance, allow for shrinkages, breakages, and make other necessary allowances, and get a living at 12 per cent?

Would these "highly intelligent" individuals like to sell their produce on the same basis? If it cost them 75 cents a bushel to raise wheat, would they like to sell it at say 84c.? Why, they would rise in rebellion! If it cost them 8 cents to produce one pound of butter, how would they like to accept 9 cents a pound for it? The trouble is that very few of them know what 12 per cent. advance means. Some of them do, but the majority do not.

Why, sir, the farmers belonging to this monstrously unjust society in the county of Monck have openly declared that they would crush out the merchants of Dunnville! And in Haldimand one of them the other day said they were going to "do away with the commercial traveller and his top buggy and make them work as they (the farmers) did." As a traveller, let me tell that man that we work every bit as hard as they do, and put in from three to six hours a day more than they. So short-sighted are these "anti-combine" patrons that they cannot see that by endeavoring to kill off everyone's business but their own, they will, if successful (which is doubtful), kill themselves; for, if everyone is to be a producer, who will consume the surplus produced, and, if no surplus be produced, how can a community thrive?

The fact is the farmer has been spoiled and petted by the merchant until the former has become "too big for his boots," and the latter is perfectly frightened to take a firm

stand when necessity should compel him to do so. Too much and too long credit have been the leading factors in this, and new countries opening up in the west have had a tendency to reduce prices in older settled parts. Had the men in the latter parts managed their affairs to suit the times, all might have been well; but instead of curtailing expenditure, they went on and on, buying superfluous machinery, etc., till they got head over heels in debt, and when, now, they recognize the necessity of economy, they expect the merchant who has trusted them, and fed and clothed them, to do the economizing for them. Gratitude they do not recognize, but they will turn and sting the hand that helped them! Truly has it been said that "Man's inhumanity to man makes countless thousands mourn." Whilst there are many good, honest and capable farmers, there are many more who are the opposite, and they are to be found most prominently in such associations as the P. O. I. Not capable of managing their own affairs successfully, they attempt to regulate the affairs of others.

To the merchants I would say, stand firm; do not be bullied or "bluffed" into any such undertaking as they expect of you, and the natural end of this association will come as surely as the end of the Grangers came in disaster and death to the institution. Apologising for the length of this communication,

I remain yours, etc.,

F. E. TOBIAS.

SURPLUS STOCKS OF TIN PLATE.

There have been so many conflicting reports as to the amount of tin plate in stock in the United States, that one of the largest handlers of the article in the West, the Excelsior Manufacturing Company, St. Louis, instructed their New York brokers to make a searching inquiry, and advise them of the actual condition of the tin plate supply, as near as could be ascertained. This inquiry was made September 10th, last, and the reply came within a week. One of the leading tin plate and metal brokerage firms of New York wrote as follows:

"Of course the entire future of the tin plate market hinges on what the surplus stocks are here, and ever since July 1st, when the new tariff went into effect, we have covered this point. There is nothing to add since our circular of July 1st, a copy of which we herewith transmit you. The figures contained therein are not a matter of opinion, but are actual facts, the same as the consumption of the country is an actual fact. We think that the stock of charcoal ternes is larger, in proportion, than any other kind of tin plate. Our impression is that the stocks of charcoal ternes may be sufficient to carry us for three months, but certainly for no longer, and if we had an average trade we could supply but two months' stock. It would be interesting to know

who it is reports that there is a year's stock in the country. We presume it is the daily newspapers, for it certainly cannot be anyone in the trade who knows anything about the matter."

The circular above referred to states that the amount of surplus stock imported from England, coming in under the old duty, extending from January 1st to June 24, 1891, amounted to 4,210,172 boxes. Shipments from January 1st to July 1st, 1890, were 2,233,514 boxes. Shipments from January 1st to July 1st, 1891, were 3,010,064 boxes. From this statement it will be seen that shipments this year showed an increase of 1,976,658 boxes over 1890, and an increase of 1,200,000 boxes over 1889, but this is a misleading statement, as in 1890 our imports were smaller in first six months and made up with a larger amount of imports in the last six, while in 1889 they were very large in the first six months, and averaged up very small the last six months. Therefore, the only fair comparison is to take the average for each of these years. That average, the circular continues, is as follows: Average shipments for 1890 were 440,940 boxes per month, and the average for 1889 were 470,680 boxes per month. Our average shipments, for 1891 were 701,528 boxes per month, or 320,848 boxes per month in excess of 1889, and 260,588 boxes per month in excess of 1890. In other words, 385,088 average total excess imports over 1889, and 1,563,528 average total excess imports over 1890, for the six months. Taking the consumption of this country for the present year as being the same as 1889 and 1890, it shows that our surplus imports are equal to three months' consumption. "We have gone through this point fully," the circular proceeds, "for the reason that there is a widespread opinion that there is an enormous surplus stock of tin plate in this country, while the surplus stock is apparently equal to three months' consumption. It is, in reality, decidedly less, as it consists of all kinds of stock, the accumulation of years in England, which has been transferred to America to be carried here in stock as long as it has been accumulating in England. The stock contains a large proportion of sizes and grades for which there is a limited demand, and we feel confident we are safe in estimating that fully one quarter of our surplus stock consists of these kind of plates, which are, for the present, useless, for the want of a general demand. Also, in our opinion, a scarcity exists in a great many leading sizes and grades that are also used in large quantities by consumers, and this will be fully demonstrated in the near future. We predict that there will be an immediate and gradual importation of tin plate in spite of the McKinley duty, and it would be scarcely rational to expect American manufacturers to supply the demand in the very infancy of the new industry."

These are facts that should set at rest wild statements as to the condition of the tin plate supply in the United States. The figures are based upon inquiries made by one of the best posted brokerage firms in the country, and can be safely relied upon as giving a nearly accurate statement of the surplus visible supply of tin plate, that can be depended upon.—Stove and Hardware Reporter.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.



DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.F.G.

TRY IT.

STEEL VS. IRON.

It is the general impression in trade circles that the quality of the manufactured iron now made is improving. Consumers are more exacting in their requirements, the practice of testing has grown quite general, and greater intelligence now prevails among all classes of manufacturers. More attention is paid to the scientific features of the business. Chemical formulas are no longer regarded with contempt. Raw materials are purchased with some discrimination, the effects of different fuels are carefully noted, and rule-of-thumb has to a great extent given way to the application of exact knowledge. The gradual disappearance of old iron rails from rolling mill stock piles is also a matter of no small consideration in this question. As long as they were plentiful and cheap there was a constant temptation to use them, as their conversion into other forms of iron was so easy and comparatively so inexpensive. The passing away of the old rail era together with the growth of scientific knowledge relative to iron making, could not fail to effect a marked improvement.

This improvement has been especially noticeable in the manufacture of bar iron in the West. For example, common bar iron of western make is no longer the despised article that it was but a few years since. At that time a storm of indignation was evoked when the charge was made that a Chicago fire-escape manufacturer was using common bar iron in building structures upon whose strength many lives might depend. The common bar iron now made easily meets the requirements of agricultural implement manufacturers and has further been known to endure the exacting tests of the most rigid railroad inspectors.

Notwithstanding this array of argument, apparently proving that the quality of the iron now made is better than ever, it is the opinion of experts that the limit of improve-

ment has been reached, unless consumers are willing to pay greatly enhanced prices. Further improvement in quality is to be gained by reworking, thus making the product more homogeneous, but decidedly more expensive. In this event, however, the consumer naturally turns to steel, which will meet his requirements at a less price. The quality of steel is said to be steadily improving, and, unlike iron, it has a free field which it will enjoy until some other metal or alloy is found possessing greater merits and is available at a reasonable price. The improvement in the quality of the steel made in the past five years is very remarkable. No longer are complaints made of the mysterious cracking of steel plates, but steam boilers are now almost universally made of steel, and iron ships have completely given way to steel ones. The manufacture of reliable steel plates is no longer confined to one or two works in this country, in which the process almost seemed to be a trade secret, but there are upward of a dozen of them, all ready to meet the most severe specifications, which would be impossible of execution in iron except at very much higher cost.

In other branches of the steel trade the number of manufacturers is constantly increasing and the excellence of their product is a matter of wide comment. Who can make good thin steel sheets? was once a live question, but it has now almost changed into, who cannot make good thin steel sheets? In heavy forgings iron and steel have for some time been struggling for the mastery, and each has its advocates. The iron manufacturers say that they find the quality of the scrap now in the market so irregular that they can no longer depend upon it and they will only guarantee their work when made from reworked muck bar, which is necessarily expensive, and the result is that they are themselves turning to the use of steel. In fact, the inference seems to be unavoidable that steel is making greater headway than ever in all branches of trade in which reliability and excellence of quality are sought.—Iron Age.

A FUGITIVE FROM HIS CREDITORS

A prominent wholesale iron and steel merchant, Mr. Jean Le Tourneau, of 259 St. Paul street, Montreal, is missing, and some of his creditors are looking for him. He has been missing for nearly a fortnight, but the fact was not known until the 1st inst. Then it was discovered that he had left the city, leaving his wife and three children behind. The discovery was brought about by a note of his, endorsed by a member of the firm of Le Tourneau, Fils & Co., going to protest. It is supposed that Le Tourneau has gone to Louisiana, and it is also thought that he may go over to France. Le Tourneau left here for France some twelve years ago and returned in 1886. He started in business by purchasing the bankrupt stock of F. X. Gougeon from his father, who is at the head of the firm of Le Tourneau, Fils & Co., (limited) at 100 cents on the dollar. Le Tourneau had very little money when he started, and his business losses are said to have amounted to \$20,000 in the last five years. His father has guaranteed the full amount of his line of discount in the Banque du Peuple, which amounts to \$20,000, but it is understood that this paper is perfectly good. Liabilities, direct and indirect, are in the neighborhood of \$50,000, while the assets will not amount to over half that amount. Le Tourneau, Fils & Co. are direct creditors to the extent of \$7,000. Two years ago it was decided that Le Tourneau should liquidate his business, but this was not acted upon. The creditors are now taking stock. Judge De Lorimier has called a meeting of the creditors for the 10 inst., in compliance with the petition of C. H. Le Tourneau & Co.



BANNERMAN'S PATENT PHENYLE.

We have examined Bannerman's Patent Phenyle and feel satisfied that it has great merits. It is a well-known fact to the public that an article of this kind is greatly needed. It is a saving to everyone to prevent disease if possible, and by the use of this disinfectant much trouble and money may be saved. Every household would be benefited by its use, and more especially all public places. Although great care may be used, we know that many of them are rank, bad and unsafe. This article comes well recommended by all the best people of Chicago and by many cities in the South, where it has done good service, and it bears testimonials from their various boards of health. It is not only a disinfectant, but it is a germicide and deodorizer. Mr. Alonzo W. Spooner, of Port Hope, is the sole proprietor and manufacturer for Canada, and we wish him every success. This article will be handled by the hardware and general stores, same as Paris green, etc.

CASH AS AN AVAILABLE ASSET.

Promises to pay are sometimes good. Cash in hand is always reliable. Book accounts, no matter how good they may be, will not pay a bill or take up a note when it falls due. Having too many accounts "good as wheat" has ruined many a man, for the simple reason that he could not realize on them at the time when he needed money the most. It would seem impossible to do business without credit; but all business need not necessarily be done on a credit basis. Keep a supply of ready money always on hand, no matter what the temptation may be otherwise. This is an absolutely safe rule for all business men. Occasions may arise, and often do arise, when cash, and cash only, will do the talking. During a stringency in the money market, and in times of panic, it is the man who has the cash who is master of the situation. Instances are known where millionaires, many times over, could not raise money on the gilt edge securities. The great firm of Baring Bros., one of the oldest and wealthiest banking firms in the world, got into trouble because they had too many "securities" and not enough cash. And so it is likely to happen with every business man, if he neglects this all-important matter of ready money. Any man may be a shrewd investor and money maker, and yet a spendthrift, not in the sense that he throws his money away, but for the reason that he has it all "invested" when his cash drawer should be full of coin. It is a bad, and, oftentimes, a ruinous system of doing business, to have one's entire capital tied up in stocks and bonds, or merchandise and book accounts. Never fail to keep a good cash balance in one or more banks, when misfortune is much less likely to overtake you.—Ex.

PAINT TRADE PROSPECTS.

Paint is probably the only actual necessity of modern civilization that is classed among luxuries, and fortunate it is for the manufacturers and distributors of this very necessary product that every one does not look upon it as something that can be dispensed with until conditions and circumstances make its use easy. The conditions upon which the use of paint is too often predicated, is an abundance of money among house owners, and time in which to apply the color. It does not seem to occur to these people that it is quite as necessary to protect their property with a good coat of paint as to shield their own persons from the attacks of the elements, the majority of them apparently believing that the only use of paint is to make the buildings to which it is applied bright and attractive.

Hence the paint trade is one of the first to feel the effects of a stringency in the money market, and one of the last to recover from the effects of such a contingency. However, there are better times in store for the paint and color manufacturers. The conditions were never more favorable for a large consumption of paint. The farmer, who has been putting off the painting of his barn or homestead from year to year, because he thought it could wait until he got better returns from his crops, is now beginning to consider the advisability of calling in the local painter. The farmer has had such harvests as he has not known in years, and he is going to have lots of money as soon as his crops are harvested. Not a little of this wealth will go to the painter. But it is not alone in his direct use of paint that the farmer will benefit the paint trade. He will have money to spend in other directions, which will enable others to patronize the paint dealer, and thus it will go through the various ramifications of trade. The paint manufacturer will have his share of the general prosperity.

His part of it may not, and probably will not, come this year, but if precedent counts for anything, next spring there should, and undoubtedly will, be an era of prosperity in the paint trade such as has not been experienced in many years. At present paint and color manufacturers are suffering from overproduction at home and increased competition from abroad. The revised tariff has not been as beneficial to color makers as it has been to some other lines of trade, and the narrow margins upon which the manufacturers now have to work in many instances, makes the paint trade, under the existing dull conditions, anything but profitable or satisfactory. Therefore every one is looking hopefully forward to the spring of 1892, when, if all signs do not fail, they should do such a business as will go a long way toward balancing the several successive bad seasons the trade has been called upon to face.—Oil, Paint and Drug Reporter,

A WELDLESS STEEL CHAIN.

A few days ago we published an account of an experimental demonstration at the works of the Patent Weldless Steel Chain Company of the manufacture of the speciality for which the company has been formed. On that occasion the process, which consists of punching the chain out of a steel bar rolled in the shape of a rectangular cross, was successfully demonstrated up to the last operation, that of separating the links from each other at the bosses. The method then adopted for this was torsion, and the chains operated upon broke. The inventor of the process had now adopted another method, which was demonstrated yesterday with perfect success. The rigid chain is run between a press which is V shaped top and bottom. The links while rigid are at right angles each to the other, the press comes down between them in the angle and squeezes them together. Fitting into the angle the whole force of the pressure is thus concentrated on the neck of metal which connects the links. The first pressure all but effects the separation, and when the links are repassed through the press and forced back to their original position, the separation is completed, the fracture being as clean as if it had been cut with a punch. Not only is this new method a reliable one, but is more speedy, and it does away with all danger of flawing the links, a danger that was more than a possibility with the superseded process. Having thus obtained his chain the inventor of the process has devised a very fine method for finishing it. Without going into details, it may be stated that by pressure each link is moulded so that the chain is turned out as a solid stud link one, and the bosses are thickened considerably to make the life of the chain longer. The advantages of a chain of this description need not be dilated upon; those who use chains will perceive them. There is, first, the weldless link of steel, then the solid stud—an integral part of the link—also the thickened wearing parts and the perfect shape, every link being fashioned to gauge. The officials claim that a half-inch chain made in this way has a higher breaking strain than an open link inch cable, and weight for weight, a weldless steel cable is something above 30 per cent. stronger than the best stud link welded cable. The practicability of M. Rougier's patent having been thus successfully demonstrated with the experimental machinery at the works, the company now will proceed to lay down extensive plant so as to put their chains on the market as soon as possible. The inventor has already all his plans completed, and the whole of the processes through which the steel bars go will be automatic, with two exceptions, these being that in which the links are separated and that by which superfluous metal is removed. In each of these the presses will be fed by hand. In the Birmingham district, which is so largely engaged in the manufacture of chains, the operations of the company will be looked forward to with a commensurate degree of interest.—Birmingham Gazette,

—USE THE—

STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences; Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C. Clarkson, F.C.A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

Do You Sell Paint ?

If you do, you should have in stock,

CARMINETTE.

A color renowned

THE WORLD OVER.

Only agents for this country,

WALTER H. COTTINGHAM & CO,

56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.



Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

**We manufacture High
Grade Knives only.**

Send for Prices.

**The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.**

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware

Specialties, Iron Pipe, Hot Water

Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

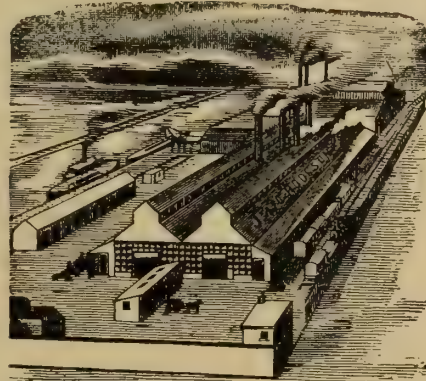
WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

All Sizes from 1-4 in. to 2 in.
inclusive.

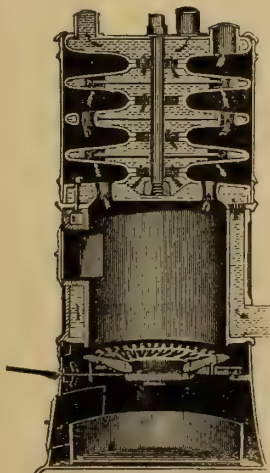
BEST PIPE IN THE MARKET.



WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



—THE—

"Acme"

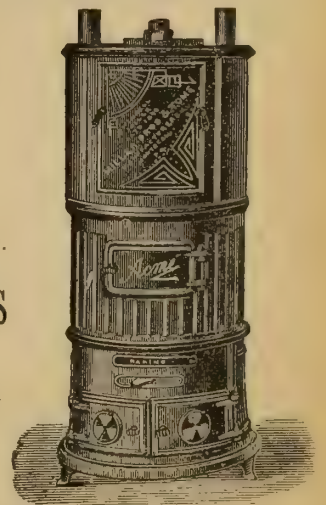
HOT WATER BOILER
STANDS AT THE HEAD.

**MILLER BROS. & TOMS
MONTREAL.**

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,

AGENT.



COW TIES.



OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout.
There is no other chain on the market that will compare with these chains for strength, lightness
and handsome appearance. We confidently believe that our ties of a given number are fully equal in
strength to a size larger of any other make on the market.

If you have not yet tried **THESE COW TIES** SEND FOR SAMPLE half-doz. and discounts.
Manufactured by **THE B. GREENING WIRE CO., Ltd.,** Hamilton, Ont.



The Patrons of Industry have opened out three supply stores at Dunnville.

Steel water pipes will be used in Paris in making an extension of the present system.

The Gilmour Company will establish car works in connection with their business in Trenton.

Mr. J. H. Randall is opening out a new stove and tinware store in No. 27, King street, near the market, St. Catharines.

Another by-law providing for the storage of coal oil within the city limits has been passed and made law in Hamilton.

The members of the Hamilton branch of the Commercial Travellers' Association will meet shortly to arrange for the annual ball.

Mr. Thomas Drake, formerly a member of the firm Ramsay, Drake & Dods, paint and oil merchants, Montreal died at St. Catharines on the 29th ult. in his 52d year.

Plans have been prepared for a new warehouse on Wellington street, London, for the McClarey Manufacturing Company, to be 62 by 100 feet and four storeys high.

M. Harvey O'Loane, of H. M. Green's hardware store, Ridgetown, Ont., has secured a lucrative position with a wholesale hardware firm in London, Ont.

Mr. David Edgar, foreman of the Kingston foundry, was the victim of a painful accident the other day. A piece of red hot iron fell from the cupola and struck him on the left eye.

The St. Catharines council has passed a bylaw granting exemption from taxation for ten years to Patterson & Corbin, who agree to pay not less than \$8,000 annually for wages during that period.

Woodstock will vote on a bonus of 25,000 to Stewart Bros., who propose to establish a stove manufacturing industry there. The probable annual expenditure of the firm will be from \$40,000 to \$50,000.

Brown, Smellie & Co., general merchants, Russell, Man., have decided to enlarge their premises, their business having increased to such proportions; their present accommodation is no longer sufficient.

It is said that T. L. Snook, Kingston, will appeal against the decision given by Judge Rose in the case of Green vs. the Canadian collecting agency. The appeal will be heard in the court of Queen's bench.

The Oriental Traders' Company of Vancouver, will shortly open a warehouse in Toronto, where they already have an agent, which will be the distributing point for their trade in the eastern provinces. They also contemplate establishing a branch warehouse in Victoria which is deemed necessary to

secure the advantages of shipping by the Upton Steamship Line to and from the Orient.

Mr. A. A. Dion, for some time superintendent of the I. C. R. electric works, Moncton, N. B., has accepted the position of manager for the electrical firm Ahearn & Soper, Ottawa, and secretary of the Ottawa street railway.

A New York paper published photographic fac-similes of receipted bills for arms shipped by prominent firms in this city to Balmaceda and the Congressionalists. The firms named were apparently willing to deal with either party alike, if there was profit in the business.

Mr. C. Killer, who was formerly engaged in the hardware business at Emerson has gone to Winnipeg to carry on business as representative of M & L. Samuel, Benjamin & Co., hardware and metal merchants, Toronto. His headquarters will be at room 1 McIntyre block.

H. Bedington, of Toronto, representing the Commercial Travellers' Association of Canada, met representatives of the Northwest association in Winnipeg, on Monday evening, and submitted a scheme for the affiliation of the two associations, one advantage of which to the Northwest men would be that they will get three times more insurance than as a separate body. After the Toronto delegate withdrew a private meeting was held, and after a full discussion the representatives decided to recommend the acceptance of the offer at a general meeting to be held shortly.

Letters patent have been issued, incorporating William Christopher Isle, of the city of New York, manufacturer; John Argall, of Three Rivers, mining engineer; William Robinson, gentleman; Arthur George Cunningham, gentleman, and Victor Elvelyn Mitchell, accountant, of Montreal, for the purposes of manufacturing and dealing in paints and colors, dealing in minerals generally and of doing all such matters and things as may become necessary and incidental to the attainment of the foregoing purposes, by the name of "St. Maurice Metallic Paint company" with a capital stock of \$15,000.

Mr. Flynn, master mechanic, St. Thomas, has received orders to build two mogul engines such as are now used on the fast express of the M. C. R. at the locomotive shops here. The boilers, however, will be from the Schenectady Works, where the moguls now in use were built. One of them has already arrived. Five similar engines are now being built at the company's works in Jackson, Mich., and it is intended to make the mogul the standard passenger engine. Those to be built here will have ten wheels and outside equalized driver brakes operated by air. The drive wheels will be 68 inches in diameter, the weight of engines on the drivers 94,000 pounds and the total weight

between 180,000 and 200,000 pounds. The building of these engines will lead to an increase of men in the locomotive department here.

The Baker Gun & Forging Co., of Batavia, N. Y., have orders for their new Baker Gun, dated as far back as March last, that they have been unable to fill. Mr. Mylcrane, the secretary of the company, says they are about to enlarge their premises, and that they hope then to push things in Canada as well as fill their United States orders.

On Saturday, September 26th, the remains of an old lifelong resident of the township of Adolphustown, universally respected, were laid at rest. John Joseph Watson has been a well-known character in the Midland district for half a century. He was born near the site of his late residence—which is a beautiful edifice on the north shore of the Bay of Quinte, with a commanding view in all directions—in the year 1816, and was consequently at the time of his decease in his 76th year. Among his classmates at the school house near by was Sir John A. Macdonald. The deceased was a successful business man, and accumulated considerable of a fortune. He carried on a mercantile business and farming combined. His broad intelligence and genial manner led him into municipal matters, and for a number of years he represented the township in the county council. He was warden of the county.

LOCAL SMELTERS HAVE NOT CREATED A MARKET.

The miners of West Kootenay are awake to the fact that the mere establishment of local smelters does not create a market for lead ores, and they are looking around for a means that will. They are of opinion that until the Dominion government increases the present duty on pig, bar and sheet lead from \$8 to \$12 a ton to a uniform duty of \$30 a ton, the local smelter owners will be unable to either run their plants continuously or at a profit, and unless another market than Canada is opened, the output of their mines will be restricted to just enough to supply the home demand, which is not large. The market hoped for is the United States; but until the Canadian duty is as high as that levied by the United States, the latter country is not likely to favor any reciprocal arrangement. The Canadian Government, if it would see the mining industry of this province flourish, should raise the present duty on lead so as to make it equal to that levied by the United States, then its commissioners to the Washington conference would be in a position to talk reciprocity on an equal footing. Petitions embodying these views have been numerous signed by the miners and mine owners of the various camps in the district and forwarded to Premier Abbott, with a request that he present them to the governor general for consideration.—Hot Springs News.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£91 17s. 6d.	£91 10s. od.
Future—	92 10s. od.	92 00s. od.
Copper, B.E.S.—	56 00s. od.	56 10s. od.
Lead, S.E.	12 7s. 6d.	12 7s. 6d.
Spelter,	23 15s. od.	23 15s. od.
Antimony,	41 00s. od.	48 00s. od.
Tin Plates—Cokes	13s. 3d.	13s. 3d.
Pig Iron—Scotch } Warrants.	47s. 1d.	47s. 6d.
No. 3 Middlesboro',	40s. 4½d.	40s. 9d.

MONTREAL MARKETS.

MONTREAL, Oct. 9, 1891.

The market for heavy material has not shown any particular improvement as far as iron is concerned, but chemicals, naval stores, oils, etc., are somewhat more active than a week ago. Values, generally, are steady enough, and it does not seem as though buyers would benefit themselves by holding off much longer.

PIG IRON.

There is no change in pig, and business seems as far away as ever. Stocks here, however, are light, and in spite of the backwardness of buyers values, generally, are fairly well maintained. Last week reference was made to firmness on two brands. This stiffness of Eglinton and Summerlee is not altered, and business has transpired in the former at \$22, while the supply of it is very light. The same can be said of Eglinton for which the ruling price is \$20, and it is doubtful if this would be cut. Other brands show no change. Carnbroe remains at \$19.50, and brands of the same grade as Summerlee are quoted at \$21.50.

BARIRON.

There is nothing particular to say in regard to this, but it is claimed that the big Eastern Corporation are now prepared to make matters interesting for their Western competitors, even in their own field, in which connection there may be some interesting development shortly. At present the nomi-

nal basis is \$2.00 for the small jobbing trade doing, but it is not unlikely that this would be cut on for a round order.

TIN PLATES.

Tin plates are unchanged from a week ago, and values are steady for the time being owing to small supplies here. In fact some people seem to doubt the likelihood of much easier prices this fall for the very good reason that makers on the other side are behind with their orders at present. We quote cokes steady \$3.65, and charcoal \$4.25.

TERNE PLATES

The demand for terne plate is small, and consequently there is but little to note in the absence of business. Values remain unchanged at \$7.75 to \$8.25.

CANADA PLATES.

There is nothing to say of these that would be new, and matters remain practically as they were at the time of our last report. Some small business is doing in a jobbing way at unchanged prices, viz., \$2.70 to \$2.75.

COPPER AND LEAD.

There is no change in either copper lead or tin while business has been unimportant. We quote copper \$5.50 to \$6, lead \$3.50 to \$3.25 per cwt. and tin 22 to 23c.

RUSSIAN AND ZINC SHEETS.

The steadiness in both these lines is fully maintained and we have no change in prices to mention from those of last week. Zinc has been moved in a small way at \$6.50, and we quote \$6 to \$6.50, while Russian sheets are firm at 10 1-2 to 11c.

NAILS.

The nail market continues uninteresting and makers do not report anything particular but of course orders of necessity are coming in, but are not satisfactory to all. We report the old nominal basis of \$2.15 to \$2.20.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy	3.35
8 dy to 60 dy	3.60
7 dy to 60 dy	3.90
6 dy to 60 dy	4.20
5 dy to 60 dy	4.20
4 dy to 60 dy	4.50
3 dy to 60 dy	5.40
3 dy fine,	6.50

CHEMICALS

In most lines of heavy chemicals a firm feeling prevails, although there is no change in actual spot prices. Caustic is the only exception, as buyers are influenced by the declaration that the Leblanc Union intend reducing the price 10s. per ton at the end of the year. A fair volume of business is doing in other lines, while dyestuffs remain as before.

OILS.

Cod oil is somewhat firmer under a better call, Halifax being quoted at 35c. and Newfoundland 38c. Linseed is more active also, and some round lots of raw are said to have changed hands within the week at a slight concession. We quote the old prices, however, 60 to 63c. for raw and 64 to 65c. for boiled. Other descriptions are unchanged.

PAINTS.

There is a steady jobbing demand for paints, which are somewhat more active. Prices, however, remain easy owing to competition between dealers. We quote: Choice 6 to 6 1-2c., No. 1 \$5.50, No. 2 \$5, No. 3 \$4.50, dry white 6c., red ditto 4 1-2c.

GLASS.

Glass is steady and unchanged, \$1.40 being about the idea.

NAVAL STORES.

Ship chandlers report a good fair trade passing, with prospects good for a satisfactory fall business. Turpentine is in light supply, and the market rules firm in spite of the slow demand. We quote as follows:—Turpentine, 57 to 58c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT, ETC.

The demand from the West continues light, but there has been a fair business doing on local account with the continued fine weather we have been having. Quotations are nominally unchanged; \$2.15 to \$2.45 per cask.

Firebricks are in fair demand, at \$17.50 to \$23.50 per thousand.

PETROLEUM.

There is a good demand for refined, but no contracts of importance have yet been noted. We quote:—Canadian, 12c. at Petrolea, 13¼c. in car lots at Montreal, and 15c. for single casks. American, 20¼c. in car lots, 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots, and 22c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Oct. 9, 1891.

Though the first week of October is past, trade has taken no very marked turn from the quiet course it ran in September. Business moves upward week by week, but the ascent is a very gentle one. More metals have been sold this week than for some time,

MARKETS—Continued.

but still sales are short of the ideas that seemed to be warranted by the autumn prospects. Firmer prices, with unmistakable tendencies towards advance, have failed to excite the demand and produce one week's rush either in the metal or hardware market. The trade in hardware sundries is moderate. A little more buying of winter lines, as skates, coal hods, shovels, tongs, etc., is reported. The main check to trade has not yet been removed; it is the backwardness of farmers to sell.

IRON AND STEEL—The demand for pig iron has yet but little force. Buyers continue to hang back, though a very large volume of the season's needs is yet unfilled. Meanwhile prices stiffen and in some British brands, notably Summerlee and Eglinton are virtually unobtainable. The Summerlee company is oversold, and will not supply any more stock till the close of navigation. Freight contracts are exhausting, so that purchases in brands now available have every prospect of being at an advance. In Canadian iron little activity is reported, and compared with the business done in Scotch irons, the trade in United States brands of pig is but moderate. Among the sales of the week are to be reported 175 tons of No. 1 Carnbroe, 200 tons of No. 1 Calder, 50 tons of No. 1 Summerlee. Prices are firm at quotations:

BRITISH—
No. 1 Calder \$23. No. 1 Middlesboro \$20.75
No. 3 Calder \$22. No. 3 Middlesboro \$20.25
No. 1 Summerlee \$23. Carnbroe \$20.50.

AMERICAN—
Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Locwood \$21-\$21.50.
Gloss \$22-\$23.
Woodward \$22-\$23.

CANADIAN—
No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

Bar iron is selling well. The low prices quoted for some weeks show signs of movement upward, and it is certain that the present is a very favorable time for merchants and manufacturers to do what they are doing, that is, placing orders. An advance may be looked for at any moment, though \$2.05 is still quoted for lots sold from stock, with this quotation shaded for very large quantities. In manufactured iron and steel generally the trade is satisfactory.

COPPER—The English market has not exhibited the same buoyancy for some time since our last report, and has now taken a fall of £2 per ton. That has not much effect here, however, as the stock handled is chiefly of United States manufacture, par-

ticularly in ingots, upon which, being products of Canadian ore, some advantage in the way of duty is gained. Prices here are $\frac{1}{4}$ c. lower this week, ingots quoting at 14 $\frac{1}{2}$ to 15c., and sheets at 18 to 20c.

TIN—There are full stocks of pig tin on the spot, and prices here compare favorably with those of Montreal or New York. No concessions are obtainable on small lots, but inquiries for carloads or bigger lots would elicit a shade lower quotation than those current—viz., 23 to 24c. for 56-lb. ingots, 23 to 23 $\frac{1}{2}$ c. for Straits 100-lb. ingots, and 24 $\frac{1}{2}$ to 25c. for strips.

LEAD—The lead market has a firmer tone in consequence of higher freights from Europe than ruled earlier in the season. The demand is but limited, with ample stocks. Prices are 3 $\frac{3}{8}$ to 3 $\frac{1}{4}$ c.

ZINC AND SELLER—The comparatively high prices of last week retain their firmness. Stocks are not large, but they are sufficient. Sheets are 6 $\frac{3}{4}$ to 7c.; spelter is 5 $\frac{1}{4}$ c. for domestic, and 6c. for imported.

ANTIMONY—Cables report an advance of £4 per ton. Higher prices are looked for, but the point quotations reached in summer is not expected to be got up to this fall. Cookson's is 14 $\frac{1}{2}$ to 15c., and other brands are 13 $\frac{1}{2}$ to 14c.

TIN PLATES—Makers are busy in England. Stocks are rapidly diminishing in the United States, and native manufacturers are not in a position to meet the home demand. Hence imports into the United States are almost on a par with those of all other years except last year and the early part of the present year. Prices are firmer at quotations, which pay the usual percentage upon present English figures. Local stocks are light owing to lack of promptness in delivery. Prices are: I C coke, \$4 to \$4.25; I C charcoal, \$4.50 to \$4.75; I X charcoal, \$5.50 to \$5.75; I X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES—The demand for the better grades is fairly active. Quotations are \$8.25 to \$8.50.

CANADA PLATES—Deliveries continue to be made of sales effected early in the season. Prices are steady, and there is no room for further concessions. They run at \$2.90 to \$3.

GALVANIZED SHEET IRON—Consumption at the moment is large. Stocks are adequate, however. The prices of English manufacturers are exceptionally firm, owing to the high values of spelter used in galvanizing. Case lots of 28 gauge are 5 to 5 $\frac{1}{4}$ c. and 26 gauge are $\frac{1}{4}$ c. less.

BUILDERS' HARDWARE—Is in considerable request though not nearly up to expectations that are now due to be realized.

CUT NAILS—Apparently never lapse from a rather high rate of activity. They are selling as freely as usual at \$2.30 from stock and \$2.20 in car lots from Montreal.

HORSE SHOES—Are somewhat firmer at \$3 50. The open weather rather checks the demand in the country, which is always increased by very cold weather.

HORSE NAILS—Are unchanged at 60 to 60c. and 10 per cent. from list.

CORDAGE—Business is a shade better at the prices of a week ago; that is, on a basis of 12 $\frac{1}{4}$ to 12 $\frac{1}{2}$ c. for Manilla, 8 $\frac{1}{4}$ to 8 1-2c. for New Zealand and Sisal.

WIRE—Is in very good demand for bright, annealed and galvanized fence, at 12 1-2 per cent. from list price, shipped from Montreal, with 10c. additional per cwt. for freight from Hamilton or Toronto. The following higher prices are quoted for coiled chain:— $\frac{1}{4}$ -inch, 5 $\frac{3}{8}$ to 5 1-2c.; $\frac{3}{8}$ -inch, 4 $\frac{3}{4}$ to 4 $\frac{1}{2}$ c.; 1-2-inch, 4 1-5 to 4 1-3c.; $\frac{5}{8}$ -inch, 3 1-4 to 3 $\frac{3}{8}$ c.; $\frac{3}{4}$ -inch, 3 1-5 to 3 1-3c.

WROUGHT IRON PIPE—Is selling freely, but without change from the discount of 62 1-2 per cent. from the list prices quoted a week ago.

PAINTS, OILS AND COLORS.

More business is reported. The remaining fall trade is looked forward to with reasonably hopeful but not over sanguine expectations. Prices rule low in all lines, so that though trade may be large profits are certain to be small. In white lead it is understood that there is stock on the market which violates the Act in Restraint of Fraudulent marking. The price of white lead is 5 $\frac{1}{4}$ c., but there is a possibility of shading this quotation for very large orders. Linseed oil is quiet at 60 to 61c. for raw and 63 to 64c. for boiled. Spirits of turpentine is still low at 55 to 56c.

PETROLEUM.

The local market offers little to make any special reference to. The trade is fairly good, the time of year being on when refined is coming into its strongest period of demand. Prices show no tendency either upward or downward, the firmness noted a few weeks ago not having held out nor ended in any advance. Canadian refined is steady at 15 to 16c.

The Petrolia Advertiser reports: Petrolia crude \$1.35 $\frac{3}{4}$ per bbl., Oil Springs Crude \$1.35 $\frac{3}{4}$ per bbl., \$1.35 $\frac{3}{4}$ is the price which ruled on Thursday on Change, and at which figure several hundred barrels exchanged

CHEAP STOVES.

We have the largest variety of Stoves in Canada, and have been building up their good reputation for 40 years.

We have 57 varieties of Coal and Wood Furnaces.

We have something new in nestable pipes—25 in crate.

We can supply repairs for the Crown Jewel Base Burner.

It will pay you to handle our goods.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

MARKETS—Continued.

hands. The past week has not been a particularly stirring one so far as anything in relation to the oil business is concerned. The market has been quiet but firm, with an upward tendency, while the territory shows up very little that can excite much interest. The North West and the Township of Moore gradually giving up their claim to phenomenal, and will soon be known as a matter of history. The new strikes which were brought in during the week have all been of very small calibre, but which in the aggregate may tend to keep up the production, and prove to all would-be skeptics that the precious fluid is still here for the simple pumping. Refined still keeps at 12 cents in barrels and nine cents in bulk, at which prices a large quantity is now being sent out.

GLASS.

Prices have declined to the quotations which appear in the Prices Current department of this issue, the first break star quoting at \$1.35. The decline is in advance of new supplies, which are expected to arrive any time now, and is in sympathy with better discounts from Belgium. Stocks on spot are low and many sizes are wanting, which circumstance would seem to give local and temporary firmness to prices. The lower quotations are made, however, for orders booked now for shipment when stock is received. A very good demand exists.

OLD MATERIAL.

The sluggishness which has characterized this branch of trade for months is but slightly moderated yet. A manufacturers' demand is wanted and prices are weak. Scrap rubber has declined a $\frac{1}{4}$ c. We quote as follows:—No. 1 heavy scrap, 65 to 67 $\frac{1}{2}$ c. per 100 lbs.; stove cast scrap, 42 to 45 c.; No. 1 wrought scrap 62 $\frac{1}{2}$ to 67 $\frac{1}{2}$ c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30 c.; new scrap copper, 9 $\frac{1}{2}$ to 10 $\frac{1}{2}$ c.; heavy scrap copper 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c.; old copper bottoms, 8 $\frac{1}{2}$ to 9 c.; light scrap brass 6 c.; heavy yellow scrap brass 8 c.; heavy red scrap brass 8 $\frac{1}{2}$ to 9 c.; scrap lead 2 $\frac{1}{2}$ to 2 $\frac{3}{4}$ c.; scrap zinc, 2 to 2 $\frac{1}{2}$ c.; scrap rubber, 2 $\frac{1}{4}$ to 2 $\frac{1}{2}$ c.; country mixed rags, 85 c. to \$1.00 per 100 lbs.; clean dry bones, 60 c. per 100 lbs.

HIDES, ETC.

HIDES—Green are steady at 5 to 5 $\frac{1}{2}$ c., but cured are down to 5 $\frac{1}{2}$ c.

SKINS—Sheep are firm at 70 c. and calf at 5 to 7 c.

WOOL—Is listless at 18 to 19 c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Oct. 8, 1891.

The varieties of pig iron employed in general foundry work are selling to a very fair extent, and the cheaper sorts used chiefly in the manufacture of bars, sheets and kindred productions are fairing relatively as well. As neither class of consumers are buying to any great extent in excess of imperative wants, it is a reasonable deduction that trade in the several lines of manufactured goods is still of very fair volume. Manufacturers reports as to the movement of their productions are of a tenor indicating that the reflection from the trade in crude material harmonizes with the facts, so that altogether the situation would appear to be much the same as it has been for some time past. In the heavy productions of the steel mills, such as billets, slabs, rods, plates, rails and structural material there is doubtless room for improvement, and the indications are that such will continue to be the case until orders for rails begin to come with some freedom and afford employment for machinery that is at present only partly engaged. Agents note the appearance of more inquiries for rails, however, and appear confident of considerable business being put through before the close of the month at old prices. For billets, rods, plates, etc., prices are, however, still rather weak.

Standard Northern brands of foundry pig iron hold their own at \$17.50 to \$18 for No. 1 and \$16 to \$16.50 for No. 2, but those figures are shaded more or less on iron of inferior or doubtful quality that is suitable only for common castings or ordinary mill work. The same is to be remarked of Southern brands, the best of which bring \$13 for No. 1 and \$12 for No. 2, at furnace, while the inferior ones are salable only at 50 c. to \$1 less. Mill grades sell at prices on the basis of \$14 to \$15.00 delivered, according to brand.

Transactions in Bessemer pig are chiefly at \$15 to \$15.50 at furnace, but at those figures the market is barely steady. Scotch pig sells in small lots at about \$22.27 for Coltness, \$22 for Summerlee and \$20 for Eglinton and Carnbroe. Foreign spiegeleisen is valued at about \$23.50 to \$24 for 10 to 12 per cent. and \$27.50 to \$28.50 for 20 per cent. Moderate sales of 80 per cent. ferro manganese, at about \$64 were noted.

COPPER.—In one quarter it was reported that several million pounds of Lake Superior copper have been sold for delivery from the latter part of this month to early in December at 12.40 to 11 $\frac{1}{2}$ c. Those figures are above what were given elsewhere, and it is believed that the prices had a string attached, so to speak, since a very fair quantity went at as low as 2.35 c. Consumers are buying cautiously, and the export outlet is narrow, foreign markets, to all accounts, being more or less depressed by the announcement that work will be resumed at the Anaconda mines this week. Arizona ingot is quoted at 12 c, and common casting copper at 11 $\frac{1}{2}$ to 11 $\frac{3}{4}$ c., but there are no buyers for round lots at those prices. In the London market prices for merchant bars have dropped to £50 7s. 6d. for prompt, and £51 for future deliveries.

TIN—The speculation in pig tin has been on a limited scale, and the movement on trade and consumptive accounts seems still to be of strictly routine character. Still the principal holders succeed in sustaining values remarkably well in the face of the slowness of distribution. The report had circulation that certain of the "bull" interest are "long" on copper in London and some observers consequently look for realizations on tin to make up the loss apparent in the deal in the former metal. Thus far, however, holdings of tin are not seriously disturbed. Net cash prices for 10-ton lots were about 20.10 to 20.15 c. Jobbing parcels bring about the usual advance.

There has been little movement in pig lead during the past few days, but smelters offer with reserve and hold firmly at \$4.52 $\frac{1}{2}$ to \$4.55 c. for carload lots. Spelter is also offered sparingly and held with some showing of firmness at \$5.10 for prime Western, but finds slow sale.

In the pig tin market there has been no radical change. Assortments of bright charcoals and ternes are broken, and prices in those lines are up to the cost in the European market. Ordinary cokes are still cheaper here than abroad, but find limited sale.



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

KEYS AND KEY MECHANISM.

An article on this subject in the Iron Age gives, from an American point of view, an account of the almost revolutionary changes which have within the last decade been experienced in keys and key mechanism in the lock-making districts of the United States. The history of the changes which have been brought about in American keys is related in an interesting style. We are told how by steady, if not rapid strides, "the old-fashioned bit-key, ponderous and curiously wrought," is now something of a curiosity, and fit only for a museum, and it is suggested that the flat steel key, now almost universal in the United States, is among the evidences of the higher civilization of the nineteenth century. We are gravely told that among the objections to the old warded key is the dead weight needlessly imposed upon the housekeeper in the need of huge key-rings or chains, and the necessity for capacious "key" or "hip" pockets in which to carry the bunch, which objections might have force in cases—which we think are somewhat exceptional—where the housekeeper has to carry the room-door keys about with her. In the case of cupboard, box, sideboard, and such-like keys, the smallness and neatness of these articles are by no means a monopoly of the United States manufacturers. But the writer in Iron Age, in his anxiety to deprecate warded locks of all sorts and descriptions, goes rather out of his way to make assertions which it would be impossible to improve. For example, he says, "another feature of the old-time (i e., the warded) lock was the impossibility of master keying. Each lock had a key of its own, and only that key would operate it, while our present locks are each one different when desired, while they have a master-key to pass any number." It would appear from this that suits of warded locks, each lock to differ, and a master-key to pass the lot, are next door to an impossibility. That the very opposite is the case all who know anything about English locks will at once agree. There are scores and hundreds of public institutions and other large buildings in England and the colonies where the doors are fitted with locks in number ranging from 100 to 500, or even more all warded and all different, with one master-key to open and double lock every one. When in addition to the ward, or "bridge" as it is technically called, a lever is added, the combination is almost indefinitely multiplied. In further depreciation of "warded" locks, the writer points out that, in the absence of levers, "the lock-bolt was held in place by a spring, and provided a tool could be introduced between the guards the bolt could be easily thrown or unlocked." Very much, in this connection, hangs upon the word "provided." The writer appears to base all his arguments on the assumption that "warded" locks are of the commonest description. There are four descriptions of

"wards," or "bridges," known to English lock-makers, namely, the "common," the "fine," the "round," and the "solid" ward, each affording different degrees of security, not only to the false key but also to the picker. The contention that the best ward is in point of security unequal to levers depends very much upon what is meant by the latter term. Large numbers of so-called lever-locks made in America are little better than shams. The essence of security in a lever-lock is that all the levers, be they few or many, shall rise with the key at different elevations until they reach a certain point, when they all present a perfectly smooth appearance to the nose of the key, and thus enable the bolt to be thrown. It was the idea of an ingenious Yankee to make each lever to rise together, so that one lever practically affords as much security as five or six. This "notion" has unfortunately been adopted by certain English lock-makers, and buyers of lever-locks are not a little perplexed at times to distinguish between the sham and the genuine article. As to the size of warded keys, of which the Iron Age complains, the best answer of the English lock-maker is that his customers, both at home and in the colonies, prefer a fairly large substantial key to the light, thin, and flimsy American article. Not very long ago a South Staffordshire firm of lock-makers tried the experiment of putting a smaller size key to a consignment of rim locks for Australia, and the goods were returned in consequence. Having said thus much in criticism of the article in our contemporary, we are bound to add that we cordially agree with the writer in the praise bestowed upon the comparatively new key mechanism introduced into American locks, by means of the escutcheon and pin, of which the well-known "Yale" lock is perhaps the most conspicuous example. The escutcheon, which is detachable at pleasure from the lock, really contains all

the security of the working parts, and it is claimed that as many as a million changes can be made in as many locks, and yet one master-key will open the lot. This is really an ingenious invention, for which our Transatlantic rivals are deserving of all credit. The only drawback to it is that the cost places it beyond the reach of the million, even supposing that every lock-buyer desired such superabundant security for the lares and penates of his household. The sum and substance of the article in the Iron Age amounts to this—lever-locks with small keys are better adapted to the world's requirements than warded locks with large keys. The size of the key is a matter of taste and convenience, as to which every manufacturer will naturally consult the wishes of his customers. In regard to the other point raised, we can only reiterate our opinion that while in the abstract lever-locks, genuine and honest, offer greater security than warded locks, "sham" levers are practically of far less value than honest wards. —The Ironmonger.



Jas. Robertson & Co's

FALL SPECIALTIES.

Stove Boards,
Coal Hods,
Stove Pipes,
Elbows,

Stove Shovels,
Lanterns,
Copper Tea Kettles,
Dampers, Etc., Etc.

Get our prices before buying elsewhere.

265 TO 281 KING ST., W., TORONTO.

THE WASTE OF TIN SHOPS, ETC.

Tinware manufacturers used to have considerable difficulty in disposing of the great heaps of scraps and trimmings that used to accumulate about the factories, and the favorite method of getting rid of them was by dumping them into the large ponds in and around the city. This was the popular way for many years, and there are few contractors in the city who have not at sometime or other indulged in a great deal of profanity in consequence, when the excavation for new buildings was begun in the territory filled up in this manner. And, as the writer has often witnessed the stubborn resistance offered to the pick and shovel by this sheet iron and tin scrap in the work of excavation, he can testify that it required an almost angelic temper to avoid anger and impatience on such occasions. In this way, too, it was that the old metal frames of the street lamps were done away with. But now all this is changed. Various ways have been discovered in which this old scrap can be utilized to great advantage, and with much profit to those who formerly threw it away. The yards of a leading foundryman and manufacturer in the southern end of the city are piled high with this sort of material—street lamp frames by the thousand, and cuttings from the great tinware works by the car load. Four stout men are kept constantly busy "forking" this scrap into a furnace, where a few minutes suffices to reduce it to a molten state. The resulting metal is utilized for several purposes, chief among which may be mentioned the manufacture of a very superior grade of sash weights.—Age of Steel.

Gananoque Carriage Hardware

BOLT AND NUT WORKS.

BOLTS



FORGINGS

Full square and common Carriage Bolts.

Machine Bolts. Tire Bolts.

SPRING, FANCY SHAFT AND WHIFFLETREE BOLTS.

BOLT ENDS, COACH SCREWS, SQUARE AND HEXAGON NUTS. CARRIAGE FORGINGS OF ALL KINDS.

SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE
**CANADIAN
GROCER**

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

SEAMLESS WROUGHT STEEL
Kitchen Sinks

These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

THE MAN WHO SLEEPS IN TRADE.

Many years ago we remember having a talk over methods of doing business with an old-time merchant. We remember that he said to us practically: "No man should go to sleep over his business, and by that I mean that he should be alert and watchful over every sale or purchase, always being certain that the man he deals with is ready to catch him napping."

Further, he said, in the course of many long talks (for he was much given to telling his experience of the days when he "was on the road") that many close buyers were "close" only on certain goods and at certain times; and most men got off their guard quite frequently, and that his harvest came at such times as this.

In other words he made good profitable sales when his customers, as he put it, had "gone to sleep."

No doubt many of our readers can recall occasions when they, too, have "gone to sleep," and when they have accepted prices and goods, and have neither studied their own requirements nor made a study of the goods or the markets. How many men can truly say that they really rely on their own judgments as to the market? And how many really have no judgment at all in the matter, and have never tried to have any, and have been and are content to let others do their thinking for them? Very, very many, we fear, could attest to the truth of this statement if they would, and are now sailing along with the hand of another at the helm of their business. There are hundreds of men in this city and other large centers, who are fattening on the lack of knowledge of the men to whom they supply goods.

These latter are the men who, by their lack of business knowledge, are keeping themselves from a financial competency, because what they should gain by close buying is daily going into the coffers of those who have had the energy and ambition to master their business thoroughly. These are of those who make possible great fortunes amassed in the jobbing trade, but who, for themselves, can barely scrape out of their toil and risk a bare existence.

If you have been asleep, wake up! Study your business and that of all the rest of the world, and be independent of the judgment of any one. When a man can say to himself, "I have saved to-day five per cent. on my purchases alone" over the prices that he has been wont to accept as all right and proper, the day has then come when he can begin to own his business.

For the minute that the purchaser shows to the practiced seller that he has waked up to the necessities of the occasion the time has then come when he will command the respect of that man, and will always get the best price that the goods can be sold at.

A regular daily study of the market and a study of wants and needs will always supply material to ward off sleep.—Ex.

MATERIALS IN STRUCTURES.

The great variety of metals that are now in use for making machinery, structures and that miscellaneous lot of articles that go to make up what is known as the iron industries, gives the designer ample opportunity to select that which is best for a given purpose. That the selections made are not always the best is quite well known. Errors of this kind are sometimes due to ignorance as to what the requirements are, and sometimes to ignorance as to what materials best fulfil certain definite requirements. As to the first of these causes of error in judgment no specific instructions can be given in a written article that will assist the designer, except the very general and obvious one that he should give very careful attention to finding out exactly what the requirements are in each particular case as it arises. It is therefore in regard to the latter of these causes of error that this article deals exclusively.

In discussing this matter, however, only the more general principles will be touched upon, leaving to the individual the task of solving the more minute details. It should be remembered that the more obvious requirements are not always the most important ones and a careful study of all of the requirements sometimes leads to a reversal of the decision that would be naturally arrived at by an application of the general principles here laid down. For example, a shaft may be made of wrought iron, wrought steel, cast iron or cast steel, as circumstances dictate, but this does not invalidate the principle that wrought iron is in general the best material for shafting.

Cast iron, being the most common material, naturally require the first attention. Its greatest strength is resistance to crushing, hence it is applicable for columns. Its strength as a girder is greater than that of wrought iron, but its comparatively brittle character makes its inapplicability for this purpose, where it would be subject to jarring, as in bridges or girders for buildings. Its most important element, however, is probably its stiffness, in which it is not exceeded by any other material except expensive grades of steel. It is therefore used in machine frames in all possible forms, where its strength may be so great that jars and shocks will have no effect whatever upon it. In general it may be said that cast iron should be used wherever its strength can be made so far in excess of any strain that can be put upon it, that there is no necessity of applying calculation to determine the strength. The only exception to this is its use in columns supporting a perfectly dead load, as in the columns of tall buildings. The columns of a bridge or an elevated railway should be wrought iron or steel. If it is desirable to make structures of this kind stiffer than they can be made with wrought iron, it will be found better and cheaper to

use stone than iron for the columns, because of the immense mass of material required to absorb the shocks.

Wrought iron is strongest under tension, next strongest as a girder and weakest under compression. Its extreme between strongest and weakest is not nearly so great as in cast iron, consequently it may be used in any position, but its compression strength and stiffness are so much less than cast iron, that it is not used in these forms except for special reasons. It bends but does not break easily and it is not affected by any shock that does not bend or batter it. It is therefore an excellent material for anything that is subject to continual vibrations as bridges, shafting and boiler plates. Wrought steel is of so many different grades that it is almost impossible to keep track of them, but in general it may be said to have the same characteristics as wrought iron, slightly exaggerated, and is therefore valuable in the same kinds of places. Its use is recommended in place of wrought iron when increased strength is required without increased size. As boiler plates its advantage over wrought iron is not so great as in other places, because those grades that have the greatest tensile strength also have a tendency to harden by successive contacts with heat and water. Cast steel, apart from those grades used as cutting tools, has the same characteristics as cast iron, but is stronger in every way. Its use is especially valuable in the place of cast iron, where strength and lightness are both required in the same article. Malleable iron is a cast iron that has had its outer surface changed so as to have qualities similar to wrought iron. Its strength does not differ materially from that of the cast iron, from which it was made, but it does not have the same brittleness. For example, a piece of cast iron bearing a load would be easily broken by a hammer blow that would not effect a similar piece of malleable iron similarly loaded. A blow that would break the loaded piece of malleable iron would not effect the same piece if it were wrought iron while a load that would bend a piece of wrought iron used as a girder would be easily borne by a cast iron girder. A cast iron girder having only a load that would easily be borne by a similar wrought iron girder, would be broken by a blow that would not effect the wrought iron. Cast steel is not only stronger than cast iron, but it is susceptible to shock, but a blow that would break a piece of cast steel would not effect, or at most batter, a similar piece of wrought iron or wrought steel.

Returning to the subject of shafts, ordinary shafting that runs rapidly is subject to continued vibration, succeeding shocks and jars, and a ever varying amount of strain, in other words it is subject to what is called a "live load." Wrought iron or wrought steel is therefore the best material for it. In certain kinds of heavy or slow running machinery, where great weight and strength are the principal requirements, a large cast iron shaft may not only be cheaper but better than a wrought shaft. If it is not convenient to put in a sufficiently large cast iron shaft to meet all the requirements of stiffness and strength a cast steel shaft may be substituted. If we suppose that a small amount of power is to be transmitted from one arm to another through a rock shaft that must be so rigid as not to yield any amount that it is possible to measure or detect in any way, then a cast steel shaft is the best.—Chicago Journal of Commerce.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

F. E. DIXON & CO.,
MANUFACTURERS OF

UNION TANNED
STAR RIVET

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts.

Dixon's Leather Belting Hand Book,
mailed free on application.

JOHN WILSON'S
Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We can now supply the following: American and Canadian Meat Cutters, Enterprise and other makes, also Sausage Stuffers and Lard Presses. Cow Ties, American and English. Halter Chains. German and American Rope Halters. Hand and Machine-Made Web and Leather Halters in good variety. Cross-cut Saws, "Disston's" Toledo Blade and ordinary perforated, also S. & D. Lance.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.



SALES MADE OR PENDING.

Herbert Eastlake, general merchant, Ridley, Ont., has sold out.

A. G. Harner, general merchant, Victoria, B.C., has advertised to sell out.

The stock of A. McRae & Co., general merchants, Glencoe, Ont., is advertised to be sold by auction on the 13th inst.

The general stock of Aaron Weedge, of Vienna, Ont., amounting to \$1,033.47, was sold to Mr. Brasher, of the same place, for 63c. on the dollar.

PARTNERSHIPS FORMED AND DISSOLVED.

Belanger Bros., dealers in electrical and novelty supplies, Montreal, have dissolved.

Paulin & Plummer, dealers in hardware, stoves, etc., Sault Ste. Marie, Ont., are succeeded by Hemstreet & Phimmer.

REMOVALS AND DEATHS.

F. G. Davison, general merchant, Saskatoon, Sask., has removed to Edmonton, Alberta.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES
Hogarth Bros., general merchants, Mattawa, Ont., have assigned.

F. X. Bertrand, general merchant, Lachute Mills, Ont., has assigned.

Benjamin McLeod, general merchant, Weldford, N.B., has assigned.

John White, general merchant, Heathcote, Ont., is offering to compromise.

Moore & Wood, manufacturers of tinniers' tools, Hamilton, are offering to compromise.

Wm. Campbell, general merchant, Elora, Ont., has assigned to Henry Barber & Co., Toronto.

HINTS TO BUYERS OF RIFLES.

While it is often quite difficult to decide just which shotgun to buy, the purchaser has not the many perplexing items of calibre, trajectory, length of barrel, kind of sights, and the advantage of a repeater over a single shot, or vice versa, which confront the rifleman, and it may well be a little mixing, so many crude notions exist regarding these points. That American manufacturers appreciate this is evident from the fact that they will furnish both reasonable and unreasonable length of barrel, also all weights, so that, odd as it may sound in these days, a twenty-two calibre with thirty-six inch barrel is sometimes ordered, and received.

Starting with 22 calibre, the Floberts, of which several styles are imported, are in regular demand, owing to their low price; these do not last long, however, and, the parts being soft, the cost of repairs makes them more expensive in the end than American machine-made rifles.

In American cheap grades, 22 calibre, the Merwin, Hulbert & Co.'s "Junior" rifle takes the lead, being an accurate, neatly modeled,

reliable one, with detachable barrel; this or the Quackenbush "Safety" rifle, also detachable barrel, is worth double the price of the best Flobert imported. The better quality single-shot 22 calibres include the Winchester, Ballard, Remington, Wesson and Stevens; these are the best known, and I have named Winchester first because of these two points: it not only has the stationary barrel in common with the Ballard and Remington, but even in 22 calibre the frame is wrought, and the breech block is the same as in the famous "Old Reliable" Sharps, the superior of which would be hard to find. Truly marvelous scores have been published by the manufacturers or agents of all of the above makes, and any one of them would satisfy the rifleman who wishes to become a "dead shot."

I am not much taken with a 22 calibre repeating rifle, preferring a single shot in this size, but the Colt "Lightning," new model 1890 Winchester and model 1891 Marlin repeaters are popular, there being a demand for any arms turned out by these makers. The necessity for rapid firing, however, is greater in the larger calibres.

The lovers of the small bore now have also the new twenty-five calibre Stevens and Winchester single shots; the twenty-five calibre cartridge is made both rim and central fire and is well proportioned, giving surprising results at ranges from one hundred to two hundred yards, the trajectory being much flatter than that of the twenty-two. The twenty-five rim-fire ammunition is quite expensive, but with the central-fire one can reload the shells with a set of reloading tools which the factory can furnish, and reduce the cost of ammunition. The twenty-five calibre will become very popular, as it is no plaything, but a rifle suitable for any game smaller than a deer, and the "happy medium" between twenty-two and thirty-two.

The most satisfactory length barrel for 22 R. F. is twenty-four inch; 22 C. F. and 25 R. F. twenty-six inch, and 25-20 C. F. twenty-eight inch.

In calibres from 32 to 40 inclusive, the choice between a single shot and a repeater must rest principally on the use to which the rifle is put. For target rifles the single shot is the favorite, as one can use patched bullets, and can load the shell with light or heavy charge, as preferred, altering the length of the cartridge, too, if desired, which will then work all right, but would not feed properly in the magazine of a repeater.

A curious fact is that the standard length of barrel in a single shot frequently differs from that of a repeater of the same calibre; this is partly to keep the balance in the right place, and the twist can be regulated so that the powder will all burn before the bullet leaves the muzzle in either length.

Some of the calibres which give the greatest satisfaction, in single shot rifles, are 32-40, 38-55, 38-56, 40-60, 40-65 and 40-82. The trajectory is flatter than in the 32-20, 38-40 and 40-40 cartridges. The 32-40, 38-56 and 40-82 are the most powerful cartridges of their respective calibres, excepting the 38 and 40 express, and the 38-56, for instance, is a more deadly cartridge for deer than the 44-40, being longer range, and the low tra-

jectory obviates the necessity of changing the elevation of the rear sight to the extent required with the 44-40.

A thirty-inch barrel, in a single shot, will give the best results with any of the above-mentioned cartridges. The weight should be from eight and one-half to ten pounds.

Nearly all the best makes of single shots are now furnished in the above calibres, also in 32-20, 38-40 and 44-40 for medium range.

Those who desire a rapid shooting arm have plenty to choose from in the Winchester, Marlin and Colt Lightning repeaters. It is hardly necessary to say that the Winchester is very popular, and this company offers three models—1873, 1876, and 1886. The first two are of similar action, varying as to calibre, the 1873 using the lighter 32, 38 and 44 cartridges, and the 1876 using 40, 45 and 50 (express). The model 1886 has the strongest action and is a very substantial arm, adapted to the larger calibres, including 38-56, 40-65, 40-82, 45-70, 45-90, and 50-110 (express). This model has deserved its success and is a desirable rifle for long range.

The Marlin, as now furnished (model 1889), is a lighter arm than the Winchester '73 model, using 32-20, 38-40 and 44-40 cartridges. The empty shell is ejected from the side of the frame, this arm having a solid top to the action; the system of ejecting is an improvement, and riflemen preferring light guns can depend on getting a reliable arm in the new Marlin.

The Colt "Lightning" is made both light and heavy, according to the calibre, and has the now very popular left-hand sliding fore-end action, allowing of greater rapidity than any other system; a Colt rifle is always first-class, but the price is higher than that of either the Winchester or Marlin, while the range and accuracy are the same.

The standard length barrel of the '73 Winchester and Marlin is twenty-four inch; the light calibre Colt twenty-six inch, the '86 Winchester twenty-six inch, and the heavy Colt twenty-eight inch.

A word about sights. For fine target work a vernier or a peep rear sight and a globe front sight are the acknowledged essentials, and, as those who can purchase but one gun often desire an arm which is both a hunting and a target rifle, the peep rear sight, on tang and Beach combination globe and open front sight will fill the bill. The globe and peep fold down, leaving the regular open sights for hunting use.

The Lyman sights are very popular; the rear tang sight has two apertures, a small hole for the peep, and a larger one for the open sight. When using the Lyman sight the rear barrel sight should be taken off. The front sight is tipped with a fine ivory bead, or, in the cheaper style, with a coarser piece of ivory.

For the very finest target shooting a wind gauge sight is desirable; this can be either a front sight, or the new Lyman wind gauge rear tang sight.

The Stevens and Wesson pocket rifles are very accurate; these are much in demand on account of their portability, the stock being a skeleton and detachable. Very excellent work can be done with the pocket rifles, which are furnished with combined peep and globe, and open sights.

A poor rifle, which is neither accurate nor likely to last any length of time, is worse than none, but a rifle turned out by any of the American makers named in this letter will give satisfaction.—"Toots" in Amateur Sportsman.

Mr. A. Barlow, of the geological survey, has returned from the Sudbury nickel district, where, among other works during the summer, he finished a map of the nickel region, the first prepared by the Dominion Government. The map is intended as a guide to prospectors and others. The nickel bearing rocks, the points where nickel is known to exist and where indications have been found will be marked. Mr. Barlow says that while he was there a new mine known as the Travers was opened in the township of Drury, north of Worthington Siding, on the C.P.R., and about 100 men are now employed. Before he came away one roast was ready for firing. This mine is owned by the Chicago Nickel Company. An English syndicate is talking of opening a mine in the township of Sevak, further north. Between 600 and 800 men are employed in the various branches of the nickel industry in the Sudbury district.

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St. MONTREAL. 18 Front St. West, TORONTO.



Here it is again---FORBES' NEW PATENT,

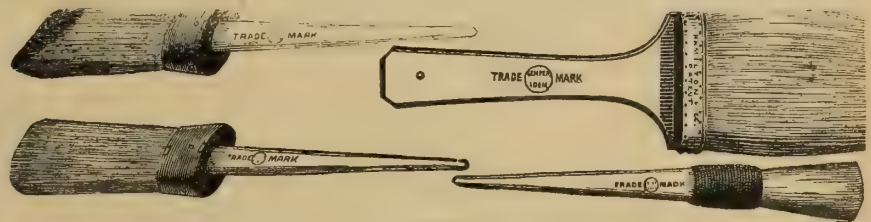
ACHIEVED ! ACHIEVED ! ACHIEVED !!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

PAINTERS' BRUSHES,



TRADE



MARK

We manufacture the **Best Brushes** only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,

96 Clerkenwell Road, London, England

THE PITTSBURGH LAMP.



The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

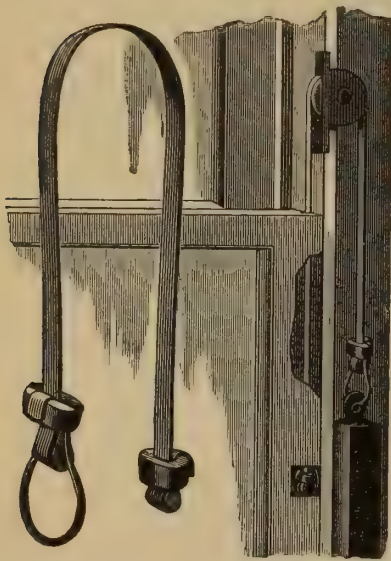
Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.

The Pittsburgh Mammoth.

The Gardner Steel Ribbon Sash

BALANCE AND PULLEYS.



Mechanics and others at the Fair thoroughly inspected The Gardner Steel Sash Ribbon, endorsing our claim that it must supersede rope or chain.

JOHN HARGREAVES,
168 Simcoe St., Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,
(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the

TRADE MARK.  GRANTED
1764.

BOOKS, CATALOGUES, PRICE LISTS, Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price-lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.

See here **OLDMAN!** if you want to
TIME the **LIGHTNING FREEZER** get a
STOP-WATCH.



SHEPARD HARDWARE CO., Buffalo, N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S.	Per box
I.C., usual sizes	\$6 00 \$6 25
I.X.	7 25 7 50
I.X.X.	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X.	5 50 5 75
I.X.X.	6 50 6 75
I.X.X.X.	8 25 8 50
D.C., 12 x 17	4 50
D.X.	5 75
D.X.X.	6 75
<i>Note.—Other brands might be shaded by 25c. per box.</i>	
Coke Plates—Bright.	
essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00
<i>Note.—Round lots of 14x20 might be purchased of 10c. per box less.</i>	
Charcoal Plates—Terne.	
Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75
Charcoal Tin Boiler Plates.	
Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6 1/2c, 7c
" 14x60, "	
" 14x65, "	
Tinned Plates.	
72x30 up to 24 gauge	6 1/2 7
26	7 1/2 7 1/2
28	7 1/2 8
Iron and Steel.	
Base Price.	
Common Iron, per 100 lb	\$2 05 2 10
Refined "	2 45 2 55
Horse Shoe "	2 50 2 55
Band "	2 50 2 55
Hoop "	2 65 2 80
Swedish "	4 00 4 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 00 3 25
Best Cast Steel, per lb.	0 13 1/2 0 14
Russian Sheet	0 10 1/2 0 12
Tank Plates	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10 1/2c
1-inch	15

Boiler Plate.

1/2 inch	\$2 45
5-16 "	2 35
3/8 " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2 1/2 3
22 to 24 "	2 1/2 3
26 "	3 1/2 3 1/2
28 "	3 1/2 3 1/2

Canada Plates.

Blaina	1/2 bright 3 00 3 05
Abercarne	3 10 3 15

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 60 to 60 and 10 p.c.	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5 1/2
26 gauge, "	5 1/2, 5 1/2
28 "	5 1/2, 5 1/2

Gordon Crown—	
16 to 24 gauge, per lb	5, 5 1/2
26 gauge, "	5 1/2, 5 1/2
28 "	5 1/2, 5 1/2

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	7 7 1/2
-------------------------------	---------

" 1/2 "	5 1/2 6 1/2
" 3/8 "	5 1/2 6 1/2
" 7-16 "	4 1/2 5 1/2
" 1/2 "	4 1/2 5 1/2
" 3/4 "	4 1/2 5 1/2
" 1 " "	3 60 3 60

Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70

Jack chain, iron, single, per doz yards	0 13 0 50
---	-----------

Jack chain, double, per doz yards	0 15
-----------------------------------	------

Jack chain, brass, single, per doz yards	0 20 1 10
--	-----------

Copper—Ingot.

English B.S.	0 14 1/2 0 15
--------------	---------------

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in.	\$0 25 \$0 28
round & square	
1 to 2 in	0 23 0 26

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.	
Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 18 0 19
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 19 0 20

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planned and tinned, 14x	
48 and 14x60	0 29 0 30

Brass, (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 22 0 26

" 35 to 45 "	0 21 0 22
" 50 lb and above per lb	0 20 0 21

Boiler & T. K. Pitts.	
Plain Tinned, per lb	0 25
Spun "	0 29

Wire.	
Pure, in coils—	
From 1 to 20 gauge	0 25 0 27

From 20 gauge, up	0 28 0 30
-------------------	-----------

Brass.	
Roll & Sheet, 14 to 26 gauge	0 21 0 25

" 27 to 30 "	0 23 0 24
" 30 and up "	0 26 0 32

Sheets, hand-rolled 2x4 ft.	0 25
-----------------------------	------

Zinc Spelter.	
Foreign, per lb	0 05 1/2 0 06

Domestic	0 05 1/2 0 05 1/2
----------	-------------------

Zinc Sheet.	
5 cwt casks	0 06 1/2 0 06 1/2

Part casks	0 06 1/2 0 07
------------	---------------

Lead.	
Imported Pig, per lb	0 04 0 04 1/2

Domestic	0 03 1/2 0 04
Bar, 1 pound	0 25 0 05 1/2

Sheets, 24 lbs, per square ft,	
by roll	5 00 5 25

by roll	4 75 5 00
---------	-----------

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.

Solder.	
Half-and-half (guar.) per lb	0 17 0 19

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.	
Cookson's, per lb	\$0 15 1/2 0 16

Other makes " 0 14 1/2 0 15

White Lead.	
Pure, Assoc. guarantee, ground	
in oil, 25 lb. irons, per lb.	5 1/2 ..
No. 1 Do.	0 5
No. 2 Do.	0 4 1/2
No. 3 Do.	0 4

Prepared Paints.	
(In 1/2, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10

2nd qualities "	0 85 0 90
-----------------	-----------

Colors in Oil.	
(25 lb tins, Standard Quality.)	

Venetian Red, per lb.	0 05
Chrome Yellow "	0 11

Golden Ochre "	0 05
French "	0 05

Marine Black "	0 09
Green "	0 09

Chrome "	0 08
French Imperial Green "	0 14

Colors, Dry.	
Yellow Ochre (J.C.) in bbls, per cwt	1 40

(J.F.L.S.) "	2 75
Venetian Red (R.C.2) "	1 50

Ven. Red, Cookson's "	1 80 1 90
English Oxides "	3 25

American "	2 25
Paris Green, per lb	0 08 1/2

Burnt Sienna "	0 08 1/2
Burnt Umber "	0 05

do pure "	0 08
Drop Black "	0 09

Chrome Yellows "	0 12
Greens "	0 12

Golden Ochre "	0 08 1/2
----------------	----------

Varnishes (in bbls).	
No. 1 Furniture, per gal	0 70

Extra "	1 00
Brown Japan "	0 70

do Turpentine "	0 90
No. 1 Carriage "	1 50

Gold Size Japan "	1 40
Pure Orange Shellac "	2 00

Hard Oil Finish "	1 50
-------------------	------

Linseed Oil (in bbls)	
Raw, per gal	0 60 0 61

Boiled "	0 63 0 64
----------	-----------

Turpentine (in bbls)	
Selected Packages, per gal	0 55 0 56

Castor Oil.	
Best, per lb.	0 08 1/2 0 09

Cod Oil.	
Common, broken	0 10 0 11

French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.
Canadian, dis. 7½ p.c.

Wads.
Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awns.

Sewing per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, "

Awl and Tool Sets.

Millar's Falls, per doz 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 pc. cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Gilmour's, 47½ to 50 percent

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascot " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p.c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 pe
cent

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 80 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz 22 50
World 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold 1 10
Queenston " 1 10
Napane 1 10

Chalk.

Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz.... 0 85 4 00

Churns.

Daisy, dis. 60 to 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz 3 00 10 00

Clips.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0 1 35
" No. 2 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz 2 00
Coil, per doz 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz 16 00 51 50

P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcetts.

Cork Lined, per doz. 0 30 0 60
Wine, per doz 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz 1 70

Petroleum, per doz 4 50 6 50

Files.

Kearney & Foot's discount Am. List,

50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5

per cent.

Canadian, dis., Amer. list 60 per cent.

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Rasps, Kearney & Foot's dis

Am list, 50 pc. 50 p.c. to 50 and 5 p.c

Horse Rasps, dis. 45 p.c. Amer. } Hellors

50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list

33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50

and 10 p.c.

Fruit Presses.

Henis' per doz 4 00

Enterprise, discount 10 p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star. Double
Per Per Per Per
50 ft. 100 ft. 50 ft. 100 ft.

1.35 2.60 2.00
1.50 2.90 2.25

3.00 5.00
3.60 5.50
3.90 6.00
4.40 6.75
5.10 7.50
5.80 8.50
9.50 9.50
96 to 100 10.50

Pilkington.

Ordinary
1st break \$3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.

Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 00 3 50

Store door " 1 00 1 80

Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50

Socket Firmer " 3 25 8 00

Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c

" Shepard's Noiseless, dis. 60 p.c

" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb..... 0 42 0 05

Screw and Strap, per lb.. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 1 13 1 80

Gate, Clark's 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoos.

Garden, Mor ar, etc., discount 40 per

cent.

Planter 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz 0 50 1 10

Clothes Line, " 0 27 0 63

Harness, " 0 72 0 88

Hat and Coat, per gross.. 1 00 3 00

Chandelier, per doz 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.
Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000..... 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 50 and 10 to 60 and 10.

Horse Shoes.

Per keg..... 3 45 3 60

Ice Picks.

Star, per doz..... 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper, "..... 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-

lock, Am. per gross..... 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list

dis. 50 p.c.

Bronze, Berlin, per doz.. 2 75 3 25

Bronze, Gem, "..... 6 00 9 00

Lava "..... 8 75 10 00

Shutter, porcelain, F. &

I, screw, per gross..... \$1 30 4 00

Ladles.

Melting, per doz..... 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, "..... 1 87 3 85

King, wood, "..... 2 75 2 90

glass "..... 4 00 4 50

All glass, "..... 1 20 1 30

Lines.

Fish, per gross..... 1 05 2 50

Chalk, "..... 1 90 7 40

Locks—Door.

Canadian, dis. per cent..... 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to

33½ per cent.

Padlock.

English and Am. per doz 50 6 00

Scandinavian, "..... 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory "..... 1 25 3 75

Lignum Vita, "..... 3 85 5 00

Caulking, each..... 1 60 2 00

Mattocks.

Canadian, per doz..... 8 50 10 00

Meat Cutter.

Enterprise, dis. per cent 20 25

Canadian, 37½ to 40 per cent.

Home, each.....

Mincing Knives.

American, per doz..... 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to

70 per cent

Nails.

Cut, 3 in. and upwards,

per keg base, price..... 2 30

Brads & Moulding Nails, 70 to 70 and

10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American..... 1 85 3 50

Nail Sets.

Square, round and octa-

gon..... 3 38 4 00

Diamond..... 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety "..... 0 18 0 18

Canada W.W. "..... 0 20

American W.W. "..... 0 25

S. R. Seal..... per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron

Oil Can, with Pump,

per doz..... 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz..... 1 25 3 50

Brass, "..... 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz..... 2 25 3 25

Pencils.

Dixon's, per gross..... 1 00 4 25

" Carpenter..... 2 25 3 60

Picks.

per doz..... 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, "..... 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per

cent. American dis. 45 to 50 per

cent.

Wood, fancy Canadian, or American

35 to 37½ per cent.

Bailey's (Stan E. & L. Co.) 35 to 37½

per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz..... 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis

37½, 40 p.c.

Button's Imitation, per

doz..... 7 40 10 25

German, per doz..... 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz.... 1 35 2 00

Pruning Shears.

Per doz..... 4 00 5 50

Pulleys.

Hothouse, per doz..... 55 1 00

Axle..... 22 33

Screw..... 27 1 00

Awning..... 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to

62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz..... 1 00 1 85

Conductors' "..... 9 00 15 00

Tinner's solid, per set..... 72

hollow, per inch..... 1 00

Putty.

Bladder, per 100 lbs..... 2 00 2 25

Tins, lbs..... 2 50 2 75

Rail.

Barn Door, per foot.... 3 34

Sliding Door, "..... 34 34

Rakes.

Cast Steel and Malleable, Canadian

list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's "..... 3 60 10 00

Razor Strops.

Currier's, per doz..... 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis

Iron "..... 40 to 45 per cent.

Burrs, Iron, 30, 33½ p.c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb.

Sisal. Manilla

7-16 in. and larger.. 84 124

¼, 5-16, ¾ in..... 84 124

3-16 in..... 10 13

Cotton, per lb..... 22 25

Russia Deep Sea, per lb.. 134 16

Jute "..... 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis. 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

N. P. "..... 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A. sand, 30 p.c.

Emery, per quire..... 55 90

Sash Cord

Per lb..... 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per

cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb..... 24 3 00

Sausage Stuffers.

Each..... 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D. dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D. dis. 30 to 35 per cent.

Hack, complete, each..... 1 75 2 75

frames only..... 75

Saw Sets.

Per doz..... 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrappers.

Box, per doz..... 2 10 4 50

Foot, "..... 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz..... 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. " 72½ " " "

" F. H. Brass 75 " " "

" R. H. " 70 " " "

Diamond Point wood screw nails,

bright, dis. 77½ and 20 per cent.

Bench, wood, per doz.... 3 25 4 00

Bench iron per doz..... 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Ætna, dis. 75 @ to 75 and 10 per cent

Heinish 60 per cent.

Sheaves

Sliding Door, per set... 77 1 40

Shot.

Canadian, dis. 7½ per cent.

Shovels and Spades

Canadian, dis. 37½ per cent. to 40 p.c.

Sieves

Wood Rim, black, p. doz 1 15 1 35

" tinned, "..... 1 35 1 60

Tin Rim, "..... 2 30 2 45

" black, "..... 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50

Acme, "..... 3 00 5 00

Lock, Andrew's "..... 4 50 11 50

Soap

Sapolia ½ gross boxes..... 3 25

" 1 and ½ gross boxes per

gross net cash..... 12 00

Soldering Irons.

Per lb..... 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English..... 1 80 5 00

Iron, American..... 1 35 2 35

Spoons and Forks.

Tea Spoons..... per gross 7 50 12 00

Dessert "..... " 21 00 30 00

Table "..... " 30 00 30 00

Dessert Forks..... " 24 00 30 00

Medium "..... " 27 00 30 00

Table "..... " 36 00 30 00

Squares.

Iron, per doz..... 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 42

Wrought Iron, dis. 75, 75 and 10 per

cent.

Stocks and

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.

TRADE MARK FOR



HOLLOW WARE.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

REGISTERED
TRADE MARK FOR
W. ROGERS.
KNIVES, FORKS, SPOONS.

TRAVELLERS

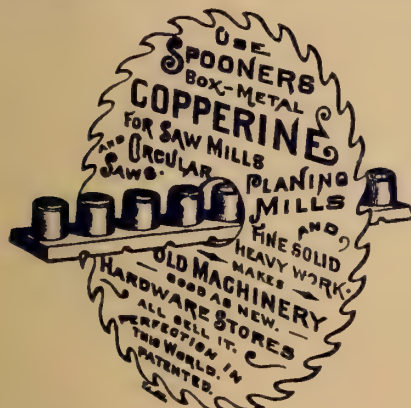
SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.



How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose the above.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

PLATE GLASS,

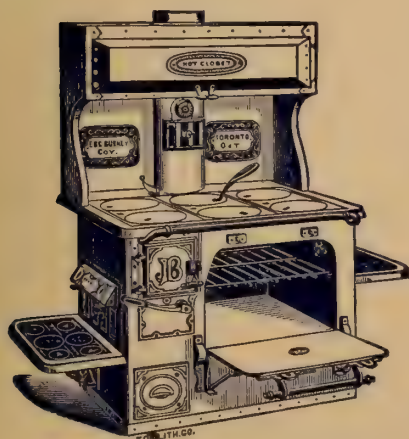
ALL SIZES IN STOCK.

MANUFACTURERS OF
STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,
72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

TRAVELLING MEN

I WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

HARDWARE.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by **H. R. IVES & CO., Montreal.**

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

“TRAP”

—AND—

“DOMINION”
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

IRON WIRE. !

Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.

BRASS WIRE !

Write for Prices to



Box 1964, Montreal, or
27 Front St. E., Toronto.

STEEL WIRE !

—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

COPPER WIRE !

OCT. 17, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

— TO THE TRADE. —

Blacksmiths and Carriage Makers'

Anvils, Vises.

Stocks and Dies, Screw Plates, &c.
Bolts, Bar Iron, S.S. Steel.

RICE LEWIS & SON, LIMITED. TORONTO.

THIS SPACE

— BELONGS TO —

**The Chown and
Cunningham Co'y,**

— OF —

KINGSTON, ONT.

Thos. Davidson & Co.,

Western Agents.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

**KEMP MANUFACTURING CO.,
TORONTO, ONT.**

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, OCTOBER 17, 1891

No. 42

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Olemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

HARDWARE LUMBERING SUPPLIES.

There are few hardware retailers near the lumber regions of the country allowed to forget that now is the time to contract for supplies of axes, cross-cut saws, bolts, chains, cant-hooks, etc. The travellers of the various wholesale houses are offering urgent reminders just now, and the trade are reported to be responding with liberal and numerous orders. Lumbering operations are expected to be on a much larger scale than they were a year ago, as the removal of the export duty on logs has revived the demand from the United States. The weather has of course to be propitious to the industry. Plenty of snow and low enough temperature to make a good bottom for sleighs are wanted in their season, but the trader cannot wait till they come. He must have his lumber supplies on hand before that time. If he does not, those who need them will not wait. Their orders are large very often, and they may go directly to the wholesaler. If the wholesale house has done no business in this line with the retailers resident in the lumberman's neighborhood, there is a strong probability that it will sell to him. The retailer must be on the alert. The business does not always come to him when the orders are large. It very frequently has to be energetically pursued. All things wait for him who goes after them.

THE PRICES OF CUT NAILS.

Cut nails are being cut with a vengeance these days. The conflict among manufacturers in the cause of cheapness goes on with unabated zeal, and prices have gone a point further down the scale. To-day they are quoted at \$2.20 out of stock at Toronto, with 5 per cent. off for net cash. That price has been quoted for some time, but has heretofore been available to the buyer who took a carload from the factory. Out of stock the price was 10c. higher. To parody into respectability a rather disreputable saw, it may be said that when manufacturers fall out consumers get their own. The low prices current ought to make business good by inviting increased demand. It is never prudent for retailers to buy beyond the estimated capacity of the custom they usually have, but if they can expand that custom by getting builders, contractors and other consumers of nails to place orders now, they ought to be able to provide a good demand in advance. Prices have taken this drop in all probability because the demand has fallen off, since most of the nail stocks have already been contracted for by retailers. But a sorting-up trade of greater proportions than usual may be the outcome of this decline, particularly if retailers think it worth their while to do a little casual drumming for it.

COKE TIN HIGHER.

HARDWARE announced last week that there had been some considerable overselling of tin plates on Montreal account, and during the current one they have furnished the chief feature of the market at the same centre. Owing to actual scarcity, coke tin advanced 10c. a box to \$2.75, on which basis all business for prompt shipment has to be done, and the stock is so well worked off that it is stated that if an order for 200 boxes were received in Montreal to-day it could not

be filled. Next week some additional supplies are expected, but they are not considerable, and if the rapid absorption of the arrivals during the week under review is any criterion, they will be taken quite as quickly. Business to arrive has been done at \$2.65, but no orders for immediate shipment would be accepted on this basis. With the increasing demand from canners therefore, there is a strong probability that those English makers who oversold will have to make their shipments after the close of navigation and stand the loss of freight. No matter what is done in relation to these sales, it seems likely that we will see values on tin plate firmly maintained this fall.

WILL IRON PRICES ADVANCE?

Reference was made last week to the former tendency of iron, and the course of events since then is such as to strongly confirm the impression. In fact it is undoubted that buyers of pig iron so far as the section tributary to Montreal is concerned, will have to pay higher prices for their supplies, even if the most ordinary sort of demand is experienced. The reasons for this are obvious. In the first place stocks on spot are small, while the quantity ordered ahead is not considerable, as importers have been quite as cautious as consumers. It is true that they have shown more anxiety lately, but it now appears as though they will be unable to secure any additional supplies before the navigation season on the St. Lawrence closes. This is certainly the case so far as Summerlee iron is concerned, as shown by a recent occurrence. An importer cabled an order for 200 tons of the brand, and shortly after repeated this, receiving in reply the answer that his second order could not be filled. Of course this state of affairs does not apply to other grades, but it has to be remembered that the half of October is now over, and that there will be very few vessels sailing for the St. Lawrence

after this, so that the chances for any material increase in supplies before the close of navigation are very small. Importers will therefore prefer to await events after that, for they are not inclined to bring in any iron on speculation after the close. It is argued therefore by many that, although our present supplies are adequate to meet an ordinary sort of demand, if such a call occurs as the conditions seem to warrant, good crops, more money, etc., that there is a big chance of a shortage before the spring, and a sharp advance in values in consequence. Prices, of course, are expected to advance anyway within a week or two, but if matters turn out as outlined above, the stiffness will be accentuated. For all the buyers and consumers generally don't appear at all anxious and are stubbornly refusing to speculate, taking only what they actually want. There is, of course, always the proviso of American competition. It costs a good deal to take it east, but if prices at Montreal advance sufficiently on British, wide awake American dealers will be sure not to neglect their opportunity.

CLEARANCE PRICES.

Traders ought to make a big push to get rid of all lines that are likely to be cast in the shade by seasonable holiday stock. To be able to lay in fresh stocks of all the new Christmas goods, the retailer must bestir himself to unload everything that will look rusty or be out of demand by that time. It will not do to keep a thing beyond the period of its salableness. Rather than lose all on it, lose enough to make it sell. That is not price-cutting. It is marking down the price as the article depreciates in market value. Such stock has to be treated like damaged ware to make a clearance of it while it is wanted, and in time to leave a bare place for what is seasonable.

There are various articles kept in stock that become lumber if the price never will ease; they will fill space and consume interest, while the goods in current demand would be causing a turn in the amount invested in them every few days, yielding a fair profit every time they move. Table ware is often kept till it has eaten up the margin in interest, and then sold at the sacrifice of more than the margin. Articles that suffer for want of use cannot be kept long and sold at full prices. It is attention to these matters that makes the difference often between a progressive and a backward grocer. The former begins to make his clearances in time. He has foresight and keenness. Another will not recognize in time whither he is drifting, and will be caught often with a big collection of unsold and unsalable goods, which no body would count as an asset. There is something due to new goods. They want all the advantage that trim surroundings can

give them, they want no shabby looking fellowwares in their environment. What has passed its season has forfeited its profit, and ought to be sold if from no other motive than to brighten up the store for the benefit of the new goods.

ODD MOMENTS.

Various questions have been discussed during the past few months, says a contemporary and communications on the different subjects have been presented by readers in various parts of the country. Whether a man can be a storekeeper and a Christian; what constitutes good and bad storekeeping; how would you spend a yearly income of a million dollars, are some of the subjects which have engaged the attention of the public, and now the question how to spend winter evenings seems to be the one under consideration.

To many of our readers daylight and leisure rarely come together, and there are not many evenings when they have much choice as to occupation. However, we can safely say, with a recent writer, that much more can be made of the odd moments if they are wisely seized on.

"Take it in the single matter of reading; in these days of pocket editions and the popularization of good literature, practically anybody can, between the hours of uprising and sleep, get a precious impulse from a five minutes' perusal of some masterpiece of fiction, essay, poetry, or philosophy. There are always spare fractions of an hour, before or after meal-time, in the journey to and from our place of business, or during the many brief waiting-whiles of daily existence, when man is betwixt and between as to actual work; and these interludes of quiet and inactivity, rightly appreciated, can be made to yield rich harvestings of comfort, instruction and inspiration,—of education in the deepest and most catholic sense. The world fairly teems with examples of those who have gained their power and their success in this way.

"Many so-called self-made men who have earned an education by snatching these odd moments from the very maw of Time, in order to read the prized volume, say that they relished and got good from it fifty times more because they came by it so. They have consumed the books that made them informed, between the stints of work, perchance while the right hand swung the blacksmith's hammer, or the eye glanced from the printed page to the machine whose movements it superintended. Of course, the knowledge thus acquired was scrappy and unregulated when compared with that received from the college curriculum: but it was sternly mastered, what there was of it, and the choice lay between that and nothing at all. Hence, to such seekers after light, odd moments are golden beacons and good friends, to stead them when naught else can."

A SHELL OF TINNED STEEL INSERTED IN AN IRON KETTLE.

An English inventor has patented a process for lining hollowware in a superior manner without increasing the cost of manufacture. This invention consists in substituting a steel tinned lining, either spun or cast, in the iron pan, instead of the ordinary process of tinning or enameling. It is claimed for the new method that it effectually prevents the appearance of any sand or pin-holes, or roughness, so that the interior of the sauce pan will present a smoother and brighter appearance than can be secured under previous methods of manufacture. The costly process of burning and annealing can be dispensed with in operating this process. It is intended to apply the process to lining articles with brass or copper instead of tinned steel, thereby producing what is to all practical purposes a copper or brass pan at the same price as an ordinary tinned one.—Iron Trade Review.

HOW BAD DEBTS ARE MADE.

People often wonder how it is that a retail trader gets so many bad debts among his accounts. To the dealer who has had the "experience," while the deadbeats have the "money," the operation is a very simple one.

The whole trouble arises from the slowness of the dealer to say "no" when more credit is wanted. The merchant grants a little more credit in order, as he thinks, to keep his customers in good nature and so secure the old balance. But it is just here he makes a fatal mistake. If a customer cannot pay one week's or one month's bill, certainly the lapse of time will not help matters, but the account will get so large that the customer will find it cheaper to "move than to pay rent," as the expression goes, and he jumps his account and goes to look for some other victim.

This is the history of three-fourths of all the cases of bad debts; and if the merchant had said "no" when the first bill was in arrears, his loss would have been small compared with what it finally was. And further, a firm refusal to extend credit would often have the effect of making the customer pay up, hoping for another chance to "get in" to the grocer. Then is the time to give the dead-beater the grand bounce and be rid of him.

Bear in mind, and act upon the knowledge, that if a man cannot pay one week's bill, he certainly cannot pay a two weeks' bill.—Ex.

The Chicago Stamping Company paid duty, this week, on 157 boxes of imported tinplate. Imports have been resumed and it is expected that when the figures are published showing the aggregate for the past month or two that the facts will go far to show that little progress has been made as yet by the domestic manufacturers towards supplying the home demand.—American Artisan.

THE LONDON SYNDICATE AND THE IRON RING.

A correspondent sends us the following : Seldom has the conduct of a person making an investment and paying for it been more criticised and discussed than that of the present holders of Scotch iron warrants ; there is hardly a newspaper which has not criticised their conduct at some time or other, and the trade journals return to the charge week after week. Curiously enough, nothing is ever said in their favor, but either they are accused of having permanently injured the iron trade or they are committing incredible follies in throwing away money for holding property which they will eventually only be able to realise at a disastrous loss. The holders of the warrants themselves never seem to have uttered a word on the subject of their view on the matter, but it must be obvious to all that there must be another side of the question unless we assume the holders to be a set of arrant fools. It would never be supposed (if one judged by the ordinary conversation of the Glasgow broker) that the real reason why Scotch warrants are now held off the market is to be found in the action of the Glasgow brokers themselves. In the spring of the present year it was well known to the Glasgow brokers that iron was being very heavily bought for London account, the warrants however were not taken up by the purchasers, but were lent to the Glasgow market—still, the “bears” went on selling, daily putting the price down, and, in self defence, the purchasers continued to buy; iron was forced down absolutely by the sheer selling of the “bears,” to 42s., and it was the daily common conversation of the Glasgow ring that if the price could only be put low enough, the hands of the buyers would be forced, and they would have to realise. So incredibly short-sighted were the Glasgow “bears” that in their eagerness to carry out their own schemes, they actually sold to the London holders an immense number more warrants than there were in existence. Still they went on selling, and still they continued to report that it would only require a few days more to break the strength of the London buying. Under these circumstances it is easy to talk, but it is difficult to see in what manner the London owners could act other than by paying for and taking up the warrants that they had bought. The only way by which the Glasgow brokers could force prices down was by borrowing warrants and daily selling them for cash over and over again. The result is known, the holders paid for and took up their warrants, and the Glasgow broker had to pay them an unascertained sum of money in respect of the iron (which was variously estimated at from 230,000 to 1,000,000 tons) which they had sold to the holders over and over above what was within their possibility to deliver. From that day to this they have not been allowed to deal in Scotch, because it is well-known

that if they had had any warrants with which to manipulate, so incredible is their persistency that they would again open fresh “bears,” and put themselves again in the same position as they did before. The Economist of 5th September suggests that it would be easy to produce store iron at 47s., that it would pay well to do so, that the makers will soon direct their attention to doing this, and that then the syndicate will find themselves in a serious predicament. Considering that the prospect of the makers is better than it has been for months past, there is not the least chance of their lending themselves to any such proceeding. As a matter of fact, this remark of the Economist is an echo of what has been frequently said by Glasgow brokers for months past. In this case, however, the wish is father to the thought, as it is a well-known fact that, in the first place, it would not pay makers to produce and to store iron and sell the warrants at 47s.; and, secondly, that if they could do so, they would be very disinclined to do it, as they, of all people, are the least inclined to embarrass the position of the London holders. They have been fully convinced of the excellent services which have been done them by the maintenance of a steady price for iron in the dull times and by the lesson which has been taught to the Glasgow “bears.” As a matter of fact, the only iron which has gone into store during the past few months was not put in by makers at all, but was put in by Glasgow merchants with a view to influencing the stock figures, and at an actual loss of money to those who put the iron into store. The Economist of 12th September takes up its parable again. “The absorption,” they say, “of a large proportion of pig iron into a few hands cannot be otherwise than injurious to the best interests of the trade.” This is the sort of rubbish that has been written for months past. It can only, by any possibility, have injured the business of speculative brokers, that iron should be kept at a steady price cannot injure the legitimate trade, unless that price is so high a one as to prevent business. The mere fact 47s. makers cannot afford to store iron is sufficient to prove that this price is not too high a one at which to keep the warrant market. The Economist goes on to say “there are no indications of any improvement in the general condition of the iron and steel trade.” This is obviously in direct contradiction to the actual state of the case ; as a matter of fact, the reopening of Messrs. Bolckow, Vaughan’s Eston Steelworks (giving employment to 3,000 hands), alone is sufficient to mark an improvement in the steel trade. The considerable number of large steamers that have been placed in the Clyde and on the East Coast also mark a further improvement, and a gradual re-establishing of credit, and the recommencement of enterprises in all parts of the world is bound, ere long, to have its effect on the iron trade to a very marked extent.—Industrial Trades Journal.

CAMELS’ HAIR BELTING.

One of the latest things in the way of a belt in this country, though it is more familiar in England, is belting made of camels’ hair. The first thought of the machanic who has had experience in buying a camels’ hair shawl for his wife, and paying five or six hundred dollars for it, is that camels’ hair is altogether too expensive a material for belts; but we are informed that this depends upon what particular kind of hair is selected, and that some kinds of camels’ hair, that is, hair that comes from certain parts of the body, is not so expensive as to prohibit its use for this purpose. Among the advantages claimed for the belts are, they are absolutely uniform in strength and elasticity at either surface or at either edge, so that they run true and smoothly ; have only one joint in them, which can be made as good and smooth as any other part of the belt; it is stronger than leather belting, and more durable ; its adhesion is better, and it is adapted to use in exposed places where it is liable to become wet. At present the only manufacturers of this belting in this country are the Rossendale Belting Company, Euclid avenue, Newark, N. J.—American Machinist.

THE ANTIQUITY OF WIRE.

It is not generally known that the manufacture of those metallic filaments or shreds known as wire is one of considerable antiquity, and has been traced by good authorities as far back as the period of early Egypt. A specimen of wire made by the Ninevites some 800 years B. C. is exhibited at the South Kensington Museum. Homer and Pliny referred to similar productions in their writings. From such remote eras up to the fourteenth century wire in its general acceptance was produced by hammering out strips of metal. The operation of wire drawing is mentioned as early as the fourteenth century, for in the chronicles of Augsburg and Nurnburg, of 1351 and 1360 respectively, we find reference to wire drawers, so that it is reasonable to infer that the draw plate was known and used at that period. Rudolf, of Nurnberg, erected the first wire drawing mill shortly after. About the year 1500 the credit of wire drawing was ascribed in France to Richard Archal. It was not until about 1565 that machine drawn wire was produced in Great Britain, the manufacture being introduced by a native of Saxony, C. Schultz, and Caleb Bell, who had a mill driven by water power, in Greenfield Valley, Holywell, Queen Elizabeth being supplied with toilet pins from that mill. Interior hand-drawn wire had been and was being made in the neighborhood of the Forest of Dean and elsewhere, but in the seventeenth century the improved manufacture was carried on in Yorkshire, and later on in the districts of Warrington and Birmingham, where the industry is still largely located.—London Iron and Coal Trade Review.

DELAY IN EXECUTING ORDERS.

The delay which frequently occurs in the execution of orders is a matter of much importance to many of our readers, hence it is not at all surprising to find that the question is being discussed by our contributors and correspondents. It is a theme which will bear further comment, inasmuch as there is no doubt that such delays frequently lead to a considerable loss of business, as well as to the profound vexation of the buyer and his customers. Especially is this the case in respect of export goods, as to which a correspondent, writing from Antwerp, has expressed himself with force, as well as with the feeling which results from actual experience. Retailers at home and importers abroad are astonished by the great delays which often occur, some of them evidently being under the impression that much greater promptitude might be, and ought to be, shown by the manufacturers. On the contrary, more disputes are caused and more bad blood engendered in this way than can well be imagined—hence we cannot avoid expressing the opinion that manufacturers, in their own interests, should exercise every care in filling orders as promptly as possible. From their point of view, no doubt, there are many excuses to be made, but it is quite probable that, in many instances, the goods could be despatched more promptly than they are, as a rule. It is quite conceivable that where the order involves the changing of rolls or the making of special patterns there may be delay, but in a vast number of other instances there seems to be no adequate excuse to offer. If delays of weeks, or even months, took place only when trade is brisk and manufacturers are known to be crowded with work, the matter could be understood, but the delays appear to be so chronic that they take place almost at all times, and in pretty nearly every branch of trade. The iron or hardware trades are not worse, probably, than the other manufacturing industries. This is patent to everybody who has had any occasion to have an article produced to order or of an unusual pattern. No matter how small or insignificant the article may be, if it has to be made, a considerable amount of delay is sure to be involved. On the face of it one can scarcely comprehend why that should be the case. It is only in relation to very large or very complex articles that the manufacturing processes occupy a great deal of time, yet even very simple articles are often six weeks to two months before they are delivered to order. Labor is obstinate, we know, and trade-union rules are awkward matters with which to deal; still, it might be supposed that the majority of manufacturers could give delivery in a week or thereabouts if they really made up their minds to do so. It is to be feared that many manufacturers look upon orders for special goods, even if they are for very ordinary lines, with dislike. They appear to

lose sight of the fact that these requests form a part only of the transactions with their customer, who is entitled to every consideration at the hands of the producer. The buyer should be obliged, in fact, just as the ironmonger or importer tries to suit his customer, and every effort should be made to execute orders at the earliest possible moment. In the case of foreign importers there is an even greater obligation on the part of the manufacturer, seeing that if British goods are so long delayed our German and Belgian rivals seem to have the knack of much more speedily meeting the wants of buyers.—The Ironmonger.

IRON FOR TELEPHONE WIRE.

If the reported project of Mr. Gorham Gray for a telephone cable between America and England shall prove to be feasible and practicable it will certainly mark a new and important step in the use of both the telephone and telegraph. Mr. Gray's plan is to make use of an iron wire conductor of peculiar shape in place of a copper cable, and he claims that iron is as good as copper for this purpose. This idea is directly at variance with the best electrical practice of to-day, the tendency everywhere being toward the use of more copper in the form of heavier conductors and the use of a metallic circuit of two copper wires for long distance telephone service. Copper is also being used to a greater extent in telegraph lines. Should Mr. Gray be able to carry out his plan, there would, of course, be an immense saving in the cost of constructing the line, owing to the greater relative cheapness of iron wire and its higher tensile strength.—Philadelphia Record.

KEEPING HARDWARE STOCKS FRESH.

Your hardware stock will not suffer from changes of style as much as it will from rust accumulating on it, caused by frequent handling. The polished blade of a knife, chisel or plane, will rust immediately, if not at once wiped off dry. The rustic from the backwoods, when he selects a razor or knife, feels in duty bound to expend all his lung power in blowing his breath on the blade to find out how quickly it will dry off or vanish. He has a sort of natural philosophy of his own which enables him to determine the quality of the steel and the temper of the tool by this process. Be very careful to have your hardware in the driest portion of your store. Locate it so that it will get the least heat in winter and have the sunlight in summer. Keep it far removed from the salt and dairy atmosphere of your butter and salt-fish department. The fancy articles which you keep in this line for show case display, watch very carefully. Keep a flannel cloth where it can be reached handily, and after showing a customer a knife or razor, wipe the same immediately perfectly dry before putting it in its case. Never display rubber goods in the same case as cutlery. They will cause rust nearly as quickly as water. I refer particularly to soft rubber goods and not vulcanized goods, such as combs, pins, and the like.—Ex.

CAN SPECULATION BE CHECKED?

No better evidence that there is a general expectation in trade circles of rising markets and widespread activity could well be furnished than the appearance of warnings against the fostering of a speculative spirit. It is well worth, under the circumstances, to inquire whether it is profitable to take active measures to oppose a speculative tendency. We feel convinced that the majority in the iron metal and hardware trades are conservative. We know that past experience has taught that, in the long run, the evil after effects of a wildly speculative fever largely counterbalance temporary advantages. We know that a boom usually lets in a good deal of foreign material. In other words, it drives work abroad which could have been kept at home had not the demand been artificially exaggerated by the operations of outsiders. A boom may be defined as a scare of buyers, created by speculators. During such a period only a few are great gainers, a far larger number of manufacturers and traders profit more than they otherwise do, while the great majority look back upon such a period with mortification and regret.

Yet it is difficult to see how a rise can be prevented when circumstances warrant the movement. Speculators cannot be kept out of any business. They are buyers when others are still in doubt, and are only too glad to sell their goods. The more venturesome in the trade are the first to follow the lead thus taken, purchasing raw materials liberally, while they hold back on a part of their product. The craze spreads until all are involved in it, and the great majority have reached the conclusion that a passing fever is to be the normal condition for a long period to come. It is then that he becomes a public enemy who dares to utter sentiments which a short time before would have received general applause.

However numerous those may be who are determined to oppose a rapid rise, there will always be a small but powerful minority who initiate the movement, and give it sufficient impetus to win over converts rapidly. We question whether there are many who have witnessed former booms, who have not back of all their protestations the desire to take an earlier hand in buying, and be quicker at selling than they were before. We believe that this feeling is far more general, and would prove a more potent factor for action than the desire to preserve the trade generally from any future dangers and complications by abstinence from or resistance to a rising market.

So far as we can learn there are none in the trade now who look forward to advances in price at all comparable with the famous boom period of 1879-1880. The word "boom" is so intimately associated in the minds of many with that extraordinary time that it is possibly misleading and unwise to use it now in connection with the improvement looked forward to. The term has, however, become identified with any upward tendency in trade, and has entered general usage in that sense.—Iron Age.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

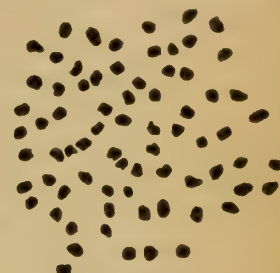


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.G.G.

TRY IT.

SCISSORS HINTS.

One needs many pairs of scissors, and true economy consists in having a pair for each sort of work. The cutting of paper is very trying to sharpened steel, and a pair might be kept for that purpose. Long slender shears are handy for general use; buttonhole scissors could find a place in every basket; a pair of scissors for trimming lamps in the kitchen is necessary where there is no gas; grape scissors for the table are not altogether new; scissors to cut flowers in the country are a convenience. Few people carry pocket scissors of the folding sort. Those that do never part with them. Convenient for manicure use, to cut a clipping from a paper at a moment's notice, a string, etc., they answer almost every purpose of the pocket knife, and are much more convenient to handle. Give a person accustomed to their use a knife and the pocket scissors, and he will part with the former first. No cutting blade should be put in the fire, as it will then lose its temper, which is denoted by its turning blue. Such a knife or blade will never keep its edge.—N. Y. Hardware.

NICKELIZED STEEL FOR SHIPS.

Writing from Halifax, Nova Scotia, to the London Economist, Mr. Peter Imrie predicts that Canada will eventually control the shipbuilding industry. It is now practically proved, he argues, that steel mixed with from three to five per cent, of nickel is double the strength of ordinary steel, and that it does not corrode or take on barnacles, so that ships constructed of it will never require scraping. Moreover, as ships of nickelated steel may safely be built much lighter than ordinary steel ships, their engine power and consumption of coal may be safely reduced without diminution of speed. In short, nickelated steel seems bound to supersede ordinary steel, and probably also

all other materials in present use in ship construction. Nickel has thus become a necessity, and the nation which is in a position to produce this material must necessarily control the shipbuilding trade. And, for the present, at least, there is no known supply of nickel worth mentioning outside that of Canada. Canada possesses nickeliferous pyrites without limit. The entire bleak region extending from Lake Superior to Labrador is rich in it. Experts declare that the Dominion can supply a million tons of pure metal annually, if necessary, for an indefinite period. All the other sources of supply known in the world just now would not suffice to keep even a single first-class shipbuilding concern on the Clyde in full work.—American Manufacturer.

THE SWELLING OF STEEL.

It is well known that steel or iron will swell more or less when heated, but it is not so well known that this property can be made use of to good advantage at times. The crank pin of an engine had been turned a trifle too small, so that the fit could not be depended on if put in in the usual way. The crank pin was small, so the loss would not have been great if it had been thrown away, but they were in a hurry for the engine and the time that would be lost was of more consequence than the price of a new crank pin, but it was thought that they could save it by utilizing the swelling property of the steel. The crank pin was heated a trifle and the surface covered with soap to prevent scaling, after which it was heated a little more, but not enough to redden it or raise a scale. After soaking at this heat for awhile it was cooled off and found to have swelled nearly enough to make a good driving fit. Another heating was given it. It was then found to have swelled all that was required and a little more than was necessary. The pin was then put into the lathe and the surface

polished. The crank was heated and expanded by the heat of a gasoline blow-pipe and the pin pushed into place; then both crank and pin were cooled down, and the job was found to be as good as though a new pin had been fitted. The job lasted for over two years and how much longer is not known.—Stationary Engineer.

SOLDERING IRON WITH NICKEL.

Herr Fleitmann's experiments in soldering iron with nickel have yielded some important results with regard to the volatility and atomic penetration of the former metal, says Iron. The adhesion of the two metals was so intense that it became impossible to separate them by mechanical action, and chemical analysis proved a perfect assimilation, although the soldering had been effected at a temperature of from 500 deg. to 600 deg. below the fusing point. Other tests established the volatility of iron when heated to cherry redness. Two plates of iron and nickel, superposed, were submitted to the same degree of heat; the iron passed into the nickel to a notable extent without soldering or adhesion of the surfaces resulting. On the whole surface of the sheet of nickel an alloy with the iron was formed, which, in the case of one millimetre sheets, penetrated to .05 of their thickness, and contained on the average 24 per cent. of that metal, the proportion being naturally stronger on the surface. An important fact is that the passage of the iron to the nickel is not reciprocal. While the combination disclosed itself on the surface of the nickel plate by the argenterous lustre of an alloy of iron with .50 per cent. of nickel, the iron plate remained intact, and preserved the sombre appearance which it had received from the scaling.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

KEEP YOUR PROMISES.

It may appear somewhat strange to take the above headline as a text for an article addressed to men of business, or more correctly, perhaps, men engaged in conducting business for themselves. But there is, nevertheless, abundance of room for such an article. There are many men who do not seriously consider the promises they make, previous to making them. If they did they would not make them at all. There could possibly be no better recommendation for a business than as Skakespeare put it:

"He was ever precise in promise-keeping."

When it becomes known in business circles that a man's word is just as good as his bond, the world trusts him, and would sooner take his word than many other people's bond. Confidence in one another is certainly the very life and soul of sound business, and when once confidence is seriously shaken, it takes an immense amount of struggling to get it back again. Some men are very easy in their promises, and very slack in their fulfilment. All our readers know well that if they have a promise from a customer that an overdue bill shall be paid on a certain date, they know well that it is a disappointment to them if it is not fulfilled, and at the same time, they never look upon that customer with the same degree of confidence that they did previously. They are always reminded of the broken promise when dealing with them. It is exactly the same when dealing with some one else, and when you are placed in the position of your customer, and make a promise and do not fulfil it. It is a great deal better to make no promises, and to face the music, as it were, by saying that you cannot do it, or that you would rather not than to make a rash promise, and knowing that there is some doubt as to fulfilling it.

It has been said that there is "honor among thieves." If, therefore, there is honor to be found among lawbreakers, there is much more reason that honor should be the standard of business. In your dealings with drummers the one who makes loose promises is often the one to be guarded against. His only object is to effect a sale, and he will do this at the expense of truth and at the expense of his own honor, sometimes. The large volume of business that is transacted every day upon our exchanges by the simple word of mouth, without any written contract whatever, is an example to all other business men. We are used to calling these men speculators, and names that are hardly justifiable, yet when we look upon their record and the large volume of business transacted by them without any written contract whatever, it is quite evident that they are men who fulfil their promises.

We once knew a peculiar and interesting gentleman, who laid it down as the first principle in his business, never to give a note promising to pay, and if he was asked for the

payment of any sum of money, would never promise it unless he was absolutely certain that he would be able to fulfil it. He would sooner risk the ill-will of the person he was trading with, by not making a promise than by making one, that there was the least doubt of being fulfilled. No doubt, this gentleman experienced some difficulty at times, but, in the end, he came out ahead. One day he made an appointment with a gentleman who was about to make a long journey, and the hour named left very little time for him to catch the train. As the hand of the clock pointed to the hour of the appointment, the traveller became quite anxious, when a friend stepped up and told him of the appointment he had made, the reply was unique, the gentleman saying, that if so and so promised to be there at a stated hour, you can depend upon its fulfilment, as he never made a promise that he did not perform it is needless to add that the appointment was kept, and the traveller was happy.

The old adage that "Promises" are like pie-crusts made to be broken" is not applicable to business men. Therefore be careful of making promises.—Ex.

ADVICE TO YOUNG MEN.

If there is any doubt as to what study or studies should be followed with a view to self-culture, we can remove it by a simple rule given in three words, namely: Study your business. By this, the daily bread is to be earned, and it is highly probable that the knowledge of the trade engaged in exceeds the information on all subjects outside of it. Many young men, however, are continually attempting too much, and fret and worry because they cannot swallow whole volumes of literature and science in a few months; they are apt to slight their daily occupations as an unavoidable means of inaintenance, and concentrate their efforts upon something quite foreign to their trade. Some men have mistaken their calling, and are wasting time, so far as self-improvement goes. Eight or ten hours are spent in what must become to them the merest drudgery; and, as they take no interest in their work, the task of engaging in it from day to day becomes doubly irksome. Now, start fair and honestly. Think the matter well over before adopting any line of business, and weigh well your abilities and resources. Put down in one column all the reasons, advantages and means for a certain line of business, and in another all the reasons why such a daily occupation should not be engaged in; sum them up and act according to the result. Is mechanism the choice, and a carpenter's, pattern maker's or machinist's trade the very one in which your best talent will have a chance for a full development? In short, is there a strong interest in, a thorough liking for, the business? If so, it is the proper one to follow,

and, with steady, persevering, energetic application, success is certain to come in due season. Be, therefore, careful and honest in the selection of a business to which a whole life is to be devoted. Be sure you are right, then go ahead, is advice which becomes appropriate in the start of a business life. Every day we see and meet men who have mistaken their calling—clergymen who ought to have been farmers, lawyers who ought to have been ministers, tradesmen who would have adorned the professions, and professional experts who would have been excellent store-keepers and "drummers;" engineers, nominally, would have made good watchmen, and machinists who would fill any other position well except the superintendence of a machine shop. Hence, there is apathy in congregations; agriculture is deprived of intelligent laborers; corruption exists in the courts, and in the trades blunders, failures and accidents follow each other in quick succession. Hence, again, there is a comparatively wasted life, little or nothing has been accomplished; whereas, in the appropriate sphere of labor, ease, security, success, honor and happiness would have been attained.—American Engineer.

A TERRIBLE SENSATION.

"At last we are alone!"

It was the man who spoke.

The woman trembled and lifted her eyes to his face.

They were beautiful eyes, but they were tremulous eyes; eyes which look out from a heart which is irresolute, fearful.

He stamped with his heavy foot upon the floor of the room.

The echoes brought back in their invisible arms the sound, and let it ripple out again until it struck the walls once more, and fell into the vast void of silence.

A bat, disturbed by the unusual activity, darted from a corner and blindly dashed in eccentric convolutions about the dusty building.

Great ropes of cobwebs hung down from the ceiling, and across the corner of the room dead flies swung lightly in the hammocks the spiders had fastened there.

The dust rose in listless clouds from the shock of the heavy footfall and sunk again, overcome by its own inertia.

Even the air was resting.

The spirit of desolation seemed to pervade the place.

The woman looked furtively around upon her dim surroundings and shivered.

The man laughed harshly.

"Alone, I said," he growled.

"Yes," she murmured.

A faint light struggled in through the great windows in front, thick with dust.

"Where are we?" she whispered and shivered as the bat dashed into her hair.

"Listen," he replied hoarsely, "we are in a store which does not advertise."—Detroit Free Press.

—USE THE—
STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences; Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

MANDER BROS.,
Varnishes

Are acknowledged by the leading Painters
and Coach Builders to be the best. If you
deal in paints and varnishes you should not
be without them, and the renowned

CARMINETTE.

WALTER H. COTTINGHAM & CO,
Sole Agents for Canada,
56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.



Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

**We manufacture High
Grade Knives only.**

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS

WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

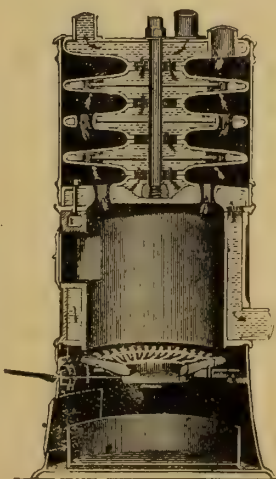
All Sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



—THE—

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



COW TIES.



OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout. There is no other chain on the market that will compare with these chains for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other make on the market.

If you have not yet tried THESE COW TIES SEND FOR SAMPLE half-doz. and discounts.
Manufactured by **THE B. GREENING WIRE CO., Ltd.,** Hamilton, Ont.



Orders from the North West for sheets for siding and reaping grain elevators have been quite large this week.

Geo. Shillington, groceries and hardware, Carberry, Man., has purchased the hardware stock of R. Black, of the same place.

Mr. Beck, of Kincardine, has purchased the Pim stock of tinware at Sault Ste Marie, Ont., and will conduct the business in future.

A runaway going west on King street the other morning crashed into the rig of Mr. Vincent, tin merchant, of Dorchester Ont., throwing him out. He sustained several severe bruises.

Mr. W. A. Niall, who has filled the position of head clerk for Mr. G. McLean, hardware merchant, London, for the past three years, left for Cincinnati Saturday afternoon, where he has secured a good position.

Mr. W. J. Swanson has entered into partnership with C. A. Whitham, of the late firm of Black & Whitham, hardware merchants, Hamilton, and the new firm resumes the old business with a fresh grip and prospects of increased success.

It is reported that the Consumers' Cordage Company, which has the monopoly of the cordage and twine business in Canada, has just reorganized its management, and steps are being taken to increase the capital stock from \$1,000,000 to \$3,000,000.

Mr. Robert Turnbull, of the firm of Goldie & McCulloch, Galt, arrived at Vancouver, on Wednesday, to superintend the setting up of the Wheelock engine manufactured by his firm for the Vancouver Electric Street Railway and Lighting Co's. works.

Chown & Cunningham, stove manufacturers, Kingston, have applied to the City Council for exemption from taxation for the term of ten years. In a few weeks the vote will be taken. They claim that other manufacturing of the same kind in other cities are exempt from taxation.

The firm of Robb & Sons, founders, St. John, N.B., is to be turned into the Robb Engineering Company, capital quarter of a million in hundred dollar shares. The manufacture of all electrical appliances will be added to their business.

A new mineral resembling asphalt has been discovered in Texas, which is claimed to be the most perfect insulator known for electric purposes. It is unaffected by water, alkalies or acids, and the supply seems to be almost inexhaustible. The diminished supply of gutta percha renders the discovery of this material all the more valuable.

The town of Ainsworth, British Columbia, is fast being depopulated by the news of a phenomenally rich silver strike. Five well-known and reputable miners have arrived there with samples of ore from Slocum, 18 miles west of Kaslo, on Kootenai Lake. They say there is a large body of solid ore, from sixteen to twenty-five feet in width and a mile long. One assayed from 100 to 300 ounces in silver and 68.80 per cent. of lead.

Walter H. Cottingham & Co., Montreal, find very extensive sale all over Canada for Mander's outside varnish. It is a perfectly durable, elastic varnish, and has met the requirements of the practical house painters from ocean to ocean so perfectly that the firm find it difficult to keep sufficient of it in stock

to meet the demands. The best work finished in Montreal for the past two years it has been employed upon, and has filled the requirements so perfectly that the satisfaction to buyer and seller has been complete.

The Mayor of Hamilton is in receipt of a letter from Belgium, via Ottawa, stating that a Belgian firm of pipe founders is anxious to extend its business into and throughout Canada, and asking information as to the amount of pipe used for waterworks purposes and where procured.

WORKING FOR TRADE.

There are those who believe that a merchant's work should go no further than to offer a stock of merchandise for sale in an attractive store. Like many professional men and stock brokers they regard it undignified and contrary to the ethics of their calling to solicit business.

The merchant who is content to await trade and who puts forth no effort to increase business by solicitation or otherwise, confesses by his action that he is deficient in push and enterprise.

If it requires the calling upon people at their houses and the maintenance of a stable to win additional business do not debate over the expense, but render the required service.

It is well to remember that people are always willing to pay for goods according to the character and cost of the service required in their distribution. That is why one store averages 25 per cent. gross and 12 per cent. net profit and another in a different neighborhood in the same place 16 per cent. gross and 8 per cent. net.

It is legitimate and requisite to push for business in every honorable way. Appeal to the eye, and ear, the taste of people. Do not deceive yourself with the notion that because you are located in a small place you cannot expand your business. It doesn't matter if yours is the only store in a village of fifty houses and no other store within miles trade can be developed. Teach people to use goods which are new to them; tempt them with delicacies, and if you cannot do any better, work on their feelings as do the patent medicine men. Get trade and keep getting trade. The means and methods are without limit, because new measures can be adopted even if they must be invented. We prefer such as are free from clap-trap—those that are like a flash in the pan. Avoid anything which offends public opinion; which caters to nastiness; which sounds like buncombe. One can blow his own horn without calling into question his sanity. To those who work and push, new ways will suggest themselves as one result of their continued effort and experience. It pays to be alive and vigorous, even if it is in the line of storekeeping.—Ex.

COPPER PRODUCTION OF THE UNITED STATES.

The United States now leads the world in the production of copper, by far outstripping any other copper producing country. Arizona and Montana have, during the past decade, become important copper producing States, the latter ranking next to Michigan in this industry. Most of the metal produced is obtained direct from ores carrying for the most part only copper. It is also found in paying quantities in ores comprised chiefly of gold, silver and lead. There is difficulty in tracing these quantities to their origin, for the reason that the ores are pur-

chased by lead and copper smelters in the open market. Frequently the copper in the first ore is not in sufficient quantities to be marketable. In the matter of lead smelters and refiners it appears in a concentrated form and becomes quite a factor. Figures from the census bulletin, compiled by Charles Kirchoff in the Engineering and Mining Journal, show the copper production of the principal States during the year 1889 to be as follows: Michigan, 2,443,733 short tons; Montana, 698,837; Arizona, 155,586; New Mexico, 34,586, making a total of 3,332,742 short tons.

Only after an extended experience have the Lake Superior copper mining companies been able to solve the difficult problems, upon the solution of which depended the successful operation of their mines. Unlike other copper regions, the metal occurs in the native state, so that experience in older mining regions could not be brought into service. By means of powerful drills and heavy crushing machinery, large quantities of rock are handled and copper profitably extracted from very low grade rock. These mines now rank with the very best in this country.

Although the district certainly possesses great advantages, it is also hampered by drawbacks. The copper is found in the rock in the native state. It only needs to be crushed and washed to separate the metal. A yield of 87,455,675 pounds of ingot was obtained from 117,804,926 pounds of mineral, the average percentage of copper being 74.24. In the majority of cases the amount of copper in the rock is small. Of the total amount of tonnage hoisted, the average yield of ingot is only about 2 per cent. This necessitates the handling of an enormous tonnage to produce a medium amount of copper. It also necessitates extensive work underground, and a heavy investment in equipping plants with power drills, hoisting, crushing and washing machinery. The latter requiring a great quantity of water, stamping mills are located where it can most readily be obtained, and where the large quantities of sand can easily be gotten rid of; and the transportation of the rock from the mine to the mill adds additional expense.

All this compels these copper mining companies to pursue a conservative policy, and takes from them their power to adjust themselves to any rapid fluctuations that may occur in the demand and supply. They are unable to respond immediately to calls for a heavier production, because of the expenditure involved in the preparations for an extension of operations, and the necessary time required for the execution of plans. An adjustment to the conditions of an overstocked market is quite as difficult. The minimum cost of handling the large quantities of rock is based upon running the entire equipment for full time. Any falling off in the demand places the mining companies under undue operating expenses. In case of a total suspension of operations, two alternatives present themselves—the company must either provide for a steady outlay for the maintenance of mine and plant, or upon resuming operations pay a larger aggregate sum as a penalty for neglect. In view of all this, the conservative course usually pursued by the Lake Superior copper companies seems justifiable.

In the Arizona mines, the richness of the ores constitute their principal advantage. The yield in 1889 was a fraction over 10 per cent., and, being almost exclusively oxidized ores, are easily reduced to block copper.—Age of Steel.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	Last week.	This week.
Tin—Spot—	£91 17s. 6d.	£91 17s. 6d.
Future—	92 10s. od.	92 12s. 6d.
Copper, B.E.S.—	56 oos. od.	55 oos. od.
Lead, S.E.	12 7s. 6d.	12 5s. od.
Spelter,	23 15s. od.	23 12s. 6d.
Antimony,	41 oos. od.	45 oos. od.
Tin Plates—Cokes	13s. 3d.	13s. 3d.
Pig Iron—Scotch } Warrants. }	47s. 1d.	47s. od.
No. 3 Middlesboro',	40s. 4½d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL, Oct. 16, 1891.

There is no material change in any line since our last, and although business is of greater magnitude in iron than it was, the change is still small and disappointing. The fact is buyers will not speculate at all, even although there is the probability of higher prices, and business is therefore solely for immediate wants. This, however, although not all that is wished for induces a good fair volume of business. Values, generally, rule firm, the feature of the week being a scarcity of tin plates.

PIG IRON.

The demand for pig iron, although somewhat better than previously, does not show that volume of business that the trade expected. Since our last there has been no change of importance, while values have ruled firm with a decidedly stronger tendency from causes which are dwelt upon elsewhere. There is no Coltness here to speak of, and prices on it are more or less nominal. Sales of Langlois have transpired at \$21, and Gartshore can be quoted at the same figure, although we can cite no purchasers in it. Eglinton is firm at \$19.50 to \$20, and Carnbroe shows an upward tendency at \$19 to \$19.10. On the whole the market is quiet, but prices are bound to advance in the natural course of events shortly, yet buyers do not show any disposition towards business.

BAR IRON.

Matters continue quiet in bar iron, but it is said that development, may arise consequent upon the differences between eastern and western corporations, which will prove interesting to buyers, at present \$2 is the nominal figure from jobbers brands, but round lots from makers have been moved at considerably less.

TIN PLATES.

There has been a firm market for tin plate since our last. all supplies arriving being pretty well absorbed. In fact prices are 10c. higher at \$2.75 for cokes for the season, for prompt delivery, although \$2.65 is quoted for supplies to arrive next week, but very little is to be had at that, at present it is certain that if an order for 200 boxes were had it could hardly be filled.

TERNE PLATES

The demand for this article continues small, exceptionally so in fact, and supplies therefore are somewhat heavy. There is no change in prices, however, which rule steady at \$8.25 for upper and \$7.75 for lower grades.

CANADA PLATES.

Canada plates are dull and unchanged, and round lots could be moved at 5 to 15c. less than quotations. The supply comparatively is small, but amply sufficient for the demand, while some good shipments have yet to arrive which should have been here earlier in the season.

COPPER, LEAD AND TIN.

There is no change in copper or lead locally. The former article has declined sharply on outside markets, but there is little or no stock to be had here and prices are the same. Lead is the same way. Ingot tin is absolutely out of stock here, and it is doubtful if 500 lbs. could be had for immediate delivery. As a result prices are stiff and higher at 23c.

GALVANIZED AND ZINC SHEETS.

There is no change in galvanized sheets, which rule steady at 5 to 7c. per lb. Zinc sheets are scarce and higher, and now \$6.50 is the regular asking price, an advance of 50c.

NAILS

This article is without particular feature, and nothing has arisen since our last. The nominal asking figure \$2.15, but this it is claimed would be cut on.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	.....\$3.05
9 dy to 60 dy	..... 3.35
8 dy to 60 dy	..... 3.60
7 dy to 60 dy	..... 3.90
6 dy to 60 dy	..... 4.20
5 dy to 60 dy	..... 4.20
4 dy to 60 dy	..... 4.50
3 dy to 60 dy	..... 5.40
3 dy fine,	..... 6.50

CHEMICALS

The market for heavy chemicals shows no change of movement, and prices generally are as reported previously. Bleaching powder moves at \$2.25 to \$2.50, while caustic is dull at \$2.50. In other lines a fair business is doing.

OILS.

There is little actual change in oils which rule about the same. Cod oil is fairly active at 35c. for Halifax, and 38c. for Newfoundland, while Linseed rules at about 60 to 63c. for raw, and 64 to 65c. for boiled. Little is doing in seal oil and no change is reported while cod liver is unchanged, but firm.

LEADS.

A steady jobbing demand is experienced, but there is no change to mention from the market of a week ago. We quote:—Choice, 6 to 6 1-2c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c; red do, 4½c.

GLASS.

There is a good steady jobbing movement in this article on the former basis of \$1.40 or thereabouts.

NAVAL STORES.

The prospects continue encouraging on the whole, but chandlers complain that they are not getting the orders they anticipated. Turpentine is in fair demand at unchanged values, and the same can be said of other lines. We quote as follows:—Turpentine, 57 to 58c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT AND FIRE BRICK.

There has been a fair jobbing business in cement during the week but stocks are still much in excess of requirements. Belgian cement is offered at \$2.15 to \$2.25; Newcastle 15c. and London 20c. per cask. Fire bricks continue to move off in fair sized lots at firmer prices, \$17.50 to 23.50 per 1,000 being inside figures for round lots; jobbing lots being held at \$1 to \$1.50 per 1,000 advance ex-wharf.

PETROLEUM.

A good business has been done both in Canadian and American refined stock, while prices are unchanged as far as spot business goes. We quote:—Canadian, 12c. at Petroleum, 13¼c. in car lots at Montreal, and 15c. for single casks. American, 20¾c. in car lots, 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots, and 22c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Oct. 16, 1891.

The tone of business continues good and its volume is increasing. The betterment, though general, is unequal. In some lines trade approaches briskness, in others it is not as good as it ought at this season to be, and probably no better than it would be if this were a year of ordinary expectations. But a good year trade usually slackens up until movement begins in the substantial basis of it. Metals are fairly active and firm in price. Of general hardware the same may be said. Seasonable wares for which travellers are now after orders are receiving a good deal of attention. Sleighbells, skates and lumberers' supplies, as axes, cross-cut saws, etc., are in quite strong request. In cut nails prices have dropped another point lower.

IRON AND STEEL—Pig iron is quiet. The close of navigation approaches, but the apathy in the demand is as deep as ever. The Calder Company advise agents that they are oversold. Most other British brands are sold up to the full carrying capacity available for the remaining part of the season. Hence business in English and Scotch iron is likely to be dull for three or four weeks. A revival is then expected, when higher prices will be the consequence of the greater overland shipment. At present prices are unchanged. In United States iron there is more activity than in British. There is little doing in Canadian. Quotations are:—

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$20.75
No. 3 Calder \$22.	No. 3 Middlesboro \$20.25
No. 1 Sum'rliee \$23.	Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23.
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

Manufactured iron is in steady request. Easy prices have stimulated trade. They continue low, but are firmer than they were, the seeming certainty of an advance being all but demonstrated by the advance itself. Merchants' bar quotes at \$2.05 from stock, with less disposition on the part of wholesalers to concede anything on round lots. A good movement of steel comes in now for notice. Sleigh-shoe steel is especially active at \$2.60 to \$2.75; even a 10 cent. lower quotation might be ventured for a large order.

There is more doing in all the industries which maintain a demand for manufactured iron and steel.

COPPER—There has been no change in the London market since the 9th inst., when cable advices reported a firm opening and a continued improvement for that day. The market there has been in statu quo ever since. Here, a degree of listlessness marked the business of the week. Quotations have not been affected, the quotations for ingots being 14½ to 15c., and for sheets 18 to 20c.

TIN—Last week's report might be left unamended to be applicable to the business of this week, so far as the Toronto market is concerned. In England the price of pig has advanced about £1 per ton. Local prices are 23 to 24c. for 56-lb. ingots, 23 to 23½c. for Straits 100-lb. ingots, and 24½ to 25c. for strips.

LEAD—Prices favor buyers—that is, are susceptible to shading. They are 3 5-8 to 3¾c. There is no activity.

ZINC AND SPELTER—No tendency to lower prices is yet indicated. Firmness, in fact, is the main feature of the situation. A steady demand supplies continued strength to the market. Sheets are 6¾ to 7c., domestic spelter is 5 1-4c., imported spelter 6c.

ANTIMONY—A still further advance of £1 is cabled from London. Stocks on the spot go out slowly at prices quoted a week ago—that is at 14 1-2 to 15c. for Cookson's and 13 1-2 to 14c. for other brands.

TIN PLATES—The demand in Canada seems to be much greater at the moment than what it averages in the corresponding part of the season in other years. This is owing to the small stocks kept during the summer and the difficulty of obtaining prompt delivery from makers. Prices are unaltered at: I C coke, \$4 to \$4.25; I C charcoal, \$4.50 to \$4.75; I X charcoal, \$5.50 to \$5.75; I X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES—Are receiving more inquiry. Still the demand for this grade in the west is confined to limited quantities, though for higher grades consumption is on the increase. Prices are \$8.25 to \$8.50.

CANADA PLATES—Not being an article that English manufacturers care to take in hand, except when the market is very dull for coke tin, Canada plates have been very firm during the whole season, and as one or two lots upon the English market have recently been purchased a shade under the ruling figure, prices on this are if anything higher. There is also little prospect of any concessions later. This fact may not interest

consumers to any extent as their wants were supplied early in the season. But those dealers who have laid in a short supply must make up their minds to pay a higher figure through the current and the following month. Prices are now \$2.90 to \$3.

GALVANIZED SHEET IRON—The demand continues at the rate noted in last report. Prices are as stiff as ever at 5 to 5¼c. for case lots of 28 guage and ¼c. less for 26 guage.

BUILDERS' HARDWARE—A fair movement of this description of stock is reported.

CUT NAILS—Have shrunk 10c. farther in quotations for shipment from stock. They are selling at \$2.20 in trade lots, with 5 per cent. off for cash.

HORSE SHOES—Are steady and in easier demand at \$3.50. Ploughing operations cause some decline in the demand.

HORSE NAILS—Are unchanged at 60 to 60 and 10 per cent off list prices.

CORDAGE—Has declined ¼c. The following is now the basis: For Manila 12 to 12¼c.; for New Zealand and Sisal 8 to 8¼c.

WIRE—Is fairly active, with no change in prices.

PAINTS, OILS AND COLORS.

With the exception of easier prices for linseed oil, no change is to be noted. Business is rather slow-moving. White lead is quiet at 5 1-2c. for ordinary trade lots. Turpentine is selling at 55 to 56c. Linseed oil is cabled to-day 7s. 6d. higher in England, but no advices of advance are received from United States centres. The price has been down to 58 and 59c. for raw, and 61 to 62c. for boiled during the past few days. A concession of 2c. would be made on these prices for net cash in 30 days, the quotations given being always for four months. Even if some recovery should take place in United States prices, it is believed that it would be but temporary. All paints and colors are dull.

PETROLEUM.

The market is not in any specially interesting stage so as to influence business one way or the other. The present requirements of consumers impart all the activity there is in the trade. Prices are unchanged, Canadian refined being 15 to 16c.

The Petrolia Advertiser reports: Petrolia crude 1.35¼ per bbl., Oil Springs crude \$1.35¼ per bbl. Crude remains about the same as last week, nothing having transpired to make any material change. The drill keeps at it night and day, but no heavy gushers are brought to light. In the aggregate the production is increasing, but not to

CHEAP STOVES.

We have the largest variety of Stoves in Canada, and have been building up their good reputation for 40 years.

We have 57 varieties of Coal and Wood Furnaces.

We have something new in nestable pipes—25 in crate.

We can supply repairs for the Crown Jewel Base Burner.

It will pay you to handle our goods.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

MARKETS—Continued.

the extent to cause any alarm on the part of the producers or to affect the price. On the other hand the stocks are decreasing fast, and by the end of the present month every shadow of a surplus will have vanished—whether ever to appear again is a question to be demonstrated by the inevitable future. Refined remains still at 12½ cents in barrels or 9 to 9½ cents in bulk. At these figures there is any amount going out, and, notwithstanding these prices a very good article is being made.

GLASS.

The arrival of new stock is apparently delayed. No invoices even have yet been received. It is now thought that fall stock will not be here till the first of November. Meanwhile quotations to arrive are on the basis of last week, that is \$1.30 for first break, and so on through the series. Shipments from stock are made at \$1.40 by wholesale hardware houses. The want of glass is very strongly felt.

OLD MATERIAL.

The improvement in the demand is observable. Trade is at a standstill, stock accumulating on the hands of dealers, owing to the absence of demand on the part of founders. The list of prices is unchanged as follows:—No. 1 heavy scrap, 65 to 67½c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62½ to 67½c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9½ to 10½c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½ to 2¾c.; scrap zinc, 2 to 2½c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 85c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named. The fine weather makes the demand less acute this week than it was last week, so that the difficulty of getting cars, owing to the grain movement, is not so seriously felt. Freights will advance at about the beginning of November.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Oct. 15, 1891.

Regarding business in the heavy forms of iron and steel no facts come to the surface indicative of any radical change, and in the manufacture of the numerous smaller productions of the mills and various commodities turned out by foundrymen, hardware manufacturers, etc., trade differs but little at present from that which has been going on for some time past. At all events, such are the inferences from reports sent in by salesmen and the information imparted by manufacturers engaged in the several lines.

Of the several more prominent branches, the steel rail trade remains the quietest of any. Some few inquiries are on the market, but these involve small lots chiefly, and are in a manner indicating that buyers have not abandoned hope of securing concessions from manufacturers. The latter hold out stubbornly, however, quoting \$30 f. o. b. mill as bottom rate for standard sections in either large or small lots. Billets, slabs, plates, rods, etc., are selling at relatively lower prices at the chief centres of production, but not with any remarkable freedom.

In the pig iron branch about the only new feature is some speculative inquiry for Bessemer pig, which up to the present time does not appear to have culminated in business. Consumers' purchases of both foundry and mill grades are spiritless and of barely average volume, but chiefly at old prices. Standard Northern foundry pig iron is quoted at \$17.50 to 18.00 for No. 1 and \$16.00 to 16.50 for No. 2, and inferior brands at 50c. and \$1 less. The best Southern brands remain at \$13 for No. 1 and \$12 for No. 2 at furnace. Mill grades sell at \$14 to 15 delivered, according to brand. Bessemer pig is steady at \$15.00 to 15.50 at furnace. Scotch pig is jobbing at about \$22.75 for Coltness, \$22 for Summerlee and \$20 for Eglinton and Carnbroe. Foreign spiegeleisen is quoted at \$23.50 to 24.00 for 10 to 12 per cent. and \$27.50 to 28.00 for 20 per cent. and 80 per cent. ferro-manganese at about \$64.50 delivered here, with little new business passing.

Of old iron rails about 300 tons were sold at \$22 f.o.b. cars at Jersey City, which price is the lowest that sellers will name at the moment. No. 1 wrought scrap iron sold at \$19.50 f.o.b. cars, to the extent of about 200 tons.

COPPER—The market for copper is somewhat steadier, now that uncertainty again surrounds the opening of the Anaconda

mines. Speculative holders pause about forcing sales, pending developments, and producers offer with more or less reserve. Manufacturers have purchased a fair quantity of Lake Superior ingot at 12¼c. for November and December delivery, which price fairly represents market value at the present time. Casting brands are quoted at 11½c., with sales moderate. London prices for merchant bars have advanced to £50 7s. 6d. for prompt and £51 for future delivery, with quite heavy sales of the latter at the rise.

TIN—Pig tin prices have also averaged a shade higher, following closely the pendulations of London values despite very indifferent speculative interest here and merely routine purchases by dealers and consumers. Spot stock sold yesterday at 20.10c. net cash and at as low as 20.15c. regular to the out-of-town trade in ten-ton lots, while 20¼c. was accepted for small parcels. Latest London prices were £91 15s. to £91 17s. 6d. for spot and £92 10s. to £92 12s. 6d. for futures.

LEAD—Pig lead has declined somewhat owing to very limited demand and rather freer offering by smelters. At this writing there are sellers at 4.45c. while bids of over 4.40c. are few and far between.

SPELTER.—Spelter sold to a moderate extent at 5.05c. which price apparently represents full value for prime Western in car-load lots. The demand at present is slow and hesitant.

TIN PLATE.—Tin plate orders from out-of-town come forward very slowly as yet, and the local demand is without sign of improvement. Prices are slightly irregular, as usual on a dull market, yet show no quotable change.

Mr. H. Douglas, of Hastings, Ont., has gone to Campbellford to continue in the hardware business, Mr Douglas and Mr. Tait having bought out the large establishment of Chas. Gillespie. We understand they intend running the business in this village as usual.

Among the sufferers in the great fire which destroyed so much property in Halifax, last week were: Shalford Bros., oil dealers, in whose premises a fearful explosion was prevented by rolling the barrels into the water. The American Metal Co's. office was burnt, as was also the stock of carriages, bicycles, etc. of J. B. Neilly & Co.



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

THE MANUFACTURE OF OLIVE OIL.

The gathering of the olive is as far as possible done by hand, and the greatest care must be taken to pick only the dead-ripe olives, and to avoid breaking the bearing twigs which will produce the next year's crop. Coarse sheets are sometimes spread under the trees, and the fruit gently shaken off, so that only the perfectly light portion falls. It is then looked over, cleared of accidental admixture and inferior berries, and taken to the mills as soon as possible. The peasants often pretend that keeping the fruit till it ferments facilitates pressing and gives a larger yield. This is, however, an excuse for delay, and any supposed advantage is more than counterbalanced by a deterioration of quality. The simplest and most primitive mill was one in which one or two large mill-stones travelled edgewise over a bed of hard stone. Oxen or horses attached to a strong radial axis furnished the power. In this way the fruit was reduced, stones and all, to a slimy paste. But more perfect and complete machinery of modern design had superseded the old picturesque oil mill, which, as far as France is concerned, is now only to be found in remote villages. Besides, changes in the arrangements of the industry have tended to do away with the old cumbrous mill. It is now very unusual for a farmer or olive grower to press his own crops. In all centres of olive culture there are sure to be one or more professional oil pressers, who have embarked considerable capital in the requisite plant. Of these there are two classes. First, there are those who simply crush and press for the farmer who brings his crop to them, and who are paid in kind by retaining a percentage of the produce as agreed upon. Then there are others who may be called merchant crushers. These buy up olives from the growers and dealers, manufacture the oil, and sell it themselves.

Several large firms in Marseilles possess branch mills in different centers of olive culture and in Algeria and Tunis, working upon the large scale, and their produce is as well known by its trade as are special wines. The system of the lower grade of oil crushers is obviously liable to abuses which are difficult to suppress, and the peasant frequently finds, when his oil is returned to him, it is very far below the calculation he had made of the probable yield of his crop. The crushed fruit is distributed into short, squat sacks, made of esparto and horse-hair, holding about 15 lbs. each. The mouths of these scourtins, as they are called, are indrawn, as it half closed. Consequently when 10 or 12 of them are piled one above the other on the bed plate of the press the bottom of one bag rests on the mouth of the next below and perfectly closes it. When the pile is set true the press is worked very slowly and gradually. The oil oozes from all sides of the scourtins, and trickles from

the delivery groove of the bed plate into a receiver. This first pressing is huile vierge, virgin oil, and has a delicate greenish color, and a peculiar nutty flavor. Cleanliness in the crushing mill and press is an essential. Everything about the oil must be scrupulously clean, so that no color or stale and rancid flavor be communicated to it. When the oil ceases to flow, the bags are taken out, and their hard, apparently dry contents broken up. The mass is mixed with boiling water and steamed. A second time it is pressed, precisely as before, and the mixture of oil and water that comes away is allowed to stand till the oil has cleared and risen to the top. It is then syphoned off as second quality oil. The marc, or residue, is either sold as oil cake for stock feeding or manure, or is treated by quite another class of manufacturers, who get from it a third quality of oil, suitable only for soap making, by treating it with chemicals, chiefly bisulphide of carbon. The processes up to this point do not admit of any variety, but the skill of different firms is supposed to be shown in clarifying and refining. The product of the presses is kept in immense tanks or in jars, till a sediment has deposited itself, when the clear oil is separated and filtered through specially prepared papers, through cotton or other ways, fancied to be trade secrets. It will be clear, then, that olive growing and oil pressing are two distinct trades, and that they are best kept separate. Unless a grower had a large capital at command to work a mill, and kept a staff of skilled hands, he would never be able to attend to the digging, pruning, and fertilizing of his olive trees, more particularly as this has to be done just at the same time of the year as the all important first pressing. The grower has plenty to do, if he attends to his work properly. Left to itself the olive tree certainly produces some fruit, but one well cultivated repays its owner ten-fold. An outlay of about £10 per acre is considered a sound investment. A full grown Pendoulion well cared for will give about 30 gallon measures of olives for its crop; the Cayon under similar circumstances may give an average of 7 or 8 gallons. The output of oil is about 14 per cent. for the two pressings. —Textile Mercury.

IRASCIBLE STOREKEEPERS.

It is a fact that some men cannot help being fretful and cross. They are born so, and they carry these unamiable qualities from the cradle to the grave. We feel sorry for such people, says a contemporary, for we regard their failings as incurable diseases.

Men who are constitutionally of an irascible temper ought not to engage in the storekeeping business; for in that field they are likely to encounter so many crosses and tribulations that they are sure to fret themselves to death in a few years, not to speak of the worry they occasion other people.

Irascibility is one of the worst faults a retail storekeeper could possibly have, as it drives away trade, makes enemies, and while

he may be at heart a very good fellow, his manner conveys the general impression to his customers that he is about as near a savage as it is possible for a white man to be.

A man, to become a successful storekeeper, must be patient and self-possessed at all times. He cannot afford to fly in a passion at every trifling annoyance which he encounters. The children of a town hate an irascible merchant, and will give him the go-by whenever they can, or else in a spirit of malicious mischief constantly devise schemes for fretting and annoying him. They will yell at him derisively when he goes down the street, slam his doors and perhaps break his windows and do other things which tend to keep him in a state of continuous mental disturbance.

We pity a man of this kind. We believe it is a mistake for him to attempt to continue in business. He had better sell out his store and stock and remove to some secluded and quiet locality where he will not be brought into constant friction with other people.

Irascibility grows upon a man when it once gets a good hold upon him. As he gets to be older he becomes a chronic grumbler. He opposes every movement of a public spirited character in the town in which he resides. He is a disturbing factor in church and politics. Nothing in the world seems to move in accordance with his opinions. He is really deserving of sympathy, but he never gets it. His fellow townsmen learn to dislike him, and as the gray hairs whiten his crown, he is derisively called "Old Snarly." Even his age is not respected.

It seems to us as we contemplate the career of such a man, that his existence is not worth the trouble which it costs him.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

The neglect to look after minute details in the factory is a source of great loss to many producers.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business." —JOSH BILLINGS.

You can lose more than we do by not subscribing for this paper.

CHRISTMAS AND TABLE-WARE.

As the Christmas season approaches, those hardware dealers who carry a stock of silver and flat-ware are becoming solicitous as to what is needed. All hardware stores, however, do not keep flat-ware, but it certainly is not out of line with other merchandise usually kept by the trade. The village customer often delays her purchases until she can go to the city, when the nearby store, which is not handicapped by heavy rents, could fill the bill better, and certainly more cheaply if the proprietor would take a little pains.

A nice showcase, filled with ware of this sort, also gives an air of elegance to any store, and would in turn add largely to the general trade in other articles.

Of course, in the article itself, solid silver takes the lead. It is sold by weight, and to that value is added the cost of making. The designs, unless specially elaborate, add very little to the cost. The choice is in the oxidized, for in them the background does not lose its lustre, which it is impossible to regain in ordinary methods of cleaning. A dozen tea spoons will average six and a half ounces, Troy, and sell at retail for about \$12, and 25 per cent. more for the heavier, finer sort. A fair price for increased weight is about \$1.50 per ounce. Forks, spoons, and knives of good weight, give an air of respectability to the dining room, still this could be carried to a point where clumsiness would be the result. Dessert spoons would weigh at a minimum ten ounces, and table spoons eighteen. These are sold by the pair, and \$3 to \$5 respectively is a proper price. Butter knives and sugar shells, weigh and are rated the same as dessert spoons, the sugar shell being perhaps a trifle less expensive. Forks weigh about twenty ounces, retailing for \$33 for dessert and \$38 for dinner. Soup ladles, oyster ladles, and the innumerable list that silver men are constantly extending styling them "novelties," cannot be discussed here without bodily plagiarizing a whole catalogue.

So much for silver. It is handsome, substantial, durable but very costly. People who afford it generally have servants, and with them come the perplexity of a housekeeper, the brain worrying disappearances. The humble plated spoon is a boon to everyone. It will last a decade, and it does not turn up in the corner pawn shop, with a police court episode. Plated ware has a foundation of albat, which is a mixture of nickel zinc and copper. In this compound there are 20 parts nickel. The grades are "Extra," "Double," "Triple" and "Quadruple," the first being popular in price. The stamp on these goods is "A 1," signifying albat of the first quality. Another number 2, means two ounces of silver in the plate to the gross. The figure 3 would mean three ounces and so on. Tea spoons take two ounces, dessert three, and forks four. Again

the term "Extra" is another base to start from. "Double" has twice the silver of "Extra": "Triple" three times, etc. A "Quadruple" table spoon, or a fork would be stamped with the figure 16, showing that that there were sixteen ounces of silver used in plating a gross.

All plated knives are on steel, and blade and handle, if both are plated, are on one piece. These knives lack the fine edge. Celluloid is now used for handles, at double the expense. Ivory was formerly used, which a careless housekeeper would ruin in a short time. Ivory is becoming scarce, and it is rapidly going out of use for this purpose. Other handles are used, even pearl, and in carvers, which are not plated, a variety of material is in vogue.

Tea services are generally of quadruple plate, or are stamped so, the foundation being of tin, copper, antimony and lead, a compound susceptible of great polish and ease in working. Those on copper, nickel and zinc, or German silver, cost twice as much.

Solid silver services are for the Rockefellers, the Vanderbilts, and the ambitious with lesser purses.

The cost of engraving varies. As a guide we give a list of prices from the catalogue of a well-known maker:

INITIALS ON SPOONS AND FORKS.

Script.	Per Doz.
Teas, One Letter	\$0.38
Teas, Two Letters . . . . .	.62
Teas, Three Letters . . . . .	.75
Dessert and Table, One Letter . . . . .	.50
Dessert and Table, Two Letters . . . . .	.75
Dessert and Table, Three Letters	1.00

Plain Old English.

One Letter.....	\$1.00
Two Letters.....	1.75
Three Letters.....	2.50

Shaded Old English.

One Letter.....	1.25
Two Letters.....	2.25
Three Letters ^a	3.25

NAMES ON SPOONS AND FORKS.

Script: Per Letter, 2 cts.; Plain Old English: Capitals, per Letter, 8 cts.; Small Letters, 4 cts.

ODD ARTICLES.

Script Initials: Per Letter, 3 cents; but no job charged under 10 cents.

Script Names: Capitals, 3 cents; Small, 2 cents.

Old English Initials; One Letter, 10 cents; Two Letters, 18 cents; Three Letters, 25 cents.

Old English Names: Capitals, 8 cents; Small, 4 cents.

SILVER OR PLATED WARE.

Shaded Old English: Per Letter, 15 cents and upwards, according to size.

Script: One Letter, 10 cents; Two Letters, 18 cents; Three Letters, 25 cents.

MONOGRAMS—PRICES ACCORDING TO SIZE.

—N. Y. Hardware.

The first instalment of nickel steel plate made in this country for actual use was delivered last week at Cramps' shipyard, Philadelphia. It is three-inch protective deck plate for one of the triple-screw cruisers.—American Manufacturer.

Tom Dexter, representing Howland, Sons & Co., wholesale hardware merchants, of Toronto, started east on his way home, finishing up a very successful three months' journey in Manitoba, the Territories, and British Columbia.—Winnipeg Commercial.

An Automatic Lubricator for Saws has been patented in Canada by Mr. R. J. Edwards, of Gelena, Ill., on the 14th May, 1891, (No. 36,604). This device consists essentially of pads so constructed as to grip the saw blade, and carried on a reciprocating bar attached to the frame. A lubricant is applied to the pads and the blade passing through takes of a small quantity at every stroke, thus making sawing an easy matter. Less set is required on the saw, and it requires setting less frequently and does not gum up.

Jas. Robertson & Co's

FALL SPECIALTIES.

Stove Boards,
Coal Hods,
Stove Pipes,
Elbows,

Stove Shovels,
Lanterns,
Copper Tea Kettles,
Dampers, Etc., Etc.

Get our prices before buying elsewhere.

265 TO 281 KING ST., W., TORONTO.

FILL ORDERS CORRECTLY.

If there is one thing above all others that will cause a dealer to lose his customers, it is his carelessness in filling orders, and in the delivery of goods. This applies to all classes of business men, who supply the wants of the consumer. A customer may give an order for half a dozen or more articles, in the filling of which one small item may be overlooked. In the majority of cases, this slight oversight will cause more trouble than if all the other articles had been omitted and the one small item sent forward. The checking system is almost a certain preventive of these costly mistakes. That system should be strictly adhered to by all sellers, who should make it an ironclad rule that no goods be sent out of the house without having been checked off after the order is filled. Some merchants depend entirely too much on their memory, but the safest plan, after all, is to put orders on the book when they are taken. The dealer should never be without a memorandum book or tab, upon which to note the articles purchased by a customer. Details of this sort are too important to be overlooked, and carelessness is a dangerous habit to form.—Stoves and Hardware Reporter.

CASH BUSINESS.

A correspondent in Iron Age writes:—Having noticed in your last issue an invitation to give experience in regard to business done on a cash basis, I gladly respond as a retail dealer in hardware, stoves and tinware, having had 16 years' practice in the above-named branches. During that time I have watched very carefully that part of the business which bears close inspection—namely, the cash—from the fact that cash is a very necessary article in business.

There are several reasons why a cash system should be preferred to any other. A man who buys and sells for cash is one who gets a full amount of sleep and feels rested in the morning, because he owes no one and no one owes him. Again, he is saved the trouble of pondering over his books after others have closed up their stores, and wondering who he had best tackle next morning for money so as to be able to meet the draft which has already arrived in the city and will be presented by the banker the following day. So it is easy to realize that the man who does a cash business is relieved from all this anxiety and he has more time to do his work and see to his business. Again, a man who does a cash business has few enemies and never offends any one asking them for money that should have been paid when they sold their wool or hay or wheat, and, besides, you have the money to pay for what you buy; therefore you can buy cheaper and you will not be apt to buy what you do not need, because you expect to pay for it when it arrives. The cash business means a great deal. It

means you must pay cash for all you buy and ask the cash for all you sell, and when night comes you know just how you stand and you know in what position your customers stand in relation to you. They are not ashamed to come into your store and look you in the face, because they do not owe you anything. On the other hand, if you do a credit business you would not know just how you stood nor where your customers were to be found, because you would seldom see them. They owe you money and are careful that you do not get a chance to see them. If you do a cash business one year you will find it becomes an easy matter to continue it. After people are convinced that you mean to do a cash business they will come prepared and eventually like the system.

APPRECIATE YOUR BUSINESS.

That man is a poor specimen of enterprise who runs down his own business and wishes he had never gone into it. We heard a mechanic say: "If I had a boy he should never learn my trade; it is the poorest way of making a living there is, and anything else is better." The chances are that he was a poor workman and vented his spite by cursing his employment. The day's labor was regarded as a task, and the hours spent in his shop as so many robbers of his liberty.

The same is true of a merchant who despises his honorable calling. Nothing in all secular employment has furnished nobler examples of intellectual vigor, honorable success and useful life than the vocation of a merchant and any man should be proud to be in it. No business has done more to create the civilization of the age and oil the wheels of the world's progress.

King Solomon, the wisest man of ancient history, was a merchant on the reciprocity plan, with Hiram, King of Tyre, who thought he could make a good bargain. He is said to have cleared about \$120,000,000 on a single investment, but his family expenses were heavy and he needed large profits. He imported timber from the Tyrians, linen yarn, horses and chariots from Egypt; exported wheat, barley, wine and oil; and we venture to say he never spoke ill of his business, king that he was.

What class of men have given more for schools, colleges, hospitals and general charities than the merchants of England and America? The pedigrees of kings do not furnish their equals. Why then, should anyone in such good company have a contempt for it? What would the country be without merchants. In fifty years the world would drift back into barbarism.

Brother storekeepers, put a high value on your position. Hold up its honor, its integrity, its business principles. The community in which you live have a right to expect it of you, and take a pride in seeing you meet their expectations.—Ex.

ORIGIN OF THE SHOT TOWER.

How many know that we owe the shot tower to a nightmare, induced, it may be, by generous potations at an ale house? Such is the story, however, which seems well authenticated. Watts, after an evening of jollification, returned home to troubled sleep, in which he dreamed that he and his companions were driven to seek a place of shelter by a shower of shot; but what particularly attracted his attention was the perfect roundness and beautiful polish of the lead globules that rained upon him from the sky. To make shot like that had been his waking dream for many a day, but it was hopeless by the processes then in vogue, or by any modification of them apparently, for at that time shot was made by cutting cubes from sheet lead and wearing them to a spheroidal form by friction in a revolving barrel. When Watts awoke, the dream was not forgotten, and he continued to ask himself, as if it had been real. How did that shot come down from the sky in such perfect form? And then followed the query, What would be the effect of dropping molten lead through the atmosphere? So active a mind could not ask such a question without getting it answered, and he carried a ladle of molten lead up into the steeple of St. Mary, Redcliffe, and poured it slowly out into the mob below. His question was answered when he descended and gathered up the little lead pellets and the first shot tower speedily followed that experiment.

NOT LUCK BUT WORK.

"Twenty clerks in a store, twenty hands in a printing office, twenty apprentices in a shipyard, twenty young men in a town, all want to get on in the world, and expect to do so," says an old merchant.

"One of the clerks will become partner, and make a fortune; one of the compositors will own a newspaper, and become an influential citizen; one of the apprentices will become a master builder; one of the villagers will get a handsome farm, and live like a patriarch—but which one is the lucky individual? Lucky! There is no luck about it. The thing is almost as certain as the rule of three. The young fellow who will distance his competitors is he who masters his business, who preserves his integrity, who lives cleanly and purely, who devotes his leisure to the acquisition of knowledge; who gains friends by deserving them, and who saves his spare money. There are some ways to fortune shorter than this dusty old highway, but the staunch men of the community, the men who achieve something really worth having—good fortune, good name and serene old age—all go in this road."

A customer secured is a promise of greater salary in time.

Soap and water are cheap, but soil on goods is expensive.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

F. E. DIXON & CO.,
MANUFACTURERS OF

UNION TANNED
STAR RIVET

LEATHER BELTING

70 King St. East, Toronto.

Send for Price List and Discounts

Dixon's Leather Belting Hand Book, mailed free on application.

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery



(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

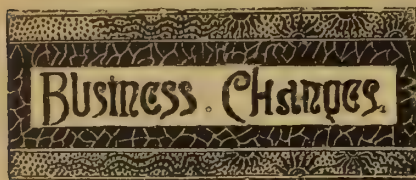
We can now supply the following: American and Canadian Meat Cutters, Enterprise and other makes, also Sausage Stuffers and Lard Presses. Cow Ties, American and English. Halter Chains. German and American Rope Halters. Hand and Machine-Made Web and Leather Halters in good variety. Gross-cut Saws, "Disston's" Toledo Blade and ordinary perforated, also S. & D. Lance.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



SALES MADE OR PENDING.

Allen Stairs, general store, Southampton, N.S., sold out.

The Ontario File Company advertises stock, plant, etc., to be sold on 20th inst.

The stock in the estate of J. B. Allen & Co., hardware dealers, Toronto, has been sold.

The Hudson's Bay Co.'s general store, Fort Ellice, Man., has sold out to T. V. Wheeler.

PARTNERSHIPS FORMED AND DISSOLVED.

Kelly Bros., general store, Acton, retiring from business.

Jas. Veale, crockery, Toronto, retiring from business.

Moran & Bent, general store, Amherst, N.S., dissolved.

Herres & Co., general store, St. Agatha, Ont., succeeded by Hasenflug & Co.

John Hennessy, general store, Joggins, N.S., succeeded by Hennessy & Molancon.

Howard & MacDonald, general commission, Brandon, dissolved, F. Howard continuing.

FIRES.

I. M. Chase & Co., match manufacturers, Halifax, partially burnt out, no insurance.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES

John B. Smith, general store, Fort McLeod, is in liquidation.

Jas. Dorais, general merchant, St. Chrysostome, Que., has assigned.

G. H. Gass & Co., general merchants, Spring Hill, U.S., have assigned.

The creditors of L. R. Baker, general merchant, Beauharnois, Que., have been called together.

Jas. Taylor, tinware and crockery dealer, Toronto, has assigned to D. M. Robertson, Toronto.

Susan Vance, general merchant, Hepworth, Ont., has assigned to J. J. Jermyn, Warton.

David L. Holtzman, general merchant, Morriston, Ont., has assigned to H. J. Holtzman, Drayton.

A. & C. H. Denton, hardware dealers, Tilsonburg, Ont., have assigned to A. H. Hope, Hamilton.

Demand of assignment has been made upon G. R. Fabre & Fils, wholesale saddlery hardware, Montreal.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

AN IDEAL CLERK.

We do not often incline to print, we are too modest; the dew and shade of morning light suits better our complexion than does the glare of noonday; but when great necessities are thrust upon us, what would you do?

The necessity in this case that so beguiles us to lay ourselves at the mercy of the devil—printers devil of course—and the public is a demand upon us for a synopsis of an ideal clerk, labeled "A Nineteenth Century Impossibility."

Handsome, of course, because his customers are chiefly ladies with great eyes of unearthly sweetness; patience than which Job's was an invalid frazzlin; elasticity of movement that would put the flea to shame; oratory of such unctious flavor as would reduce a Shylock to distribute shekles, and taste, quotha, such as the richest of the orient could not satisfy; meek, too, as Moses (when the bullrushes past him); your foot upon his prostrate neck, in seeming; a scholar and a gentleman, forsooth; so blind to circumstance of birth or paltry greed; as honest as the daily sun and thrice as searching—Cash!—New Orleans Trade Index.

TAPER TOOTH.



Write for Prices or Telephone 5120.



CUTLERY—Good knives, good value. See our samples and prices.

SPOONS—Our "African" Silver retain their color and are cheap.

STEEL—Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists



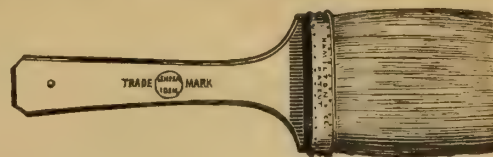
PAINTERS' BRUSHES.



TRADE

SEMPER
IDEM

MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto.

HAMILTON & CO., 96 Clerkenwell Road, London, England.

- STORAGE -

(BOND AND FREE)

Warehouse Receipts Issued.

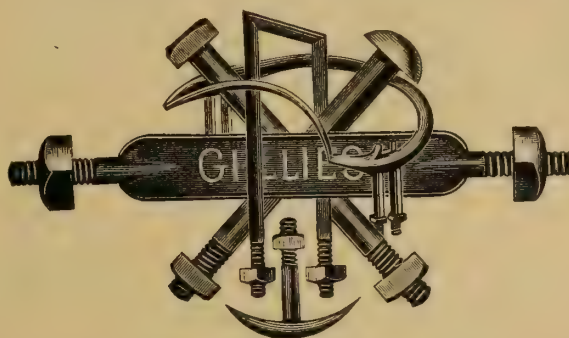
THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

If you want any kind of

- PRINTING -

go or send to the

MAIL JOB PRINTING CO.,
Toronto.

We do the best work
quick, and at low prices.

TELEPHONE 647.

W. A. SHEPARD,
Manager.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

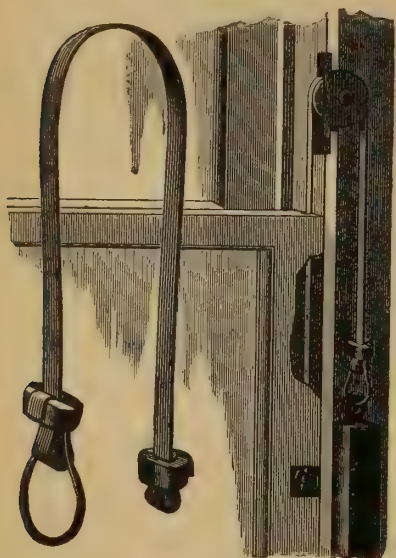
THE J. B. McLEAN CO., (LTD) PUBLISHERS.

TORONTO ENG. CO.



The Gardner Steel Ribbon Sash

BALANCE AND PULLEYS.



Mechanics and others at the Fair thoroughly inspected The Gardner Steel Sash Ribbon, endorsing our claim that it must supersede rope or chain.

JOHN HARGREAVES,

168 Simcoe St., Toronto.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the

TRADE

GRANTED

MARK.



1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price-lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.



SHEPARD HARDWARE CO., BUFFALO N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb ingots, per lb ..	23, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S. Per box	
I.C., usual sizes	\$6 00 \$6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.X.X., "	8 25 8 50
D.C., 12½ x 17	4 50
D.X., "	5 75
D.X.X., "	6 75
<i>Note.—Other brands might be shaded by 25c. per box.</i>	
Coke Plates—Bright.	
essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual	
sizes	4 85 5 00
<i>Note.—Round lots of 14x20 might be purchased of 10c. per box less.</i>	
Charcoal Plates—Terne.	
Dean or J.G. Grade—	
I.C., 20 x 28, 112 sheets ..	8 25 8 50
I.X. Terne Tin	10 50 10 75
Charcoal Tin Boiler Plates.	
Cookley Grade—	
I.X.X., 14x56, 50 sheet bxs	Per lb.
" 14x60, "	6½c, 7c
" 14x65, "	
Tinned Plates.	
72x30 up to 24 gauge	6½ 7
26 "	7½ 7½
28 "	7½ 8
Iron and Steel.	
Base Price.	
Common Iron, per 100 lb ..	\$2 05 2 10
Refined " ..	2 45 2 55
Horse Shoe " ..	2 50 2 55
Band " ..	2 50 2 60
Hoop " ..	2 65 2 85
Swedish " ..	4 00 4 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 00 3 25
Best Cast Steel, per lb ..	0 13½ 0 14
Russian Sheet ..	0 10½ 0 12
Tank Plates ..	2 00 2 25
Boiler Rivets ..	4 50 5 00

Boiler Tubes.	
2-inch	10½c
1-inch	15
Boiler Plate.	
½ inch	\$2 45
5-16 "	2 35
¾ " and thicker	2 25
Sheet Iron.	
1 to 20 gauge	2½, 3
22 to 24 "	2½, 3
26 "	3, 3½
28 "	3½, 3¾
Canada Plates.	
Blaina	½ bright 2 90 3 00
Abercarne	3 00 3 10
Iron Pipe.	
Wrought 60 to 62½ p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 60 to 60 and 10 p.c.	
Galvanized Iron.	
Queen's Head—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 "	5¾, 5¾
Gordon Crown—	
16 to 24 gauge, per lb	5, 5½
26 gauge, "	5½, 5¾
28 "	5¾, 5¾
<i>Note.—Cheaper grades about ½ cent per lb less.</i>	
Chain.	
Proof Coil, 3-16 inch, per lb	6 64
" ½ " ..	5½ 5½
" 5-16 " ..	4½ 4½
" ¾ " ..	4½ 4½
" 7-16 " ..	4½ 4½
" ½ " ..	4 4½
" ¾ " ..	3½ 3½
Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70
Jack chain, iron, single, per	
doz yards	0 13 0 50
Jack chain, double, per doz	
yards	0 15
Jack chain, brass, single, per	
doz yards	0 20 1 10
Copper—Ingot.	
English B.S. " ..	0 14½ 0 15
Bolt or Bar.	
Out lengths, round, ½ to ¾ in. \$0 25 \$0 28	
round & square	
1 to 2 in	0 23 0 26
<i>Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.</i>	

Sheet.	
Untinned, 14 oz, and light,	
16 oz, 14x48 and 14x60	\$0 18 0 19
Untinned, 14 oz, and light,	
16 oz, irregular sizes	0 19 0 20
<i>Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.</i>	
Planished and tinned, 14x	
48 and 14x60	0 20 0 30
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb ..	0 22 0 26
" 35 to 45 " ..	0 21 0 22
" 50 lb and above per lb ..	0 20 0 21
Boiler & T.K. Pitts.	
Plain Tinned, per lb	0 25
Spun " ..	0 29
Wire.	
Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30
Brass.	
Roll & Sheet, 14 to 26 gauge ..	0 21 0 25
" 27 to 30 " ..	0 23 0 29
" 30 and up ..	0 26 0 32
Sheets, hand-rolled 2x4 ft.	0 25
Zinc Spelter.	
Foreign, per lb	0 05½ 0 06
Domestic " ..	0 05½ 0 05½
Zinc Sheet.	
5 cwt casks ..	0 06½ 0 06½
Part casks ..	0 06½ 0 07
Lead.	
Imported Pig, per lb	0 04 0 04½
Domestic " ..	0 03½ 0 04
Bar, 1 pound ..	0 05 0 05½
Sheets, 2½ lbs, per square ft.	
by roll ..	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft.	
by roll ..	4 75 5 00
<i>Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.</i>	
<i>Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7½c.</i>	
Solder.	
Half-and-half (guar.) per lb ..	0 17 0 19
<i>Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.</i>	
Antimony.	
Cookson's, per lb ..	\$0 15½ 0 16
Other makes " ..	0 14½ 0 15

White Lead.	
Pure, Assoc. guarantee, ground	
in oil, 25 lb. irons, per lb	5½
No. 1 Do.	0 5
No. 2 Do.	0 4½
No. 3 Do.	0 4
Prepared Paints.	
(In ½, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities " ..	0 85 0 90
Colors in Oil.	
(25 lb tins, Standard Quality.)	
Venetian Red, per lb ..	0 05
Chrome Yellow " ..	0 11
Golden Ochre ..	0 06
French " ..	0 05
Marine Black ..	0 09
Green " ..	0 08
Chrome " ..	0 08
French Imperial Green ..	0 14
Colors, Dry	
Yellow Ochre (J.C.) in bbls, per cwt 1 40	
(J.F.L.S.) " ..	2 75
Venetian Red (R.C.2) " ..	1 50
Ven. Red, Cookson's " ..	1 80 1 90
English Oxides " ..	3 25
American " ..	2 25
Paris Green, per lb ..	0 08
Burnt Sienna " ..	0 08½
Burnt Umber " ..	0 05
do pure " ..	0 08
Drop Black " ..	0 09
Chrome Yellows " ..	0 12
Greens " ..	0 12
Golden Ochre " ..	0 03½
Varnishes (in bbls).	
No. 1 Furniture, per gal ..	0 70
Extra " ..	1 00
Brown Japan " ..	0 70
do Turpentine " ..	0 90
No. 1 Carriage " ..	1 50
Gold Size Japan " ..	1 40
Pure Orange Shellac " ..	2 00
Hard Oil Finish " ..	1 50
Linseed Oil (in bbls)	
Raw, per gal ..	0 58 0 59
Boiled " ..	0 61 0 62
Turpentine (in bbls)	
Selected Packages, per gal ..	0 55 0 56
Castor Oil.	
Best, per lb ..	0 08½ 0 09
Cod Oil.	
Cod Oil, per gal ..	0 48
Glue (in bbls)	
Common, broken ..	0 10 0 11
French medal ..	0 11 0 12
Cabinet makers ..	0 17 0 18
White ..	0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.

Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.
Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each..... 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... } 7 25 8 00
" Sewing, "..... }

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 pc. cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... per doz. 1 25 1 75
Mascot..... " 1 35 1 85
Erminie..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis. 45 to 50 p.c.
Elevator, dis., 35 to 40 p.c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8..... 6 00
" No. 9..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 pc
cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.
Wrought Steel.
Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50

Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate..... dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold..... 1 10
Queenston..... 1 10
Napanea..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz..... 0 85 4 00

Churns

Daisy, dis. 60 to 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz..... 16 00 51 50

P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, "..... 2 80 3 90
Fenns Corkstops, No 2 p. doz..... 1 70

Petroleum, per doz..... 4 50 6 50

Files.

Kearney & Foot's discount Am. List,
50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Canadian, dis., Amer. list 60 per cent.

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Rasps, Kearney & Foot's dis

Am list, 50 pc. 50 p.c. to 50 and 5 p.c

Horse Rasps, dis. 45 p.c. Amer. } Hellers

50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list

33½ p.c.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50

and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00

Enterprise, discount 10 p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star.

Double

Diamond

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Per

Pilkington.

Ordinary
1st break..... 93 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50

Socket Firmer "..... 3 25 8 00

Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c

" Shepard's Noiseless, dis. 60 p.c

" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb..... 0 44 0 05

Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets

Screw, Eureka..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Spring..... 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per

cent.

Planter doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross..... 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.

Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer. dis. 75 to 75 and 10 per cent.	Picture Nails.	Canadian, B. S. & M. dis. 40 per cent	Tape Lines.
Wire.	Porcelain Head, p. gross 1 65 3 00	Scraper.	English, ass skin per doz. \$2 75 \$5 50
Hat and Coat, dis. 35, 40 p.c.	Brass Head, " 40 1 00	Box, per doz. 2 10 4 50	English Pat. Leather " 5 50 9 75
Belt, per 1,000. 0 60 2 70	Planes.	Foot, " 40 3 50	Chesterman's, each 0 90 2 85
Screw, bright, Eng. dis. 45 to 50 per cent.	Wood, bench, Canadian dis. 60 per cent. American dis 45 to 50 per cent.	Screens.	steel, each. 0 80 8 00
Horse Nails.	Wood, fancy Canadian, or American 35 to 37½ per cent.	Window, patent, per doz. 6 00 7 50	Thermometers.
Canadian, dis. 60 to 60 and 10.	Bailey's (Stan R. & L. Co.) 35 to 37½ per cent.	Screw Drivers.	Tin case & dairy, dis. 75 p.c.
Horse Shoes,	Miscellaneous, dis. 12½ to 15 per cent.	Sargent's, per doz. 65 4 00	Thimbles.
Per keg 3 45 3 60	Bailey's Victor, dis. 12½ to 15 per cent.	Screws.	Asbestos, filled, per doz., 25 to 33½ p.c.
Ice Picks.	Plane Irons.	Wood, F. H. Iron, 77½ per cent. dis.	Ties.
Star, per doz. 3 00 3 25	English, per doz. 2 00 5 00	" R. H. " 72½ " "	Cow, per doz. 1 25 2 50
Kettles.	Pliers and Nippers.	" F. H. Brass 75 " "	Tinner's Shears and Snips
Brass spun, per lb 7½ per cent. dis. off new list.	Button's Genuine, per doz. prs. dis 37½, 40 p.c.	" R. H. " 70 " "	P.S. & W., 10 p.c. advance on American list.
Copper, " 0 40 0 45	Button's Imitation, per doz. 7 40 10 25	Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.	Tinware.
Enamelled Can. 50 p.c.	German, per doz. 60 2 60	Bench, wood, per doz. 3 25 4 00	Stamped, dis. Assn list, 70, and 12½ per cent. to 70 and 25 p.c. on special lines.
American, 50 and 10, 60.	Plumbs and Levels	Bench iron per doz. 4 25 5 75	Japanned, Prices on application
Keys.	S. R. & L. Co., dis. 65 p.c.	Scythes	Pieced, " " "
Lock, Can, dis 50 p.c.	Poppers.	Discount 40 per cent.	Transom Lifters
Cabinet, Trunk, and Pad-lock, Am. per gross. 1 60 4 75	Corn, square, per doz. 1 35 2 00	Scythe Snaths.	Payson's, dis. 25 per cent.
Knobs.	Pruning Shears.	Canadian, dis. 35 to 40 p.c.	Traps.
Door, japanned, and N.P. Can. list dis. 50 p.c.	Per doz. 4 00 5 50	Shears.	Game, Newhouse, dis. 17½, 20 per cent.
Bronze, Berlin, per doz. 2 75 3 25	Pulleys.	B. & W., japanned, dis. 75 per cent.	Game, H. & N., or P.S. & W., discount 62 to 60 and 10 p.c.
Bronze, Gem, " 6 00 9 00	Hothouse, per doz. 55 1 00	B. & W. N. P., dis. 65 p.c.	Mouse, per doz. 0 35 1 50
Lava, " 8 75 10 00	Axle. 22 33	Seymour's dis. 60 p.c.	Rat " 2 00 4 50
Shutter, porcelain, F. & J. screw, per gross. \$1 30 4 00	Screw 27 1 00	Ætna, dis. 75 to 75 and 10 per cent	Trowels.
Ladles.	Awning 35 2 50	Heinrich 60 per cent.	Disston's, discount 10 p.c.
Melting, per doz. 1 70 4 50	Pumps.	Sheaves	German, per doz. 4 75 9 00
Lemon Squeezers.	Rumsey or Canadian Cistern 60 to 62½ per cent.	Sliding Door, per set. 77 1 40	Brade's " 00 10 50
Porcelain lined, per doz. 2 20 5 60	Pitcher Spout, 65 to 70 p.c.	Shot.	S. & D., discount 35 p.c.
Galvanized, " 1 87 3 85	Punches.	Shovels and Spades	Butter, per doz. 6 25 9 00
King, wood, " 2 75 2 90	Saddler's, per doz. 1 00 1 85	Canadian, dis. 37½ per cent. to 40 p.c.	Twines.
" glass 4 00 4 50	Conductors " 9 00 15 00	Sieves	Bag, per lb. 0 12½ 0 20
All glass, " 1 20 1 30	Tinner's solid, per set. 72	Wood Rim, black, p. doz. 1 15 1 35	Wrappg, mottl'd, pr. pack. 0 50 0 60
Lines.	" hollow, per inch. 1 00	" tinned, " 1 35 1 60	cotton, per lb. 0 18 0 20
Fish, per gross. 1 05 2 50	Putty.	Tin Rim, " 2 30 2 45	Mattress, per lb. 0 33 0 45
Chalk, " 1 90 7 40	Bladder, per 100 lbs. 2 00 2 25	" black, " 1 80 2 25	Staging " 0 27 0 35
Locks—Door.	Tins, lbs. 2 50 2 75	Snaps.	Broom " 0 30 0 55
Canadian, dis. per cent. 50	Rail.	Harness, German, p. gro. 1 65 5 50	Binding, flax, per lb. " "
Russell & Erwin, per doz. 2 90 7 50	Sliding Door, " 3½ 3½	Acme, " 3 00 5 00	" jute " " "
Cabinet.	Rakes.	Lock, Andrew's " 4 50 11 50	" Blue ribbon " 0 14
Eagle, dis. per cent, 30 per cent. to 33½ per cent.	Cast Steel and Malleable, Canadian list dis. 40 per cent.	Soap	" Red cap. " 0 12
Paalock.	Razors.	Sapolia ½ gross boxes. 3 25	" Crown " 0 11
English and Am. per doz. 50 6 00	Boker's, per doz. 7 50 11 00	" 1 and ½ gross boxes per gross net cash. 12 00	" Silver Composite " 0 09
Scandinavian, " 1 00 2 40	Wade & Butcher's " 3 60 10 00	Soldering Irons.	Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.
Eagle, dis. per cent, 15 to 17½ per cent	Razor Stropps.	Per lb. 0 28 0 30	Vises.
Mallets.	Currier's, per doz. 1 25 3 60	Wrought Spikes.	Hand, per doz. 4 00 6 00
Utin Smiths', per doz. 1 25 1 50	Rivets and Burrs.	Discount, 20 per cent.	Bench, parallel, each. 2 00 4 50½
Carp'trs', hickory " 1 25 3 75	Copper Rivets, dis. 45 per cent: dis Iron " 40 to 45 per cent.	Spoke Shaves.	Coach, each. 6 00 7 00
Lignum Vita, " 3 85 5 00	Burrs, Iron, 30, 33½ p.c.	Wood, English. 1 80 5 00	Peter Wright's, per lb. 0 12 0 13
Caulking, each. 1 60 2 00	Rivet Sets.	Iron, American. 1 35 2 35	Pipe, each. 5 50 9 00
Mattocks.	Canadian, dis. 30, 35 per c.	Spoons and Forks.	Saw, per doz. 6 50 13 00
Canadian, per doz. 8 50 10 00	Rope	Tea Spoons, per gross. 7 50 12 00	Washer Cutters.
Meat Gutter	Per lb.	Dessert " " 21 00 " "	Per doz. 4 00 8 50
Enterprise, dis. per cent. 20 25	Sisal. Manilla	Table " " 30 00 30 00	Well Wheels.
Canadian, 37½ to 40 per cent.	7-16 in. and larger. 8 12	Dessert Forks. " 24 00	Amer. per doz. 8, 10 & 12 in. 3 38 6 00
Home, each. " "	¾, 5-16, ¾ in. 8½ 12½	Medium " " 27 00	Wire.
Mincing Knives.	3-16 in. 16 13	Table " " 36 00	Plain iron and steel—Bright, annealed, coppered, coppered spring and galvanized, 12½ p.c. dis. f.o.b. Montreal, f.o.b. (Hamilton and Toronto) 10c. per 100 lbs. net added for freights,

HARDWARE

SIMPSON, HALL, MILLER & Co.,

TRADE MARK FOR



HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

REGISTERED
TRADE MARK FOR

KNIVES, FORKS, SPOONS.

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING Co. for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose the above.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

PLATE GLASS,

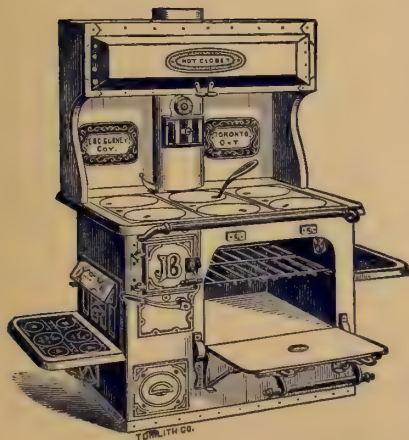
ALL SIZES IN STOCK.

MANUFACTURERS OF
STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,
72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample
of this elegant and useful line of stoves.

Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes
and Castings of every description.

A large stock of Iron and Steel Beams
kept on hand.

HARDWARE.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by **H. R. IVES & CO., Montreal.**

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"

BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

**DOMINION
AMMUNITION**

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,

MANUFACTURERS,

MONTREAL,

QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belted, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

OCT. 24, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED

WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.

TORONTO ONTARIO.

HARDWARE.

— FINE —

CUTLERY

SEE OUR NEW PATTERNS.

CARVERS' SETS.
CASES.

PEN
POCKET
TABLE KNIVES.

RICE LEWIS & SON,
LIMITED.

General Hardware Merchants.

TORONTO.

THIS SPACE

— BELONGS TO —

The Chown and
Cunningham Co'y,

— OF —

KINGSTON, ONT.

Thos. Davidson & Co.,

Western Agents.

SEAMLESS WROUGHT STEEL
Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, OCTOBER 24, 1891

No. 43

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clèmes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

BUILDERS' HARDWARE.

The demand for builders' hardware is comparatively light this fall. Building operations have not gone forward as certain favoring conditions would warrant traders to expect. These conditions are, faultless weather and the realization of a full harvest. In former autumns there has been much more building done when the weather was almost inclement and the crops were nothing to boast of. Notwithstanding the strength of the favorable circumstances, they are overweighed by adverse circumstances, the principal of which is no doubt the laggard marketing of the grain by the farmers. This is in fact the clog on the wheel of trade generally, and that in builders' hardware is not more exempt from its effect than is any other line. So backward has this cause put all trade in hardware goods, that now there is little expectation among jobbers that much benefit will be felt from the fall crops before next spring.

There are reasons, as well, peculiar to the building industry, why it should be dull this autumn as compared with its activity in recent past seasons. In the first place it rarely is fitful in the country unless when times are specially good. It keeps up an average rather low level in agricultural regions and places where there is no booming principle effervescent to cause speculative building. Even when there are causes of inflation at work in the real estate market, active building operations do not as a consequence

follow. This city affords an example in the headlong rush toward building that was made two and three years ago that it is a risky thing to advance money upon the strength of real estate enthusiasm. The man who wants to build now can borrow the money to do it only on the most approved security. A while ago a small equity in a lot would suffice to obtain a loan whereby to build, the glittering prospects of a big increase in value tempting loan companies to make advances nearly as much as the borrower's paid up claim in the property. All this is now at an end, and building languishes where the would-be builder has not the visible security for the value of the house he would put up. With the decline of speculative building has decreased the demand in many centres of former real estate activity for builders' hardware. This autumn it is not responding to the physical and material conditions as it did two years ago.

STOVE PRICES.

Fine weather delays business among the stove men. The sluggishness of money circulation works towards the same effect. There is some complaint that the volume of business is disappointingly small, being much behind that of a year ago. A good sharp spell of weather is what is wanted to make the travellers hustle and cause outward movement from pretty full warehouses. The general dullness has aggravated the effects of the break of last summer in the combine. In the best of circumstances prices could not but be rather erratic after the old association went to pieces, but the situation was rendered tenfold more trying on prices by the mild weather and the delayed fall movement. The terms of the association when it existed conceded twenty-five per cent. off the list price, with freight allowed. The first modification of this when competition became unrestricted was a concession of 5 per cent. off the list net price, then 10 per cent. was given, and now the terms rather commonly obtainable are 25 per cent. off the list, and 15 per cent. additional off the list net price, with freight allowed. A regular auctioneer business is being transacted. This manufacturer may offer 5 per cent. off the net list, a second

may go the length of 10 per cent., and a third will bag the order if one or both of the others do not emulate his liberality, by conceding 15 per cent. The dealer of course helps on the shading. Where he has one house's prices he has a base of operations from which to get at the very lowest of another. But there are manufacturers who resolutely refuse to name prices until actual necessity requires that they should. Their answer to inquiries for quotations continues to be that they will send a representative if the volume of the order warrants it, or that they are open to a fair offer. The policy pursued by the largest concerns is defensive rather than offensive; it is to hold on to old customers rather than to seek the customers of other houses.

TRADE IN CUT NAILS BETWEEN MANUFACTURER AND RETAILER.

The eagerness of manufacturers to sell cut nails is indicated not only in the lowness of prices, but in the practice that some makers have resorted to, of overlooking the wholesaler and selling to the retailer at prices little if anything higher than those quoted to wholesalers. This is reported to be rather common. It certainly is an unfair method of doing business. From the wholesaler's standpoint it is as objectionable as from the retailer's standpoint is the practice of wholesalers of selling to consumers. The wholesaler is entitled to justice in the one case as much as the retailer is in the other. But the heaviest consequences of such a mode of doing business fall ultimately upon the general retail trade. The concession of wholesale terms to retailers involves of course the condition that the retailers shall take round lots, and but a small proportion of the retail trade has the need or the spare money to buy in this way. Hence the majority of retailers have to pay much more for their nails than these preferred few, who accordingly will attract trade from the former. This introduction of great inequality in the terms upon which any two classes of the trade can buy is mischievous, and is to be reprehended. The trade exigencies of which such a practice is the outcome must be very urgent. There must be considerable over-production of cut nails, as no doubt wire nails are making increased progress in displacing them.

CAPITAL IN IRON MINING.

A United States census bulletin recently made public, gives some interesting statistics concerning the increase in the production of iron ore south of the line, the figures showing that production has more than doubled during the last decade. The total output in 1880 was 7,120,362 tons against 14,518,041 tons in 1889. Values in 1880 stood at \$23,156,957, and in 1889 at \$33,351,978, or in other words, there was an increase of 103.89 per cent. in production, but only 44.03 per cent in value, showing that values have had a decreasing tendency since 1880. Twenty-three States produced iron ore in 1880, and all were producers except two, Vermont and Indiana, in the last census year. The largest producer was Michigan, in 1889 some 5,856,196 long tons being mined of a value of \$15,850,521 at the mines, or about 40.34 per cent. of the total production, and 47.38 per cent. of the total value.

Another interesting fact is the regular decrease in the number of operators since the tenth census. In 1880 there were 805 mining establishments reported, besides a large number of irregular producers. In 1889 these had fallen off to 685, of which 592 were producers in the year 1880. This decrease is accounted for by the fact that iron mining has assumed such proportions and requirements as to command enormous capital and the most intelligent management. Besides this the growing demand for ores rich in iron has caused the abandonment or suspension of operations at numerous mines which produced ores carrying small percentages of iron or high percentages of phosphorus, sulphur, etc.

The industry gave employment directly in 1889 to 38,227 persons, an increase of 6,559 persons or 20.71 per cent. as compared with 1880, and the amount paid in wages to miners and contractors was \$15,458,118, or an average earning capacity per capita of \$409.95 per annum.

ROOFING MATERIAL DULL.

The iron market, generally has been dull at Montreal during the present fall, surprisingly so, in fact, but most surprising of all is the dullness of all kinds of roofing material. The fall season, generally sees some operations in this kind of material for repairs, etc., previous to the winter season, but this year it is conspicuous by its absence. There are only three reasons apparent for this; first, that people are not repairing this year; second, that they are too busy with their harvesting to do so; or that they have sufficient supplies in the country to meet the demand for it. Terne plate is an article that enters largely into consumption for this purpose, and it is certainly conspicuously dull at present. Its principal outlet is in the country for urban requirements for roofing purposes are supplied largely from galvanized sheets, etc. Therefore with

terne plate as dull as it is, it can only be assumed that there is less roofing work going on in the country than there was last season. If there was any there would certainly have been a move ere this both in terne plate and Canada plate, which is also taken on this account, but both these lines are dull as ditchwater, while they are the only ones of which stocks are considered to be ample for future requirements between now and next spring. The reverse is the case with everything else, so the argument is natural that they must have been pretty dull or arrivals have not been as heavy as those of last fall. At present there is no change in price to note, but if trading could be induced it is certain that holders would submit to considerable concession in either of the articles to do business.

SELLING TO CONSUMERS.

There are some wholesale dealers who adhere strictly both to the letter and the spirit of the rule to sell only to retailers. There are others who consider that the principle of this rule is upheld, so long as the only exceptions from it are in favor of employees, very intimate friends, and people they have other than business connections with. There probably could not be much said against that view of the matter, if the exceptions admitted were few. A wholesaler, like any other man, ought to have some latitude of discretion in the management of his own business. But the exclusion of everybody except retailers from its list of customers is a creditable thing to any house which enforces it, and we learn that one firm has decided to make this an inflexible and invariable practice. It is purely a recognition of the rights of the retailer and a desire to avoid any seeming violation of those rights which has led the house in question to adopt this rule. So thoroughly is the principle carried out that members of the firm even have to buy their supplies from retailers. Thus there is no ground for suspicion that faith is broken with the trade. Such a method is the only one to put a stop to business between wholesalers and consumers. The fact that it has been adopted in the case referred to transpired in conversation in the most casual way. The firm to whom honor for the departure is due desire that their name shall not be connected with it, for fear that a bid for cheap popularity may seem to be the motive which led to it.

It is right to say something from the point of view of the employees. The travellers, the office men, the warehouse men, no doubt have been taught by usage to look upon their standing as privileged customers of the firm as part of their remuneration. It pieces out the stipulated salary very considerably to add to it the discount of retailers' profits on the goods they consume in a year. To take that suddenly off is to reduce salaries in effect. It means

twice the retailers profits to them, for instead of having those profits on a year's bill added to their stated salaries, they are to have them taken off. A time-established custom like that of regarding employees as retailers ought not to be revoked without compensation to the employees in the form of increased pay.

There are wholesale houses in the trade which are engaged in other commercial or industrial activities as well. Employees or associates in these other relations, as well as wholesalers in other departments of trade, are apt to expect favors that will make them independent of the retailer. An instance of a house that finds such claims as these embarrassing on account of a good reciprocal spirit on the other side, has also come under our notice. This house sends for some retailers who deals with it and is near the would-be preferred customer, and asks this retailer to deliver the goods as ordered, and take the margin. The retailer sends his delivery wagon to the warehouse, brings the goods to the man who ordered them and gets his profit the same as if he made the sale. Here the wholesale house gives a profit it does not get itself. It charges the customer the wholesale price and charges itself the retail price. The same house has been known to make the sale as ordered, deliver at its own expense, and forward the margin of profit to one of its customers who locally would be entitled to the order.

This is scrupulous dealing. Is it appreciated always? A generous man cannot fail to be grateful for such treatment, but all men are not generous. It is a fact to which many retailers can certify, that very often wholesale traders fill orders they receive from large concerns in a town, forward the goods and send a check to the local retailer who is on their books as a customer, the check representing the difference between the aggregate retail and wholesale prices of the goods involved in the transaction. In too many instances these checks are not even acknowledged. An extreme case of thanklessness is reported: A big concern sent an order for a quantity of goods to a Montreal wholesale house; the house at once forwarded the order to the only trader in that line in the town whence the order came, and wrote to the prospective buyer informing him that he could deal as cheaply with the resident retailer and advising him to do so. That was the end of the matter for some time, no further communication being heard from either consumer or retailer. But one of the firm happened to stay in that town some weeks afterwards. He then learned that the retailer had made the sale, but that the retailer had placed the order with another wholesale house, one in opposition to that which had furnished him the order and bespoken the sale for him. Of course such a man as that must be an exceptional one, and it would be a pity that his indescribable meanness should endanger the principle of selling only to retailers.

MESSRS. JOSEPH RODGERS & SONS (LIMITED), SHEFFIELD.

During the last fifty years many wondrous revolutions have been wrought by science in connection with the manufacturing industries of this country. There is probably not a branch of art or manufacture but is due to, or has been materially benefited by, scientific discovery. Science and trade are, indeed, interdependent, and without their mutual co-operation our manufacturing greatness could never have been attained; for it is the aid of science and its manifold applications which have enabled us to utilise our abundant

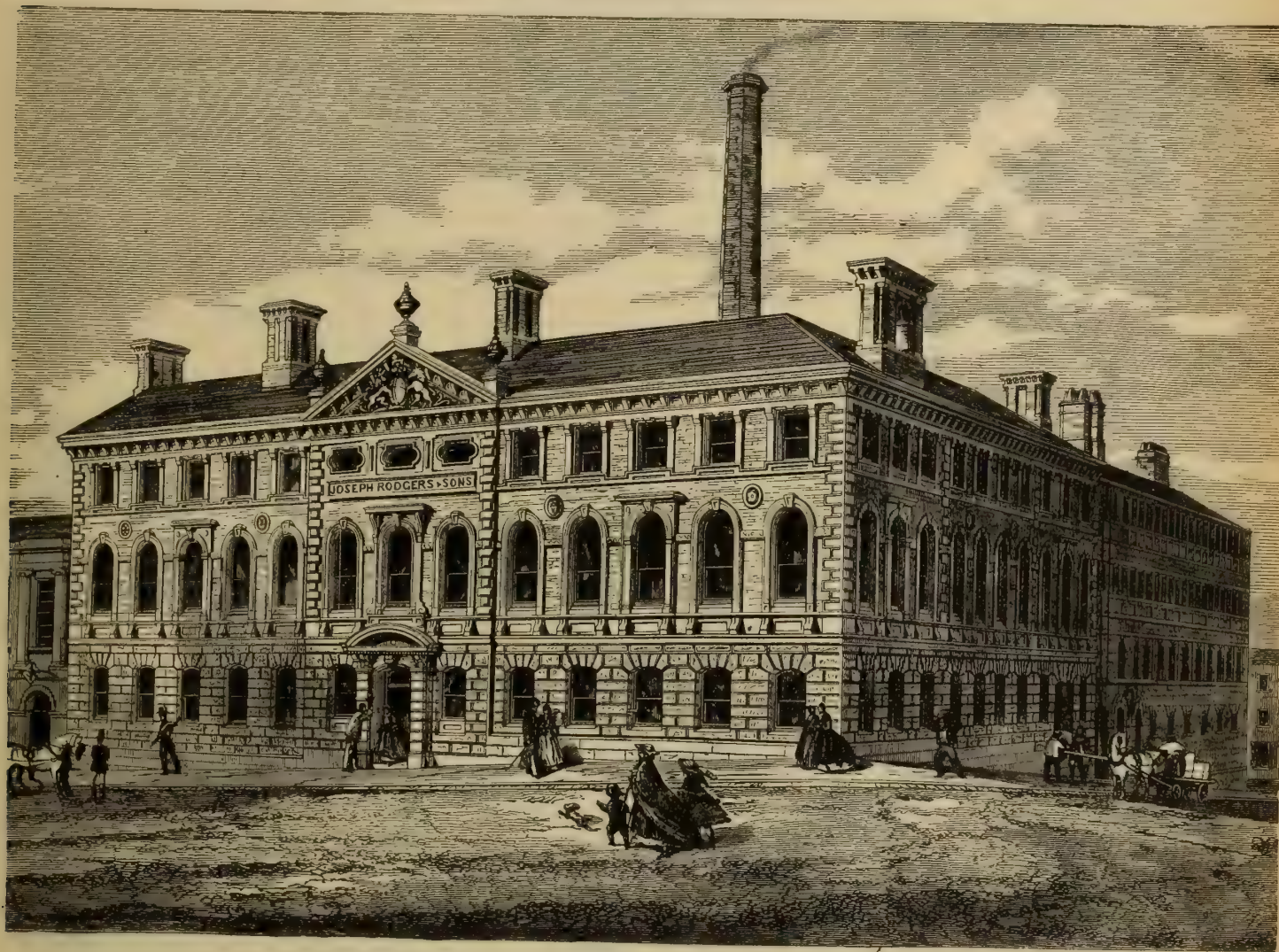
ago, even as to-day, the art for which Sheffield was renowned was the production of knives. Her citizens may well be proud of the fact that no other town in the United Kingdom—nay, no other country in the world—has ever rivalled Sheffield in the excellence of its first product and its last—the manufacture of cutlery.

While thus able to trace back her staple industry to days when the total population of this country was no larger than is that of London at the present time, to days when printing had not yet been invented, when—

Man knew no means to hold the flitting race
Of Art's coy forms, that courted his embrace,
His only hope in memory's stunted power,
The oral record—changing every hour;

of national industry. From among those who were mainly instrumental in bringing about this salutary result stands out pre-eminent the firm of Joseph Rodgers & Sons (Limited), whose business was established about two centuries ago, and who may, therefore, be rightly ranked among the pioneers of the cutlery trade.

The earliest existing record of the business shows that in the year 1730 Messrs. Maurice and Joseph Rogers, who then constituted the firm, removed from Hollis Croft to Sycamore street, and with the increase of the business constant additions were made to the premises until the firm's buildings now form a



VIEW OF NORFOLK STREET WORKS.

stores of coal and iron ore, and turn them to account in a variety of mechanical, physical and chemical processes. This truth is strikingly illustrated in connection with the trades of Sheffield. Herself of high antiquity, this town has from an early period been celebrated for her manufactures. In days when archery was the method of warfare, it was here that the iron heads of arrows were largely manufactured, and Chaucer, the father of English poetry, mentions that one of the Canterbury Pilgrims, the Miller of Trumpington, wore a Sheffield knife,—a singular illustration this that five centuries

it is nevertheless a fact that for more than three centuries but little progress was made in the manufacture of cutlery. It was a period during which even the most skilful artisans groped their way in the dark, the importance of science being wedded to industry not having as yet been recognised. With the approach of the eighteenth century, however, a fresh stimulus was given to the trade. About this period the inhabitants began to display their ingenuity and ability in making considerable improvements in their manufactures, and thus helped to build up what is to-day one of our great branches

huge block, extending from Norfolk street to Sycamore street, and from Flat street to Milk street. It will thus be seen that for a period of well nigh one hundred and sixty years the, business has been carried on in the same locality—a circumstance which has probably, but few parallels in commercial history. Large as is the factory figured below, it does not by any means represent the whole of the works, for the firm have branch establishments in adjoining thoroughfares, where distinct processes are carried on. It will give some idea of the extent of the business done when we mention that nearly 2,000 persons

find employment here, and that the weekly output of manufactured goods is equal to 60,000 table knives and forks, 3,000 carving knives and forks, 18,000 spring knives, some 15,000 razors, and an equal number of scissors! These astounding figures, which represent an annual production of millions, may well prompt one to ask: Where all these articles of cutlery can possibly find a sale? This question is, however, answered by the simple fact that Messrs. Rodgers & Sons' specialties in cutlery find a market in every quarter of the habitable globe. Their trade mark, as here shown, is everywhere re-

V.  R.
JOSEPH ROGERS AND SONS,
 CUTLERS TO HER MAJESTY.



cognised as a guarantee of high quality and sterling worth. In the shops, on the Paris boulevards, no less than in the bazaars of the East, Cutlery impressed as above, with a Star and Maltese Cross, together with the

name of the firm, is in special demand, and is deservedly held in as high estimation as were erewhile the blades of Toledo and Damascus.

World-wide as is their reputation, Messrs. Rodgers have not attained to their present pre-eminence by any adventitious means. At their works a scientific knowledge regulates the whole of the manufacturing processes, while none but the best materials are employed, the utmost pains being, moreover, taken to insure the most skilful workmanship and finish. For table cutlery the best shear steel is used, prepared from the finest Swedish bar iron; and for razors and spring-knife cutlery the best refined crucible cast steel is employed. It is a distinguishing characteristic of this firm that the steel used is uniformly of the best quality, and in this respect there is no distinction between the moderately-priced article and the most expensive one, the difference in price being accounted for by the more costly nature of the materials used for handles, the more elaborate enrichment and the superior finish which characterise the higher-priced article.

Having regard to the intricate nature of the manufacturing operations, and to the fact that an ordinary three-bladed pocket-knife passes through more than one hundred

distinct processes before it reaches the hands of the purchaser, we cannot, within the limits of this article, give a description of the various stages of manipulation. Indeed, success depends so largely upon the technical proficiency of the workman, upon his deftness of finger, his knowledge, experience, and skill, that a mere verbal explanation of the various *modi operandi* would fail to give the reader an adequate idea of the difficulties of the work. Suffice it to say that, from the moment when the bar of steel is drawn from the furnace, to the time when the knife or razor receives its final polish, science, guided by the highest order of craftsmanship, presides over the almost countless changes of form, quality and temper which that bar undergoes. The raw material is, of course, of the utmost importance in connection with the manufacture of cutlery, and, to insure a uniform standard of excellence, all the steel used is made at the firm's works; while the quality of the workmanship is guaranteed by the fact that none but the most expert artisans are employed—men who are perfect masters of the trade.

Equally great pains are taken to insure the artistic excellence of the articles, and suitable ornamentation of a more or less elaborate character is applied to the handles,



ENTRANCE TO SHOW ROOMS.

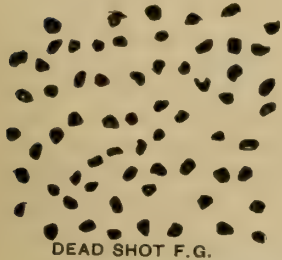


FIRST SHOW ROOM.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

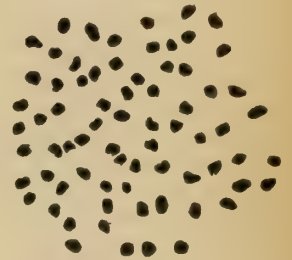


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.F.G.

TRY IT.

while the blades themselves are enriched with etchings or other methods of ornamentation. Great scope for delicate embellishment is afforded by the handles or hafts of of the various knives. Among the materials used for this purpose are pearl, ivory, tortoise-shell, stag, buck, buffalo and other horns, foreign woods, xylonite, ebonite, etc. The last named material was introduced for the purpose by Messrs. Rodgers themselves. While of lighter weight than other substances used for handles, ebonite has the additional advantage of always retaining its brilliant polish and jet-like appearance. The various materials above specified are all bought by the firm first hand and in large quantities; care being taken that all are selected and the best of their kind. In this department, as elsewhere throughout the whole of the works, the most improved machinery and appliances are brought into requisition. But these are, after all, a minor consideration, for, in the manufacture of Cutlery, the perfection of workmanship is only attainable by the aid of the hand, the only instrument which is capable of executing whatever man's ingenuity suggests. The beating out of the blades, the hardening or tempering of the steel, the handling of the knives by the grinders, and the fitting together of the various parts, all require much patient care and thought, and necessitate on the part of the operatives a well-trained judgment and exceptional dexterity of manipulation.

Interesting as are the manufacturing processes, they will, however, prove of less attraction to the visitor than the show rooms; the extent, loftiness, and handsome appearance of which may be judged of to some extent by the illustrations of their interiors given on this and the preceding page. Messrs. Rodgers & Sons, it is worth recalling, were the first firm in the cutlery trade to open such a department, and when this was done, now more than sixty years ago, it was regarded by competing firms as an un-

called-for innovation. However, the example thus set has been since universally followed, and this is but one of many illustrations which might be adduced of the manner in which the firm under notice have been always in the van so far as the introduction of improvements has been concerned. These

show rooms are filled with some of the choicest productions of the cutler's art. Here may still be seen the "Norfolk Knife," which excited much astonishment and elicited universal admiration at the Exhibition of 1851. It contains seventy-five blades, on which are given etchings of Her Majesty the



SECOND SHOW ROOM.

Queen, the Prince Consort, views of Windsor Castle and other royal residences, and a variety of different subjects. The handle is formed of carved pearl, representing a boar hunt on one side and a stag hunt on the other. A still greater curiosity is a knife containing as many blades and other instruments as there are years in the Christian era. Many other exquisite examples of craftsmanship there are, representative of the various branches of the business, and, as the visitor wanders from room to room he is at a loss which article to admire most, there being such a wealth of charming works in steel as well as electro-plated ware, which latter branch of manufacture is also carried on by Messrs. Rodgers & Sons with marked success. Fitted up in elegant style, these show-rooms have proved a centre of attraction to many royal and other distinguished visitors, including the Prince and Princess of Wales, the late lamented Prince Leopold, and, still more recently, Prince Albert Victor. For well nigh a century Messrs. Rodgers's goods have been patronized by the Royal Family of this country, and as long ago as the year 1821, the firm were appointed cutlers to the Court, while, as recently as 1884, this special appointment was renewed to them. Meanwhile they had received a similar distinction from the King of Sweden.

Prize medals have also been conferred upon them for their manufactures at every exhibition at which these have been shown, and the fame of the firm has been thus spread abroad throughout the whole world. It may be confidently averred that for variety, excellence of quality, tastefulness of design, superiority of workmanship, and beauty of finish, the cutlery of Messrs. Rodgers & Sons stands unrivalled. It is a well-known practice for Sheffield manufacturers to stamp their productions with the names of the retail dealers for whom they are intended. This custom has brought with it much deterioration of the quality of goods. The firm under notice, alive to this evil, supply no article—be it table-knife, fork, razor, pen-knife, etc.—which is not impressed with their own name and trade-mark, as reproduced. It is thus that their name has come to be universally regarded as a voucher of the highest excellence. Unprincipled persons have, however, not been wanting who have taken advantage of their high repute and have sought to palm off as that of the firm, inferior cutlery, being a colorable imitation of Messrs. Rodgers' trade-mark—a species of imposition against which customers cannot be too much on their guard.

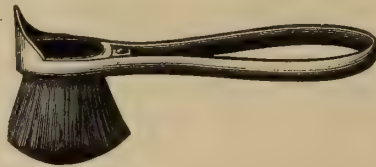
The management of the business is now in the hands of two brothers Maurice George and John Rodgers, being the fifth generation of the elder branch of the Rodgers family, all of whom have been chiefs of the firm during their life. The former manages the home and the latter the foreign trade. Both have been in the business for about 20 years

and thoroughly understand the manufacture of cutlery.

The firm is represented in this country by James Hutton & Co., 28 Wellington street east, Toronto, and at 17 St. Helen street, Montreal. At both places a complete set of patterns is kept. Those who have not had the good fortune to have been in Sheffield will find a visit to the Canadian offices a very interesting one.

THE ROYAL DAUBER.

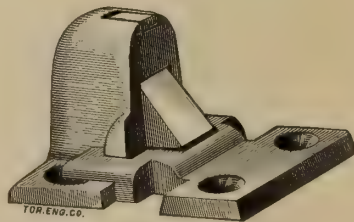
The accompanying cut shows "The Royal Dauber" which is manufactured in Troy, N. Y., by Messrs. Peabody and Parks, and is on sale in Canada by Messrs. Chas. Boeckh & Sons, Toronto. The dauber is an entirely new thing in blacking brushes, consisting solely of tinned malleable iron and pure



bristles. It also has a scraper for removing mud from the crevices of the shoes, and is indestructible, because the only materials used in its manufacture are tin coated iron and bristles, fastened to the handle and held in one solid mass by compression in a grip of iron, and fastened with an iron rivet. Merchants should see this dauber. It is said to be a dandy.

A REVOLUTION IN SASH LOCKS.

Among builders and architects there has been felt for a considerable time, the great necessity of a thoroughly good and simple sash lock, and the Automatic Sash Lock Co., Toronto, have at last succeeded in perfecting a lock, with which, in simplicity, durability and safety, none can compare. Numerous unsuccessful attempts have been made to manufacture a lock which would



overcome the necessity of a house parade every night, to see that windows were locked, but this Company have succeeded in making a lock that renders it an impossibility for windows to be closed and not locked. It also draws the sash tightly together, and prevents the most shaky windows from rattling. This lock may be obtained from all the jobbing houses, or from the Company's sole agents, Messrs. Craig, MacArthur & Co; Scott and Front Sts., Toronto,

NOTES TAKEN ON THE ROAD.

Mr. D. Cinnamon, Oshawa, finds it necessary to still further enlarge his store by 40 feet in depth, principally on account of his increased trade in stoves, which has been very large the past month. He will hereafter keep a full stock in samples of the best lines. He has sold 20 stoves in the last ten days.

Mr. Chas. Britton, of the firm of Cowan & Britton, Gananoque, is on a trip through western Ontario, visiting the trade. This is what every manufacturer in the country should do at least once a year. More can be learned about the "temper" of the trade by one visit than can by correspondence or travellers' reports in a year.

E. A. Cole, Carlton Place, is well pleased with HARDWARE, and says he often points out articles on business in it to his boys, and expects them to profit by it. He could see in their actions and habits about the store that the knowledge thus gained was bearing fruit, and he appreciated the journal on that account as much as any other.

Mr. A. Allen, Smith's Falls, when speaking of trade in general and business in particular, remarked that the hardware men in that town were not in business for spite, but for profit and a living, and if there was any difference in prices between them they soon came to an amicable understanding. They all hustled for trade, but it was done in a business way and on business principles.

Messrs Chatfield & Neelon, St. Catharines, are successors to the old established firm of Burrows & Chatfield. Mr. Neelon says their trade has been good all summer. St. Catharines has been reported dull for months, but the plumbing gasfitting and tinwork which this firm have had to do have kept them out of the dull swim entirely. This firm has had a large sale of stoves the past year, among which the Sultana Heater takes the lead. In ranges they have just taken in the John Bull and contemplate a large sale the coming season.

The tin work, plumbing and heating of Rideau Chambers, owned by Dr. McCallum, also the new J. M. Clark block and the private residence of A. H. Weagants, are in the hands of Mr. R. Hawkins, Smith's Falls, all of which he will have completed before winter sets in. Mr. Hawkins was the successful tender for this work, in competition against several others, and his success in these large contracts will establish his reputation for ability and workmanship and put him on an enviable footing with all competitors in that line in his vicinity. Furnace heating is one branch of his business that he pays particular attention to.

A customer secured is a promise of greater salary in time.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done

—USE THE—
STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences; Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

MANDER BROS.,
Varnishes

Are acknowledged by the leading Painters
and Coach Builders to be the best. If you
deal in paints and varnishes you should not
be without them, and the renowned

CARMINETTE.

WALTER H. COTTINGHAM & CO,

Sole Agents for Canada,
56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.



Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

**We manufacture High
Grade Knives only.**

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

THE TORONTO DROP FORGE CO., Ltd.

88 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and
Wrought Iron Fences, etc. Drop Forging of
every description. Prices furnished on applica-
tion. All work guaranteed. Telephone 2263.

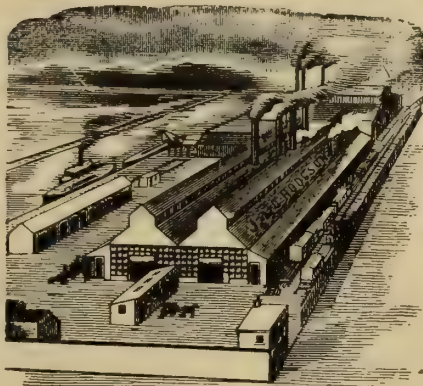
BELL TELEPHONE 8072.

P.O. BOX 768.

J. & C. HODGSON,

MONTREAL.

MANUFACTURERS



WROT IRON PIPE

FOR STEAM, GAS AND WATER.

Made from imported Scotch strip only. Every
Length tested before leaving our Mill.

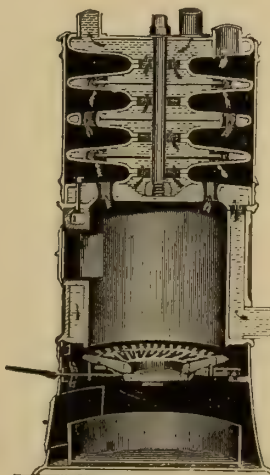
All sizes from 1-4 in. to 2 in.
inclusive.

BEST PIPE IN THE MARKET.

WESTERN REPRESENTATIVE: **H. D. SIMMONS,**

Our name is stamped on every pipe.

74 York St., Toronto.



—THE—

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



COW TIES.



OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout.
There is no other chain on the market that will compare with these chains for strength, lightness
and handsome appearance. We confidently believe that our ties of a given number are fully equal in
strength to a size larger of any other make on the market.

If you have not yet tried THESE COW TIES SEND FOR SAMPLE half-doz. and discounts.
Manufactured by THE B. GREENING WIRE CO., Ltd., Hamilton, Ont.

OUR LONDON LETTER.

LONDON, Sept. 30th, 1891.

THE EXPORT OF TIN PLATES.

At the moment of writing, Welsh tin plate makers are receiving larger orders for plates from America than they have been accustomed to lately, but still the shipments are insignificant in comparison with the normal volume of exports. I have on several occasions stated that United States buyers must necessarily be dependent upon Wales for plates for some time to come, and that inquiries must also necessarily come in directly stocks begin to weaken. This is the case now. Shipments to the States for the months of June, July, and August have been as follows:

	1891.		1890.
	Tons.	£.	Tons.
			£.
June,	63,539	1,031,450	30,793
July,	4,323	64,702	37,011
August,	5,629	79,902	25,515

A considerable effect on the future of the trade has been caused by the announcement lately that R. C. Jenkins and William Williams, Welsh tin plate makers, have decided to remove their works to the States. An announcement has also been made to the same effect respecting Leyston & Sons. It is evident that these makers think that the new duty will last. Should the next election in the States result favorably for the Republicans there will very probably be a large flight of Welsh tin plate makers to America. Both private and official advices agree when writing me on this subject that United States makers are making steady, although slow, progress in tin plate manufacture, and that they will easily produce the minimum quantity required by the tin plate clause of the McKinley Act. As I have repeatedly stated, our makers must face the inevitable and prepare for a stern fight in which the greatest mechanical skill will prevail—it is simply a war of prices. Our exports during the months of June, July and August, 1891, to British North America have been as under:

	Tons.	£.
June.....	750	12,195
July.....	1,712	25,014
August.....	1,500	22,012

GENERAL EXPORTS OF METALS.

Our export trade with British North America during the months of June, July and August last have been as tabulated beneath. The figures as given show the direction of business better than the ordinary official method:—

	1891.		1890.
	Tons.	£.	Tons.
			£.
Hardware and Cutlery—			
June.....	9,414	.....	8,420
July.....	8,725	.....	7,075
August....	7,338	.....	6,821
Pig Iron—			
June.....	3,183	8,280	5,512
July.....	3,567	9,720	6,189
August....	4,609	12,273	10,644

Bar, Angle, etc.—

June.....	870	6,658	1,115	8,317
July.....	415	2,839	1,073	8,402
August...	381	2,808	1,187	9,067

Railroad Iron—

June.....	15,361	75,463	13,598	75,930
July.....	16,485	82,272	20,053	107,784
Aug.....	13,638	65,192	27,997	145,427

Hoops, Sheets, and Boiler and Armor Plates, including Galvanized Sheets—

June.....	1,686	11,381	1,060	11,663
July.....	2,198	21,384	1,528	15,009
Aug.....	2,482	25,014	2,741	26,106

Tin Plates have already been given.

Cast and Wrought Iron and all other manufactures—

June.....	937	11,071	943	10,535
July.....	806	10,564	654	11,081
Aug.....	588	8,561	970	10,767

Steel (Unwrought)—

June.....	2,169	17,823	946	9,606
July.....	1,688	14,852	2,143	19,695
Aug.....	1,438	12,421	1,272	11,964

Lead, Pig Steel, Etc.—

June.....	886	11,521	370	4,895
July.....	354	4,645	311	4,352
Aug.....	210	2,914	587	7,909

Tin (Unwrought)—

June.....	900	4,312	215	1,056
July.....	329	1,566	723	3,573
Aug.....	736	3,505	292	1,441

Steam Engines—

June.....	614	.....	824
July.....	647	.....	170
Aug.....	1,207	.....	1,242

Other descriptions—

June.....	8,874	.....	5,145
July.....	7,158	.....	8,050
Aug.....	5,071	.....	7,960

BANKRUPTCIES IN ENGLAND.

Our bankrupt returns have just been issued and I give the following condensed facts:

	No. of Cases.	Liabilities.	Assets.	Estimated loss to creditors
		£.	£.	£.
1888	8,321	11,914,429	4,659,502	8,753,428
1889	7,857	11,102,240	4,708,881	7,933,004
1890	7,108	10,493,222	4,575,234	7,388,019
Decrease 749		609,018	133,647	544,985

It appears from the above-named figures that commercial disasters are decreasing in the United Kingdom, but many people here assert that the official figures are untrustworthy, and that matters are really not so easy as the official returns make out. A large trade is done in London and other big towns on the "payment by instalments" system. This method is condemned by our Bankruptcy Department, which says that this system is most prejudicial to the public. Furniture and all domestic utensils, hardware, etc. are all to be had this way. This, it is officially held, encourages improvident marriages and reckless trading. People laugh at the Bills of Sale Act. A debtor sells his goods and

hires them back. A man gets behind hand in his payments, after paying three-quarters of the instalments, and the unscrupulous hirer-out seizes the goods. This system is reckoned to be unprofitable to traders, as dealers are ruined by the number of bad debts contracted. To prevent fraud, our Bankruptcy Department thinks that everything in the debtor's possession at date of receiving order ought to belong to his creditors, unless entrusted to him for sale in the capacity of agent. Bad bookkeeping is another source of endless trouble to the Bankruptcy Department, in fact, it is proposed to make it a criminal offence for a man guilty of not keeping a proper set of books. The occasional articles in *HARDWARE* "Hints on Bookkeeping" are especially valuable and well worth careful attention. Many merchants go "wrong" simply through bad bookkeeping.

GERMANY STILL LEADS THE FALSE MARKING TRADE.

Retailers should keep a careful eye on anything that has a German look about it, and which is offered as real "Sheffield" make. Our Merchandise Marks Act has checked this practice as much as possible. Germany is still by far the worst offender against our Act. Last year 1,684, or nearly half the parcels detained for improper marking, were from Germany, France, Belgium, and the United States, all sin against law, but only slightly. Germans now ship the Solingen cutlery, marked "Sheffield" make, direct to foreign ports.

For some days past promenaders have been attracted by yellow posters on the boardings around town announcing accounts for sale by the Canadian Commercial agency, on December 16. This in itself is not what attracts the curious; it is the list of names under the heading. There can be seen a list of thirty-two names of persons, more or less prominent, who are alleged to owe amounts from \$2 to \$50 to grocers, tailors, shoemakers and jewelers. The name is given, where the person is employed, his private address and the class of goods he is said to owe for as well as the amount. But the name of the firm to which the money is said to be owing is not given. At the bottom of the bill is an offer of a reward of \$10 for the names of persons defacing or destroying the bills. On another part it says that these accounts will be sold by public auction on the date mentioned, unless previously settled. These bills are posted in all parts of the city, but the largest number are on the boards at the corner of Ontario and St. Lawrence streets, where they attracted a great deal of attention yesterday.—*Montreal Gazette*.



THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enamelled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	Last week.	This week.
Tin—Spot—	£91 17s. 6d.	£91 17s. 6d.
Future—	92 10s. od.	92 12s. 6d.
Copper, B.E.S.—	56 oos. od.	55 oos. od.
Lead, S.E.	12 7s. 6d.	12 5s. od.
Spelter,	23 15s. od.	23 12s. 6d.
Antimony,	41 oos. od.	45 oos. od.
Tin Plates—Cokes	13s. 3d.	13s. 3d.
Pig Iron—Scotch } Warrants. }	47s. 1d.	47s. od.
No. 3 Middlesboro',	40s. 4½d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL Oct. 23, 1891.

The iron market generally in all its branches shows its dulness, considering the season and the conditions which should induce buyers to operate, in anticipation of future requirements. But they can't be induced to take anything over what they absolutely want, even when a regular first class bargain is offered them, and yet everyone is prepared to admit that stocks of all descriptions, with very few exceptions are small, and in this event it is not unreasonable to expect that with supplies in small compass, a movement later on will cause somewhat of a squeeze in prices, in fact some dealers express their firm conviction that their will be something or other of the kind in the spring. Pig iron in stock here is small, and the same can be said of the supply of sheet iron, tin plate etc. in first hands, which is not considered sufficient to meet ordinary wants between now and next spring. It is not surprising therefore that despite indifferent buyers values all round are firm, and this is certainly the case of the moment.

PIG IRON.

The week has been exceptionally quiet in pig iron and there has been little or no business done, unless it be a small sale here and

there. Prices all round rule firm, and we have no alteration to make of any kind. Summerlee and equal brands are firm in tone, and the outside figure, \$22, is generally stipulated for except in the case of a good round lot. Eglinton is firm at \$20, while other brands are unchanged.

BAR IRON.

There is nothing particular doing in domestic bar iron aside from the ordinary, and values continue more or less nominal at \$2.

SHEET IRON.

Advices from Great Britain state that block sheets are very firm at £7 15s. for common grades. Supplies on hand are very small, and makers are determined to keep up the price. Locally quotations are as they were, but the supply is small and prices will naturally rule steady. We quote \$2.40 to \$2.60 per 100 lbs.

TIN PLATES.

The market for this article is as firm as ever, but there has been little new business from first hands since our last. The fact is arrivals have been small, and they were generally covered by orders booked ahead. Values are firm, at \$3.75 for coke and \$4.25 to \$4.50 for charcoal. It is expected that supplies will be in very narrow compass throughout the winter.

TERNE PLATES

This line experiences a very dull trade. The principal outlet is roofing requirements in the country and this seems conspicuous by its absence this year. The result is a dull market for terne plate at \$7.75 to \$8.25 according to grade.

CANADA PLATES.

Remarks about terne plate apply to Canada plate as well, for it comes into use principally for the same purpose. The week shows no change as compared with last and we quote \$2.70 to \$2.80.

COPPER, LEAD AND TIN.

Copper and lead are steady and unchanged with a fair business doing. The scarcity of ingot tin, noted last week, continues, and stocks have not been replenished since our last. In fact a lot of 500 tons could easily be placed, if it was only on the market. We quote 22½ to 23c.

GALVANIZED AND ZINC SHEETS.

There is no change in either of these articles. Galvanized sheets have moved quietly in a small way at 5 to 7c., and zinc sheets are stiff at \$6.50 per 100 lbs.

NAILS

This market continues a hard one to report. Makers are said to be cutting matters pretty close again, but it is impossible to secure any reliable information on the subject. Prices therefore are more or less nominal.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	.....	\$3.05
9 dy to 60 dy	"	3.35
8 dy to 60 dy	"	3.60
7 dy to 60 dy	"	3.90
6 dy to 60 dy	"	4.20
5 dy to 60 dy	"	4.20
4 dy to 60 dy	"	4.50
3 dy to 60 dy	"	5.40
3 dy fine,		6.50

CHEMICALS

There is the ordinary activity in chemicals normal to the season while stocks here are lighter than they were at the same period last fall. Heavy chemicals generally are steady, but advices from primary markets indicate that caustic is likely to be 5s. per ton lower after the 1st of January 1892. Sulphur is very scarce and has a higher tendency.

OILS.

Oils furnish a fair jobbing trade, but there is no change of importance, while stocks generally are in moderate compass. In wholesale lots seal sells at 42½c., but to job out 47½c. has to be paid. Cod oil is not active, and Norwegian stock gets the preference over Newfoundland.

LEADS.

Leads are quiet, with only a fair jobbing trade doing, no round lots moving. We quote:—Choice, 6 to 6 1-2c.; No. 1, \$5.50, No. 2, \$5; No. 3, \$4.50; dry white, 6c; red do; 4½c.

GLASS.

The demand for glass is small and holders would certainly concede a substantial fraction to secure business. We quote \$1.35 to \$1.40 for first and second breaks.

NAVAL STORES.

Business in naval stores is fairly satisfactory but trade does not come up to the expectations of all. Turpentine although not quotably changed has a somewhat easier tendency. We quote as follows:—Turpentine, 57 to 58c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT AND FIRE BRICK.

The cement market is more active, some transactions of round quantities have transpired both on local and western account since our last. Advices from the other side indicate a weaker tendency, and makers would no

MONTREAL MARKETS—Continued.

doubt concede 6d. to do business. There is a good business doing in fire bricks at \$17 to \$18.50 per 1,000.

PETROLEUM.

There is a good active demand both for Canadian and American refined stock at steady prices. We quote:—Canadian, 12c. at Petrolea, 13¼c. in car lots at Montreal, and 15c. for single casks. American, 20¼c. in car lots, 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots, and 22c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Oct. 23, 1891.

Improvement in the weather from the commercial point-of-view these days is towards greater coldness. If it would suddenly freeze up it would be considered to have done the very best thing. It would cut short the seemingly interminable fall-ploughing of the farmers and lead them to think of teaming their grain to market. They have already put it off so long that many of the trade predict that the good times which must follow large crops will not come to hardware men until the spring. That, it is to be hoped, is an extreme view. At present the hardware trade is not duller than it ordinarily is before cold weather sets in. It is only unsatisfactory by comparison with its prospects, which were certainly very rosy about the beginning of September. The goods now being pushed by the travellers are Christmas lines and general winter wares. For fancy hardware the demand is but moderate. There is a fairly good trade in hollow ware. Seasonable heavy hardware has the same normal sale as it had a week ago. Metals have made little movement either in rate of sale or quotation. Copper, tin, lead, spelter and galvanized iron are clearly in increased demand. Buyers ought to take advantage of the interval between now and the 2nd of November, after which freights go up.

IRON AND STEEL—The present is rather a gap in the continuity of business in British pig iron, orders being held back now in most brands because of the inability to get deliveries before the close of navigation. The prospect of having to give higher prices as a consequence of increased freight seems to have no exciting effect upon the demand, which has been singularly apathetic throughout the whole season. In Unit-

ed States pig business continues at a very unhurried pace. Last week's prices recur. They are:

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$20.75
No. 3 Calder \$22.	No. 3 Middlesboro \$20.25
No. 1 Sum'rlee \$23.	Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21.50.
Gloss \$22-\$23
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

For manufactured iron the better demand noted a week ago is kept up. Bar is in steady request at unchanged, but equally firm prices. Ordinary western bar is \$2.05 from stock, with \$2.50 paid for refined. There is some Siemens bar held here at prices ranging from \$2.10 to \$2.15. Steel is in stronger request. Business from agricultural implement makers is coming in more freely, threshers, spikes, etc., affording a basis for a very good demand. The usual winter industries are beginning to make calls upon stocks of both iron and steel.

COPPER—Has declined in both England and the United States, but stocks here are held at last week's prices. In England the drop is but £1 per ton. Weakness in Lake Superior ingots is due to talk of resuming work on the Anaconda mine and the liquidation of old French interest properties. The trade this week is locally good. Prices continue to be 14½ to 15c. for ingots, and 18 to 20c. for sheets.

TIN—Is active and unchanged. Prices are rather steady in England. The market in the United States shows signs of speculative buying. Here prices remain at 23 to 24c. for 50lb. ingots, 23 to 23½c. for straits 100 lb ingots, and 24½ to 25c. for strips.

LEAD—Is in good demand. Prices are steady at 3½ to 3¾c. In New York prices went down about ¼c. last week.

ZINC AND SPELTER—The tendency of prices is, if not upwards, at all events towards greater firmness. The trade keeps up in spelter at 5¼ to 6c. for domestic and imported respectively, while sheets are 6¾ to 7c.

ANTIMONY—Advanced another pound in England since last report. The price on the spot has not taken any change and the state of the demand is little better than it was. Cookson's quotes at 14½ to 15c., other brands at 13½ to 14c.

TIN PLATES—Activity in the demand from the United States, though unlooked for at this season, is nevertheless a consider-

able factor in the market, and causes continued delay in the deliveries, which, however, are coming forward a little better than they did last week. The scarcity of cokes have been a matter of complaint still, and was felt to some extent by manufacturers of canners' packages. This week's receipts has reduced the strain of the demand somewhat and none too early. There are no change in prices which repeat as follows: I C coke, \$4 to \$4.25; I C charcoal, \$4.50 to \$4.75; I X charcoal \$5.50 to \$5.75; I X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES—A backward demand is to be reported. The stock has been ample since the opening of the season, but there seems to be a waning demand, which, probably the increased use of galvanized sheet iron may help to explain. Prices are \$8.25 to \$8.50.

CANADA PLATES—There is room for increased business in these plates. The open weather which has been unfavorable to the stove trade, has similarly affected that in stove-pipes, which are the main application of Canada plates. Prices are unchanged at \$2.90 to \$3.00, but the advance in freight may cause a marking up.

GALVANIZED SHEET IRON—The record of an active demand is still due this class of metal, which is now in quite strong request at 5 to 5¼c. for case lots of 28 gauge and 4¾ to 5c. for 26 gauge.

BUILDERS' HARDWARE—Is going out at an ordinary rate of movement, but is neither more nor less active than it was a week ago.

CUT NAILS—Are selling steadily at \$2.20, with 5 per cent. off for cash.

HORSE SHOES—Are slightly easier and in subdued demand at \$3.40 to \$3.50.

HORSE NAILS—Are steady at 60 to 60 and 10 off the list.

CORDAGE—The decline of last week has not been amended this week. Trade is fairly good, at 12 to 12 1-4c. as the basis for manilla and 8 to 8 1-4c. for New Zealand and Sisal.

WIRE—Prices here are unchanged, though weakness and easier quotations are general in the United States, while in England there has been an advance.

PAINTS, OILS AND COLORS.

No new life has yet been imparted to the oil, paint and color market. The demand as it usually is at this time of year, is dull. The week has developed no changes. Linseed oil is weak at 58 to 59c. for raw and 61 to 62c. for boiled. Turpentine is unchanged at 55 to 56c. White lead is in reduced request and weak at 5½c. Colors are unchanged.

CHEAP STOVES.



We have the largest variety of Stoves in Canada, and have been building up their good reputation for 40 years.

We have 57 varieties of Coal and Wood Furnaces.

We have something new in nestable pipes—25 in crate.

We can supply repairs for the Crown Jewel Base Burner.

It will pay you to handle our goods.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG. 3

MARKETS—Continued.

and in low demand. Collections are reported to be particularly hard to make in this department.

PETROLEUM.

Prices hold at the points at which they have been marked for months, Canadian refined being quoted at 15 to 16c. A good local demand exists.

The Petrolia Advertiser reports; Petrolia crude \$1.35 per bbl. Oil Springs crude \$1.35 per bbl. The crude oil market has been very quiet for the past week in consequence of the low price of refined which has been ruling. The competition between local refiners has been so keen lately that refined oil which should bring from 13 to 14 cents a gallon has been sold as low as 12 cents, and we have even heard of offers having been made as low as 11 3/4 cents. In consequence of this state of affairs refiners have been holding off from purchasing crude until they have now nearly used up their last barrel of stock on hand, and some of them will either have to shut down or pay a dollar thirty-five for more crude at which price they will make a handsome loss in the manufacture of refined oil to be sold at the present rates. The crude oil market is very firm, and although we are pumping more crude than ever we were before, yet the demand for refined oil has so increased that it takes all the crude oil which is pumped here daily to supply the needs of refiners for our own Canadian market.

GLASS.

Receipts are expected next week. The backwardness of fall supplies is said to be due to United States buyers obtaining delivery of later orders than those from Canadian importers by paying higher prices. The Belgian market has advanced since shipments now afloat were made. Future delivery quotations will be about 10 per cent. higher. The stock now en route is expected to be broken more than such freight usually is, as it has had a very stormy passage. There is no change in prices.

OLD MATERIAL.

The state of trade remains unchanged as also do quotations, which do not gain strength with continued dulness on the part of the manufacturers' demand. The foundries are expected to come on the market and take off the accumulation now in store. The prices are:—No. 1 heavy scrap, 65 to 67 1/2c. per 100 lbs.; stove cast scrap, 42 to 45c.; No. 1 wrought scrap 62 1/2 to 67 1/2c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 9 1/2 to

10 1/2c.; heavy scrap copper 10 1/2 to 10 3/4c.; old copper bottoms, 8 1/2 to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8 1/2 to 9c.; scrap lead 2 1/2 to 2 3/4c.; scrap zinc, 2 to 2 1/2c.; scrap rubber, 2 1/4 to 2 1/2c.; country mixed rags, 85c. to \$1.00 per 100 lbs.; clean dry bones, 60c. per 100 lbs.

HIDES, ETC.

HIDES—Are weaker. Green may be expected soon to take a drop of from 1/4 to 1/2c., as cured have shown no tendency towards recovery. Green are quoted at 5c. for cows and 5 1/2c. for steers. A car of selected buff was sold on Tuesday at 5 1/2c., and common grades went in round lots for a shade less.

SKINS—Are unchanged, at 75c. for sheep and 5 to 7c. for calf. The supply is fairly large.

WOOL—Is very dull; sellers find difficulty in getting more than 18c. Receipts are large. Dealers do not encourage sellers, as they have no expectations of any early improvement in the situation of the market.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Oct. 23, 1891.

The anxiously awaited improvement in the demand for rails, track supplies, rolling stock and material for bridge building fails to materialize, and the general iron and steel trade still lacks a much needed stimulus that would likely be imparted by better railroad patronage. Hence, while most consumers are taking quite the average quantity of various finished productions, and thereby doing a great deal in the direction of improving the condition of the trade it would appear that slack railroad patronage is still more or less of a drawback to progress. There is more or less negotiation on rails and track supplies, also for rolling stock, but deliveries during the balance of this year are rarely involved, and should the business under way be put through, it is unlikely that any pronounced influence would be exerted

until well along towards the holidays. For the present, however, it is to be remarked that a generally confident feeling prevails. In no quarter does there appear to be the least apprehension of any adverse turn; in some the belief is harbored that improvement is likely to be experienced ere long in those departments that are at present weakest.

About the only new feature in the local market for pig iron is the reported purchase of about 10,000 tons of Bessemer pig iron on speculation by a local firm prominently identified with the metal trade. The lot is said to have been secured at \$14.75 at furnace. Apart from this, business has been of routine character, but sales agents remark that orders are coming along in about the usual manner, with some involving supplies for delivery up to March 1, 1892. These transactions and purchases for prompt delivery were chiefly at former prices, showing altogether a fairly firm market. Standard Northern foundry pig iron is quoted at \$17.50 to \$18 for No. 1 and \$16 to \$16.50 for No. 2, and inferior brands at 50c. to \$1 less. Southern brands remain at \$12 to \$13 for No. 1 and \$11 to \$12 for No. 2 at furnace. Mill grades at \$14 to \$15 delivered, according to brand. Bessemer pig about \$15 to \$15.50 at furnace. Scotch pig remains quiet at \$22.75 for Coltness, \$22 for Summerlee and \$20 for Eglinton and Carnbroe. Foreign spiegeleisen is quoted at \$23.50 to \$24 for 10 to 12 per cent., and \$27.50 to \$28 for 20 per cent., and 80 per cent. ferro manganese at about \$64.50 delivered here.

For old iron tee rails there are numerous buyers at \$21 f. o. b. cars and some at \$21.50, while \$22 would probably be paid for specially desirable lots for forward delivery. There are some foreign rails in transit by sail vessel due here about the end of the year, but the owners are holding at \$23. Old steel are difficult to move at \$16.50. One buyer secured a line of 100 tons or more of No. 1 wrought scrap iron from a wearied holder at \$18 per ton, but other parcels have since been sold at \$19 to \$19.50, and the latter figures are doubtless nearest to present market value.

COPPER.—The copper market remains in uncertain shape, with an undercurrent of weakness still perceptible and consumers disinclined to buy except as immediate necessity requires. At 12.15c. there is apparently more Lake ingot on sale than outlet for can be found. About 50,000 lbs were placed at 12.10c. and the appearances were that bids of the price for additional lots would not go a begging. On the Metal Ex-



AGATE WARE

Get our New Price.

Seconds in Agate Ware are now cheaper than inferior enamelled goods.

Coal Hods are not wanted yet but soon will be, order early. Write for samples of our new "Elegant" stoveboards.

THOS. DAVIDSON & CO., Montreal and Toronto.

(New Catalogue now ready.)

MARKETS—Continued.

change 25,000 lbs were sold at 12c. In the London market there have been heavy selling of merchant bars, under the weight of which prices dropped 17s. 6d. The latest cables were slightly better quoting £49 for spot and £49. 15s. for future.

TIN—In pig tin there has been very little movement of speculative character, and the leading operators seem to be devoting their attention chiefly to sustaining the market against holders of "puts" by selling to the out-of-town trade at local net cash prices. London prices have eased off about 7s. 6d. to £91 5s. for prompt and £92 for future deliveries. Local market quotations are 20.10c. net cash for round lots and 20.20 to 20.30c. regular for jobbing quantities.

LEAD—Pig lead has been very quiet, although freely offered at 4.30c., and as matters look at present buyers for round lots at 4 ¼c. are by no means numerous. Prime Western spelter has been sold at 4.95 5c., and the market for the metal is dull at the decline.

TIN PLATE—Tin plate is moving off slowly. The only buying of futures is by export packers of canned goods and oil. Prices remain without important change.

BOLTS.

By "bolts" is meant bolts, studs and machine screws of all kinds and of all sizes from the microscopical screw that enters into the construction of a watch to the largest bolt on which a screw thread is used. Although all kinds of bolts are meant by the heading, obviously but a few will be touched upon in this article.

Although the term "bolt" is general and refers to all kinds of screw threaded bodies that tie two other bodies together, in common machine-shop parlance it generally refers only to that kind of bolt that passes through both bodies and is held by a nut without being screwed into either, and is some times called a "through bolt." Where such a kind of bolt can be used it is generally better than a cap screw, a stud, or any other kind, because in case of breakage it can be easily removed and another substituted. It is also cheaper, because a nut can be made cheaper than a thread can be tapped into one of the bodies. A through bolt should generally if not always, be loose in the hole through which it goes. Its usefulness is therefore as a tie and not as a guide. If the two parts to be held together are to be held permanently in an absolutely fixed position, loose through bolts and dowel pins are probably the best arrangements. By this combination of bolt and dowel pin the parts are held to their exact position by the dowel pins irrespective of the tension put upon the bolt and this bolt holds the pieces firmly together irrespective of whether the dowel pins are loose or tight.

The strength of a bolt, or any screw threaded piece for that matter, is measured by the diameter at the root of the thread. A one-inch bolt theretofore, does not have the strength of a one-inch bar of iron but only about three-quarters of it. The figuring

ing of the strength of a bolt, however, is a very uncertain quantity because it is never known how much initial tension has been put upon it by screwing up the nut. The only safe criterion is to be sure that the bolt is strong enough. The same uncertainty as to what the initial tension on a bolt is, makes it inadvisable to make any bolt, to which the ordinary monkey-wrench is to be applied, smaller than ¾ inch in diameter. No doubt wrenches are and may be used on much smaller bolts but they should be special wrenches and not the ordinary monkey-wrench. As the threaded portion of a bolt is the weakest part, it follows that is the place where they break when pulled apart by tension. As the threaded part below the nut is usually very short, it sometimes happens that great strains of a very short movement causes them to part when they might not do so if the thread were longer. The ordinary track bolt is a case of this kind. The weight of a train passing over the rail spreads it and stretches the bolt. Although this stretch is a very small amount it is all accumulated in the short length of bolt between the nut and the end of the thread. If the thread were made the whole length of the bolt the stretch would be distributed over a length great enough to absorb it without breaking. A better plan yet is to turn the bolt down to the diameter of the root of the thread between the end of the thread and the head of a bolt. A cap screw is a bolt that screws into one of the pieces to be bolted together. Although very convenient and very largely used they should not be used where a through bolt can be used equally well and are not generally as good as a stud where a bolt can not be used. A stud is a fixture in the place where it is used and may serve also as a dowel pin when extreme accuracy in the setting is not required. The best form of stud, though a rather inconvenient one to make, is one that has one end one-eighth of an inch larger than the other, and the larger end screwed into its fixed position. The advantage of this form of stud is that, in case of a breakage, the break occurs in the outer screw threaded part and not within the place where it is set. It is therefore easy to remove. The typical places for studs is for the cylinder heads and steam chest covers of engines and for the caps of large pillow blocks. The latter, however, are sometimes arranged to use through bolts, and where this can be done it is an advantage.

Small screws, that is screws one-half inch in diameter and smaller, should be used as cap screws and not as through bolts, and should be put in with a screw-driver and not with a wrench. This kind of screw is called a philister-head, a button-head or a countersunk-head screw, according to the shape of the head. The kind to be used is a matter to be decided according to the individual circumstances of each case and is not one

subject to a general statement. Perhaps it may not be out of the way to say that the countersunk head screw should not be used unless it is desirable to get the head below the surface, and even then it is sometimes better to countersink for a philister head screw.

Nuts are of wrought iron, have a height equal to the diameter of the bolt and a width between flat faces equal to one and one-half times the bolt diameter plus one-eighth inch. The argument in favor of a steel nut is without any merit as a wrought iron nut of this size is much stronger than the bolt, even when the latter is of steel. Of course if the nut must be thinner the case may be different. Where the head of a bolt or a nut comes against rough metal a washer should be used. A good standard diameter of washer is twice the bolt diameter plus one-quarter inch.

Where a flange is thrown out for the reception of a bolt, the thickness of the flange should not be less than the diameter of the bolt and is much better if it is from 25 per cent. to 50 per cent. greater. The width of a flange should be great enough to bring the centre of the bolt not less than the full diameter of the bolt from the edge.—Chicago Journal of Commerce.

A NEW TRICYCLE.

The cycling world, says a city contemporary, has been increased by a novel invention in the shape of a tricycle which is propelled by the arms and not by the feet, and the action employed is exactly like that required for rowing a boat. The machine is fitted with a sliding seat, which minimises the exertion necessary for driving the machine at a high rate of speed. The feet are used for steering purposes, and the new invention is adapted for ladies or gentlemen, and especially for invalids. A peculiar feature is that the vehicle is without chains, cog-wheels or cranks, and it is propelled by means of a central pull on a single cord from the front by means of a cross handle, attached to which is a leather strap. The mechanism employed is extremely simple, but cleverly arranged. The inventor is Mr. S. Kemp, 18 Holbeck Road, Kennington Church, S.W., who some years ago experimented successfully in an improved means of deep sea travelling.—Invention, London.

It is a mystery to members of the local wholesale trade how Frank S. Taggart is able to sell shot on about the same terms as the manufacturer does to the wholesaler. The fact that he is not on the list makes this rather a puzzling question, but it is evident that some one on the list supplies him with stock if he does not get it from the manufacturers.

A traveler in the West end says the saddest thing he saw was the old-fashioned rail fence in Pennsylvania, Ohio, Eastern Indiana and Southern Michigan. How cruel of fate not to permit the wire fence to be invented 200 years before it was. In labor and timber enormous sums have been wasted in the building of the old "worm" fences.—Iron Age.

HOW TO TAKE CARE OF A GUN BARREL.

To brown the barrels of a shot gun or rifle, obtain spirits of nitre, 1 oz.; tincture of steel, $\frac{3}{4}$ dr.; sublimate of mercury, $\frac{1}{2}$ dr.; bluestone, $\frac{1}{2}$ dr.; soft or rain water, $\frac{1}{2}$ pint. The unmedicated tincture of iron will do if tincture of steel cannot be had; use rain water, melted ice or snow, if it can be procured; mix, and let it stand a week or more before using; age improves it, unless it is allowed to freeze; freezing spoils it.

The barrels should be polished clean and bright by rubbing them with oil and emery. They may afterwards be polished with No. 120, as the finer the finish or smoother the surface the nicer the barrels will look after being browned. The corners alongside of the rib of a double gun may be polished out with the end of a soft pine stick moistened with oil and emery powder. After the barrels are polished they should be wiped as clean as possible with dry cotton cloths and corked at both muzzle and breech.

To remove lead from the barrel of a shot-gun take a small piece of common window glass, pound it fine, then grind it to a dust by a continued circular motion of a pestle; sift this through a piece of book muslin; prepare a rod with tow, roll it well in the sifted glass dust, and run it carefully through the barrel of the gun. Then add some vaseline, and, if necessary, again roll in the dust.

After a few strokes of the rod, wipe out the barrels with a square of clean flannel, and the barrel will be found to be as clean and bright as silver and without a scratch, the sifting process having kept out all particles large enough to produce a scratch. The above method will also remove rust. Lead is more apt to collect in long-barreled guns than in short ones.

Another method is to plug the breech end and fill the barrel with paraffin oil; let it stand through the night and wipe out in the morning with an ordinary cleaning rod, tow or flannel capped, when the leading will all come out at the first rub.

The Winnipeg Board of Trade has passed the following resolution: "That this board while disclaiming any right to interfere with the matter of the amalgamation of the Northwest Commercial Travellers' Association with the Commercial Travellers' Association of Canada, desires to express its opinion that no action should be taken which would tend to weaken the unity of Northwestern trade, which the mercantile element of this province has sacrificed so much to build up and cement, and in which sacrifice the Northwest Commercial Travellers' Association has borne its share.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

Here it is again---FORBES' NEW PATENT,

ACHIEVED ! ACHIEVED ! ACHIEVED !!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

Jas. Robertson & Co's FALL SPECIALTIES.

Stove Boards,
Coal Hods,
Stove Pipes,
Elbows,

Stove Shovels,
Lanterns,
Copper Tea Kettles,
Dampers, Etc., Etc.

Get our prices before buying elsewhere.

265 TO 281 KING ST., W., TORONTO.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.



Mr. John Sturrock, general merchant for twenty years at Laggan, Ont., died on the 14th inst.

Mr. H. McGee, until recently of the London Machine Tool Co., left Tuesday for Chicago, where he has secured a good position.

Mr. John Leys, vice-president of Rice, Lewis & Son, Limited, has returned from the old country very much improved in health.

Mr. Spencer has sold out to a brother-in-law of Mr. Christie, who has replaced Mr. Richardson, the pioneer hardware store of Wawanese, Man.

Elliott Bros., Kingston, Ont., have secured the contract to do the ornamental work in connection with the new block about to be erected by Mr. Offord.

Burglars entered the store of G. Jardine, Newington, Ont, the other night and succeeded in getting away with about one hundred dollars worth of goods.

Carscallen, Cahill & Ross, acting for the St. Louis Stamping Works, secured judgment on Saturday morning against J. M. Williams & Co., Hamilton, for \$712.69.

The value of the cutlery exports from Sheffield to the United States during the last quarter was £29,874, against exports valued at £74,970 for the same quarter 1890.

The cement mill, warehouses, copper shop and other buildings of the Lawrence Cement Company, at Brimewater, were totally destroyed by fire, on Friday night. Loss \$300,000; insurance, \$10,000.

Mr. Jacob Samuel, of Samuel, Sons & Benjamin, wholesale hardware and metal merchants, Liverpool, England, is expected to arrive in a day or two to visit the Toronto house, M. & L. Samuel, Benjamin & Co.

Mr. Patrick O'Connor of Pembroke has sold his nickel mine, situated in the Sudbury district, to a Chicago firm, for the handsome sum of \$20,000. Mr. O'Connor has other mines in the district which he is selling to American firms.

Thomas Flannigan's general store in Chatham was entered by burglars the other night, who stole a quantity of prints and some bottled goods. The clerk had cautiously hidden the receipts of the day, leaving nothing in the cash drawer.

Mr. Macfarlane, who is factor of the Hudson Bay Company at Cedar Lake, near Grand Rapids, in Saskatchewan, and a member of the firm of King & Macfarlane, which has been granted the privilege of first choice of a mining location on which to work the deposits of amber found not long ago in that vicinity, had an interview one day

last week with the Minister of the Interior. After the selection which has been made by this firm is announced, all others who choose to try their fortune as amber miners are free to go in.

The McClary Manufacturing Company, London, have been awarded the contract for heating the cars of the Toronto Street Railway Company. They will put in a hundred stoves in the next ten or twelve days. The heating of street cars is expected to be adopted in several other cities.

E. G. Edwards of the Dyffryn Steel and Tin Plate Works, Swansea, Wales, son of Daniel Edwards, one of the largest tinplate makers in the world, is making a tour of the United States. Daniel Edwards is the patentee of tinning apparatus for coating tin andterne plate, for which he has appointed F. R. Phillips, Philadelphia, sole agent.

The anticipated demand for railway material for the Prussian State railways in the next twelve months is so extensive that manufacturers have been asked to deliver within that period as much material as they originally agreed to supply in two years. Large contracts for locomotives and rolling stock will shortly be entered into.

One of the executive of the Ottawa Clerks' Union says that the agitation has been somewhat retarded by the strike at the Chaudiere in which part of the city they have been canvassing for subscriptions to the early closing list. The clerks have now the signatures of the necessary three-fourths of the merchants in each line except furniture, in which two are holding back.

At the Aylmer Division Court Friday Price and McMurtry, of Hamilton sued D. F. Moore, secretary of the Patrons of Industry, for an account of \$70 for binder twine. The twine was to be delivered to Adam Allison, who was C. P. R. agent at Belmont, but who has since skipped, and who collected money from the farmers which he did not remit to the plaintiffs. Judgment for plaintiff with costs was entered.

On the night of the 14th inst., the large establishment of Messrs. Skinner & Co., manufacturers of hames, scythes, snaths, etc., Gananogue, Ont., was entirely consumed together with a large stock of raw material and manufactured goods. As far as can be learned the insurance upon the building, machinery and stock, is about \$15,000. At one time it was feared that the Gananogue spring and axle company's works would be burned. The utmost sympathy is felt by all classes for S. C. Skinner, an old resident and much respected in business there for over thirty-five years. The cause of the fire is not known; loss about \$60,600.

Complaints are made in the Staffordshire iron trade of the high prices which are being demanded by the spelter syndicate. The "ring" was formed five years ago, and in consequence of production being in very limited hands, largely in Belgium, it has been found possible to control the market absolutely. Prices have been run up from £16 and £18, at which they formerly stood to £24 10s., and a few months ago the price was £26. The Staffordshire galvanizers declared on the 25th inst., "That the ring wants breaking up."

ABOUT THE STEWART FOUNDRY.

It is being said that the by-law passed by the people of Woodstock to bring about the removal of the Stewart foundry from Hamilton to Woodstock, is so clearly a violation of the Municipal Act that it cannot be sustained. The act distinctly says: "No bonus shall be granted by a municipality to secure the removal thereto of an industry already established elsewhere in the province," yet the deal between the Stewart Company and the Woodstock corporation practically amounts to this. It is true that the firm points out that at the end of this year the existing partnership will be dissolved and the business here closed, a new firm being formed to resume in Woodstock, but this is held by many prominent lawyers in the city to be so apparent an evasion of the terms of the act that it will never be sanctioned by the Legislature, provided, of course, the attention of that body is officially directed to the matter.

It might be worth while for the City Council to take steps, if it may, with a view of determining the legality of the proceeding. The removal of the Stewart industry would be a serious loss to Hamilton. The company employs on an average of 100 men, who rent houses in Hamilton and spend the money they earn in Hamilton shops. In this way it is kept in general circulation and does us all good. If we can retain the industry it is to our own interests to do it, and if the little arrangement with the Woodstock people is proved to be illegal, the company might find it advantageous to remain in Hamilton and not close up its business here as is contemplated.—Hamilton Herald.

MALAY TIN.

The American tariff law, by placing a duty on tin plate, is said by the United States Consul at Singapore, in a recent report, to have had a beneficial effect on tin mining in the Malay Peninsula, by increasing the American demand for pig tin. Formerly this was shipped to Great Britain, where it was manufactured into tin plate, and sent to the United States in this form, but now the pig tin goes direct to America. Half the tin of the world is exported from the Malay Peninsula, where mining is carried on mainly in Perak State and almost entirely by Chinese. The mining is that of flood tin, not rock, and the metal is taken from the lowlands near the mountains, where it is found in packets, 10 ft. to 20 ft. or more below the surface, in appearance like coarse black sand, with here and there a mixture of tin and small particles of gold dust. To obtain the metal involves a great upheaval of the soil, pumping water from the pits, washing the tin and finally smelting it. In most places the machinery employed is of the most primitive and simple, yet ingenious description. The ore is smelted into slabs of irregular shape at the mines, and is then sent to Penang and Singapore to be purified and re-smelted into slabs or blocks for the market. The ore is found in Larut in Perak, in large quantities in a stratum of whitish clay, which is washed in long, open troughs, water passing through it and carrying off the soil, leaving the ore lodged against cleats nailed on the bottom of the trough.—Iron and Steel Trades Journal.

Hamilton and Toronto
SEWER PIPE CO.,
 LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

The Art Metropole
131 YONGE STREET,
TORONTO.

The Cheapest House in the
 Trade for Tube Colors, Brushes,
 Canvas and all Artists' Materials.

SEND FOR CATALOGUE.

JOHN WILSON'S
Butcher Knives

and Steels,
 Farriers' and
 Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
 & PARIAN CEMENTS.
 FIRE BRICKS, FIRE CLAY,
 FLUE COVERS, GAS RETORTS
 DRAIN PIPES
 English and Scotch (all sizes).
 FLOOR TILES, BUILDING
 SANDSTONES,
 CALCINED PLASTER
 Builders' and Contractors' Supplies of every
 description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
 Yards:
 McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
 CONTINENTAL

HARDWARE

AMERICAN
 CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We can now supply the following: American and Canadian Meat Cutters, Enterprise and other makes, also Sausage Stuffers and Lard Presses. Cow Ties, American and English.

Halter Chains, German and American.

Rope Halters, Hand and Machine-Made.

Web and Leather Halters in good variety.

Gross-cut Saws, "Disston's" Toledo Blade and ordinary perforated, also S. & D. Lance.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



SALES MADE OR PENDING.

The stock of E. J. Keeping, general merchant, Austin, Man., has been sold.

I. Lawlor & Son, dealers in hardware and groceries, Dartmouth, N. S., have sold out.

The stock of Hagarth Bros., general merchants, Mattawa, Ont., is advertised for sale by tender.

The tinware and stove stock of A. K. Bishop & Co., Owen Sound, Ont., is advertised to be sold by auction on the 27th inst.

REMOVALS AND DEATHS.

Robert West, general merchant, Bridgewater, N. S., is dead.

FIRES.

The saw mill and a stock of lumber belonging to Geo. Moffat & Co., general merchants and lumber makers, Dalhousie, N. B., is burnt.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

C. M. Marshall, general merchant, Clarence, N. S., has assigned.

N. Gelinas, general merchant, Three Rivers, Que., has assigned.

James D. Munro, stove and tinware dealer, Westville, N. S., has assigned.

B. Woods, general merchant, Hillsburg, Ont., has assigned to Duncan A. Ferguson.

Elzear Doucet, general merchant, Granby, Que., has assigned to C. Desmarteau, Montreal.

Bradley Bros., hardware dealers, South Woodslee, Ont., have assigned to John Bowman.

Geo. Trelford, stove and tinware dealer, Arthur, Ont., has assigned to Robt. Jenkins, Toronto.

Jewell & Duff, general merchants, Pembroke, Ont., have assigned to Henry Barber & Co., Toronto.

John Leslie & Co., general merchants, Beaverton, Ont., has assigned to Joel Hallworth, jr., Toronto.

THE PATRONS OF INDUSTRY AND CASH TRADE.

A correspondent, whose name we have just added to our subscription list, writes: "How are you on the Patrons of Industry? What do you think of them? They are trying to organize in this county (Grey), but I do not think they will succeed very well, as other kindred societies, the Grangers, Farmers' Clubs, etc., have not succeeded. You cannot get a farmer to work for nothing and board himself. I believe in getting a cash system established, but I think giving discounts off regular prices for cash purchases is the best plan."

There is no ambiguity in the attitude of HARDWARE upon the first question. The Patrons of Industry have received some at-

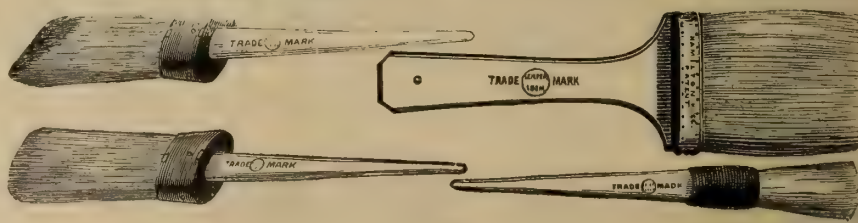
tention in these columns before now, as we have watched and commented upon their progress from the moment of the founding of their first lodges. They are an exotic institution, and until about half a year ago were a branch of the parent body in the United States. They are an economic symptom of hard times. The association was incubated in a period of agricultural depression in the United States. In that country the Farmers' Alliance has since cast it into the shade. Both associations are identified with chimerical and impracticable theories of government, finance and trade. They have discovered nothing; the views they hold have been enthusiastically supported before, and nearly all of them have been consigned by practical men to the limbo of exploded ideas. In what respect is the business of the trader at any point less essential than that of the primary distributor, that is, than that of the producer? Why, therefore, should the trader be combined against more than the producer, to whom the Patrons wish to cut a shorter road through the profits of the traders? Can not prices in the case of traders, as well as in that of producers, be left to the play of supply and demand, or to the division which cuts up the supply and causes competition? Ultimately they will be, despite the guarantees the Patrons secure in the form of discount treaties with storekeepers. Time and again, financiers, corporations, states, have tried to fix the value of a currency they issued by putting it on a land basis, and in spite of their efforts the value of this money depreciated in every case and brought ruin on all who handled it. The Patrons will succeed no better in fixing an arbitrary limit to their traders' profits. If the Patrons become numerous enough to get control of the stores of the country (which they never will), they would simply have to be admitted as

an expense item for which discount would have to be made by wholesalers in their prices to retailers; the discount would be made up for by previous addition. No such agreement as the Patrons impose on the trader can ever be carried out slavishly; it will be evaded or it will be the end of the unhappy trader who undertakes it. If the Patrons would contract to furnish a constant definite market force, agreeing to take 300 barrels of sugar, and a specified quantity of other goods every year, then there would be a covenant in which each party is responsible to the other, and the thing might be a success. But the trader has nothing but the vague promise of customers, in whose behalf he may overstock himself, in whose service he may have all his merchandise burnt up, on whose account he may become ineligible as a credit customer in the wholesale market, and between whose spells of intermittent buying he may go to the wall. The Patrons may decree, but they will not effect, the change whereby the trader will sink from the position of an independent business man to that of a hireling.

We agree with our correspondent that discount for cash usually induces more trade than the rule to sell for cash does. Where discounts are given, the trade of a man who may be perfectly good but lacks ready money is not driven away. That plan secures both the cash and credit trade. Along with selection of customers who are considered worthy of credit, the discount plan must be the most satisfactory. It is better for a trader to refuse credit to those who are undeserving of it than to refuse credit to everybody, at the same time holding out the inducement of discount for all persons to buy for cash.

Soap and water are cheap, but soil on goods is expensive.

PAINTERS' BRUSHES,



TRADE



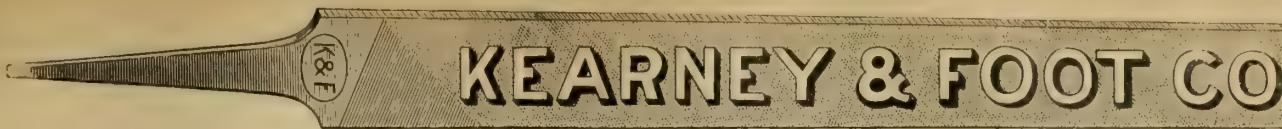
MARK.

We manufacture the **Best Brushes** only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,

96 Clerkenwell Road, London, England.

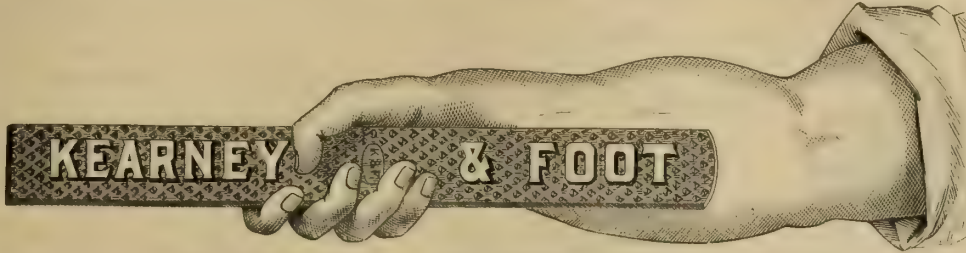
OFFICES: 100-102 Reade St., New York, U.S.A.



KEARNEY & FOOT CO

Manufacturers of **FILES AND RASPS.**
Superior quality fully guaranteed.

CAPACITY OF WORKS :
1,200 doz. per day.



Illustrated Catalogue
Price Lists mailed on
application.

WORKS : Paterson, New Jersey, U.S.A.

PLEASE MENTION THIS PAPER WHEN WRITING US.

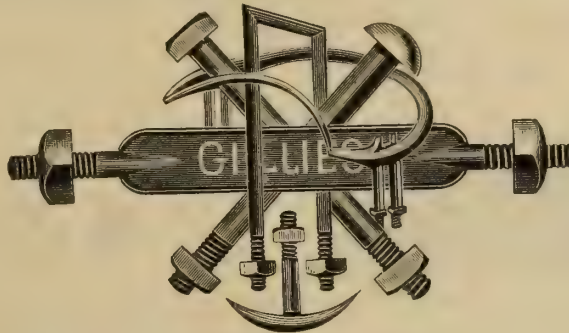
TAPER TOOTH.



Write for Prices or Telephone 5120.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts. Carriage Forging of all kinds SEND FOR PRICES.
GEO. GILLIES, Gananoque, Ont.

TULLOCH & CO'Y,

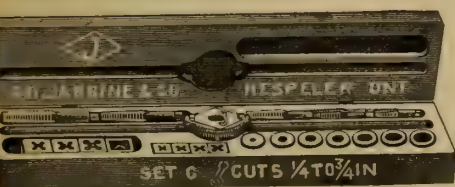
Manufacturers' Agents and
Export Merchants,

85 Gracechurch St., London, Eng.,
Exporters of
Naval and Oilmans' Stores, Linseed Oil.
Portland Cement, Building Materials,
Pig Iron and Metals.

N.B.—Correspondence invited from Canadian
firms interested in any of the above
lines

CONSIGNMENTS OF PRODUCE SOLICITED.

80W



A. B. JARDINE & CO.,
Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

TORONTO ENG. CO.

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.



Mfrs. of Set, Cap and Special
ews. Studs, Finished Nuts, &c.



BROWN & CO.,
Manufacturers of

Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

SPOONS, FORKS ETC. STAMPED

1847. ROGERS BROS. A1

ARE GENUINE, ROGERS' GOODS.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public
against imitations of their manufactures
None are genuine unless bearing the

TRADE

GRANTED

MARK.



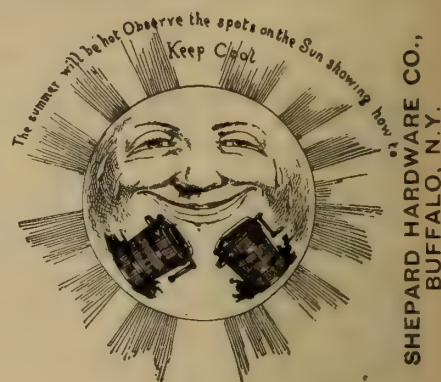
1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail
Merchants' should send **HARDWARE**
copies of all catalogues, price-lists,
circulars, etc., as soon as they are ready.

No notice whatever will be taken of old
lists or catalogues.

We shall be pleased to receive and notice
copies of books relating to matters of
interest to the trade.



Shepard's "Lightning" Ice Cream Freezer

CURRENT MARKET QUOTATIONS

METALS.

Tin.

Lamb and Flag--
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates--Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. \$6 00 \$6 25
I.X., " .. 7 25 7 50
I.X.X., " .. 8 50 8 75

Raven & P.D. Grades--
I.C., usual sizes .. 4 50 4 75
I.X., " .. 5 50 5 75
I.X.X., " .. 6 50 6 75
I.X.X.X., " .. 8 25 8 50
D.C., 12 1/2 x 17 .. 4 50
D.X., " .. 5 75
D.X.X., " .. 6 75

Note--Other brands might be shaded
by 25c. per box.

Coke Plates--Bright.
essmer Steel--
I.C., usual sizes .. 4 00 4 25
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual
sizes .. 4 85 5 00

Note--Round lots of 14x20 might be
purchased of 10c. per box less.

Charcoal Plates--Terne.
Dean or J.G. Grade--
I.C. 20 x 28, 112 sheets .. 8 25 8 50
I.X. Terne Tin .. 10 50 10 75

Charcoal Tin Boiler Plates.
Cookley Grade--
I.X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 6 1/2c, 7c
" 14x65, " }

Tinned Plates.
72x30 up to 24 gauge .. 6 1/2 7
26 .. 7 1/2 7 1/2
28 .. 7 1/2 8

Iron and Steel.

Common Iron, per 100 lb .. \$2 05 2 10
Refined .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band .. 2 50 2 55
Hoop .. 2 65 2 80
Swedish .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb .. 0 13 1/2 0 14
Russian Sheet .. 0 10 1/2 0 12
Tank Plates .. 2 00 2 25
Roller Rivets .. 4 50 5 00

2-inch .. 10 1/2c
1-inch .. 15

Boiler Tubes.

1/2 inch .. \$2 45
5-16 " .. 2 35
3/4 " and thicker .. 2 25

Boiler Plate.

1 to 20 gauge .. 2 1/2 3
22 to 24 .. 2 1/2 3
26 .. 3 1/2 3 1/2
28 .. 3 1/2 3 1/2

Sheet Iron.

48 and 14x60 .. 0 29 0 30
4x6 ft, 25 to 30 lb ea, per lb .. 0 22 0 26
35 to 45 " .. 0 21 0 22
50 lb and above per lb .. 0 20 0 21

Canada Plates.

Blaina .. 1/2 bright 2 90 3 00
Abercarne .. 3 00 3 10

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62 1/2 per cent.

Galvanized Iron.

Queen's Head--
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2, 5 1/2
28 " .. 5 1/2, 5 1/2

Gordon Crown--
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2, 5 1/2
28 " .. 5 1/2, 5 1/2

Note--Cheaper grades about 1/2 cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb .. 6 6 1/2
" 5-16 " .. 5 1/2 5 1/2
" 3-8 " .. 4 1/2 4 1/2
" 7-16 " .. 4 1/2 4 1/2
" 1/2 " .. 4 1/2 4 1/2
" 3/4 " .. 3 1-5 3 1-5

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per
doz yards .. 0 13 0 50

Jack chain, double, per doz
yards .. 0 15 ..
Jack chain, brass, single, per
doz yards .. 0 20 1 10

Copper--Ingol.

English B.S. .. 0 14 1/2 0 15
Bolt or Bar.
Cut lengths, round, 1/2 to 1 in .. \$0 25 \$0 28
round & square

1 to 2 in .. 0 23 0 26
Note--Complete, lengths about fifteen
feet, from 3 to 5 cents a pound less.

Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60 .. \$0 18 0 19
Untinned, 14 oz, and light,
16 oz, irregular sizes .. 0 19 0 20

Note--Extra for tinning, 2 cents per
pound, and tinning and half planishing
5 cents per pound.

Planished and tinned, 14x
48 and 14x60 .. 0 29 0 30

Brass. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb .. 0 22 0 26
35 to 45 " .. 0 21 0 22
50 lb and above per lb .. 0 20 0 21

Boiler & T. K. Pitts.
Plain Tinned, per lb .. 0 25
Spun " .. 0 29

Wire.
Pure, in coils--
From 1 to 20 gauge .. 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.
Roll & Sheet, 14 to 26 gauge .. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up .. 0 26 0 32

Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.
Foreign, per lb .. 0 05 1/2 0 06
Domestic " .. 0 05 1/2 0 05 1/2

Zinc Sheet.
5 cwt casks .. 0 06 1/2 0 06 1/2
Part casks .. 0 06 1/2 0 07

Lead.
Imported Pig, per lb .. 0 04 0 04 1/2
Domestic " .. 0 03 1/2 0 04
Bar, 1 pound .. 0 05 0 05 1/2

Sheets, 2 1/2 lbs, per square ft,
by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00

Note--Cut sheets half cent per lb ex-
tra. Pipe, by the roll, usual weights
per yard, lists at 7c per lb and 25 p.c.

discount.
Note--Cut lengths, net price; ton lots
25 and 5 p.c. dis.; waste pipe, in 7 ft
lengths lists at 7 1/2c.

Solder.
Half-and-half (guar.) per lb 0 17 0 19
Note--Prices of this graded according
to quantity. The prices of other qual-
ities of solder in the market indicated
by private brands vary according to
composition.

Antimony.
Cookson's, per lb .. \$0 15 1/2 0 16
Other makes " .. 0 14 1/2 0 15

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. irons, per lb .. 5 1/2 ..
No. 1 Do. " 0 5
No. 2 Do. " 0 4 1/2
No. 3 Do. " 0 4

Prepared Paints.
(In 1/2, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.
(25 lb tins, Standard Quality.)
Venetian Red, per lb .. 0 05
Chrome Yellow " .. 0 11
Golden Ochre " .. 0 06
French " .. 0 05
Marine Black " .. 0 09
Green " .. 0 09
Chrome " .. 0 08
French Imperial Green .. 0 14 1/2

Colors, Dry
Yellow Ochre (J.C.) in bbls, per cwt 1 40
(J.F.L.S.) " .. 2 75

Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 1 80 1 90
English Oxides " .. 3 25
American " .. 2 25

Paris Green, per lb ..
Burnt Sienna " .. 0 08 1/2
Burnt Umber " .. 0 05
do pure .. 0 08
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
Greens " .. 0 12
Golden Ochre " .. 0 03 1/2

Varnishes (in bbls).
No. 1 Furniture, per gal .. 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
do Turpentine " .. 0 90
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac " .. 2 00
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls)
Raw, per gal .. 0 58 0 58
Boiled " .. 0 61 0 62

Turpentine (in bbls)
Selected Packages, per gal .. 0 55 0 56

Castor Oil.
Best, per lb .. 0 08 1/2 0 09

Cod Oil.
Cod Oil, per gal .. 0 48

Glue (in bbls)
Common, broken .. 0 10 0 1-
French medal .. 0 11 0 1
Cabinet makers .. 0 17 0 1
White .. 0 16 0

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.
Canadian, dis. 7½ p.c.
Wads.
Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c

Door.

Gongs, Sargent's. 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.
Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascoet " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p. c.
Machine, dis. 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's. 6 00 7 75
Barber's Ratchet. 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls. 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs. 0 50 3 40
Berlin Bronze Cana'u. 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8. 6 00
" No. 9. 7 00
Queen City. 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 pe
cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.
Wrought Steel.
Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross. 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World. 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate " dis. 50 pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross. 8 50 11 25

Cement.

Portland, car load lots. 2 70
Thorold. 1 10
Queenston. 1 10
Napanea. 1 10

Chalk.

Carpenters' Colored, per
gross. 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red. 0 05 0 06
Crayon, per gross. 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns
Daisy, dis. 60 to 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box. 3 60 13 00
Side. 3 60 4 00
Enterprise, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p. c.

\$1.00 to \$2.75 per doz.

Fawcetts.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, 2 80 3 90
Fenns Corkstops, No 2 p.doz. 1 70
Petroleum, per doz. 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis.
Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis
Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer } Hellers
50 p.c. Can. }
Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each. 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz. 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Per 50 ft.	Per 100 ft.	Double Diamond Per 50 ft.	Per 100 ft.
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
51 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.40		6.75
81 to 85		5.10		7.50
86 to 90		5.80		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

Ordinary
1st break. 36 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 50

Picture Glass.

Pilkington's ordinary.
1st break. 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each. 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs. 0 40 2 50

Chisel.

Firmer per gross. 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per 1

Heavy, per lb. 0 42 0 05

Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets

Screw, Eureka. 1 13 1 80

Gate, Clark's. 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring. 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per

cent.

Planter doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10

Clothes Line, " 0 27 0 63

Harness, " 0 72 0 88

Hat and Coat, per gross. 1 00 3 00

Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.
Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

THE HARDWARE Printing and Publishing Co., 6 Wellington Street West, Toronto.

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.

TRADE MARK FOR



HOLLOW WARE.

REGISTERED
TRADE MARK FOR



KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

TRAVELLERS

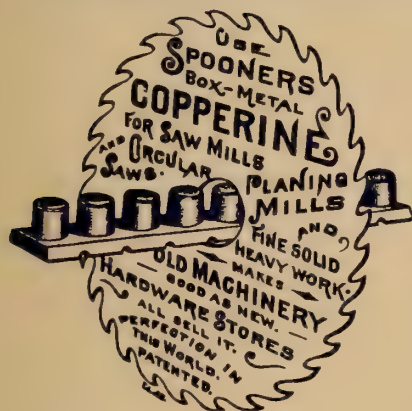
SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.



How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose the above.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

PLATE GLASS,

ALL SIZES IN STOCK.

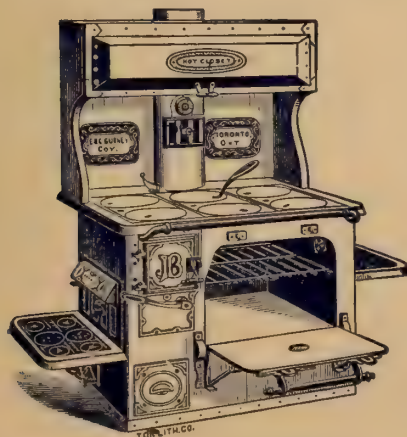
MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,
72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by **H. R. IVES & CO., Montreal.**

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR

Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"

BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY ARE VERY POPULAR.

**DOMINION
AMMUNITION**

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,

MANUFACTURERS,

MONTREAL,

QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belted, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

Bright,
Annealed,
Oiled,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



Box 1964, Montreal, or
27 Front St. E., Toronto.

STEEL WIRE !

—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

COPPER WIRE !

OCT. 31, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDERS

PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

— FINE —

CUTLERY

SEE OUR NEW PATTERNS.

CARVERS' SETS.
CASES.

PEN
POCKET
TABLE

KNIVES.

RICE LEWIS & SON,
LIMITED.

General Hardware Merchants.

TORONTO.

Favorite Stoves and Ranges

Are made by skilled labor from the best grades of materials.

They have Special Features.

Stove dealers will find it profitable to select lines that have features of merit. That are not duplicated in their competitor's stock.

Do you want Exclusive Sale ?

We will be pleased to arrange same in your vicinity. Drop us a card for Catalogue and Price List.

THE CHOWN & CUNNINGHAN CO'Y
LIMITED,
KINGSTON, ONT.

WESTERN AGENTS:

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, OCTOBER 31, 1891

No. 44

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

PLATE AND WINDOW GLASS.

Plate glass is now cheaper than it ever before was in England. Prices took a drop recently of $33\frac{1}{3}$ per cent. Overproduction appears to have been the cause, as some manufacturers were forced to close down. Prices here rule easy as a consequence. The break in the local combine during the summer brought about lower prices as well, so that the retail trade have the full advantage of the give in England. Here the list is still the basis of prices, with 25 to $33\frac{1}{3}$ per cent. off, according to specifications. In sharp spells of competition orders have been taken on a still broader margin to the buyer. Those importers who have bought stock have not been careful to proportion their orders abroad to the scope of this season's business, as they see a wide range on the price scale that is apt to be covered before spring.

The deliveries of window glass this fall have been very backward and are yet awaited with impatience. The delay is likely to cause loss in the way of damage to stock as well as loss through the want of stock for current business, for the glass was shipped in the roughest weather and is apt to be pretty badly broken up before it reaches importers' hands. The reason for the lateness is placed to the credit of Belgian glassmen's readiness to prefer later business at higher prices, to the business for which future delivery is contracted. Nearly every year there is complaint that glass which ought to be forwarded to early buyers in

this country, is shipped to United States importers, who offer the attraction of higher prices. This is equivalent to cancelling the orders placed in the summer. The rule will not work both ways in the practice of the Belgian shippers: they never consent to a customer recalling an order on the plea that prices are lower when shipment is due. The heavy duty placed on glass by the United States tariff in the interests of the native manufacturers has not yet sufficed to make that country independent of the product of outside works.

A NICE THING IN COPPER.

The copper market continues dull and it is hard to name a reliable quotation, for the reason, that one leading Montreal firm practically controls the Canadian market at the moment, and in the case of competition is in a position to undersell a competitor. The matter is worked in this way: The firm in question has the agency for handling the copper mined at a leading Canadian mine. Under a special order in council the ore so produced is smelted in New Jersey and comes back to Canada as Canadian ore foreign—smelted at 5 per cent. ad valorem duty, or half as much as foreign copper has to pay—viz., 10 per cent. It is easy to understand therefore that the parties handling the copper having this advantage are on the ground floor against other competitors. In addition to this they at present hold the great bulk, if not all, of the copper in first hands, and when it is a question of cutting to secure an order it is done. This at least is the general impression with the trade, and for that reason quotations on copper in Montreal are hard to fix. At the present time it is claimed that the firm referred to has supplied practically all the Canadian demand for copper during the year, which should be close unto 500 tons.

A NASTY MEAN TRICK.

Previously in connection with several subjects, **HARDWARE** has referred to the question of trade agreements, and had occasion at the same time to call attention to the case with which one or the other contracting parties got around them. The most recent case of this kind has arisen in connection with black sheets. This fall all the big Montreal importers met in solemn conclave and decided that the more common sizes, that is up to No. 20, would not be sold under \$2.60. Things went as merry as the proverbial marriage bell until the first profitable occasion arose, offering an inducement to break the agreement. This was in the shape of a requisition from one of the big railway corporations that makes Montreal its headquarters for quotations on a supply of black sheets. All the big guns except one, it is understood, stood honorably by the agreement, but there was one backslider, and of course the railroad company did not chide him for it. No! but when the facts came out there was the usual row, blue fire, etc. Each of the big firms enquired about that order, and each and all got the reply that so and so had got it. Then there was some quiet hunting around to find out the basis, and when it came out, the telephone wires leading into the offending establishment literally hummed with the messages that they transmitted. At first, denial was the order, and then when it did not work, the innocence dodge of "not knowing how it happened" was tried, while at the same time the solemn promise was given that it "would not occur again." This was all very well, but it did not satisfy all of the gentlemen who had been euchred out of a good order, and it is possible that something further of an interesting nature may occur. At any rate one leading importer is said to have openly declared that he would undersell so-and-so, no matter what it cost, after the mean trick that the latter had played.

CANADA PLATES.

The demand for Canada plate has this season been unusually large, both in this market and in that of the United States. The manufacture of stove pipe is the industry which gives the main support to trade in Canada plate, but there are other applications of this material which afford a basis for a good deal of business in it. Trunk-makers and the manufacturers of certain descriptions of packing cases call for a considerable amount of stock in a year. The stove-pipe trade goes hand-in-hand with the trade in stoves, and there have been preparations made for a big fall business in stoves. This has given more than wonted activity to the demand for Canada plate. Some of the largest sales ever made on this market have been made this week. A lot of 1,000 boxes was taken by a manufacturer who will turn it all to uses other than stove-pipe making. This shows a developing market for this class of plate.

There has been very general dissatisfaction this fall with the Blania plate received. Hitherto this has been in strong request here. But the quality of the stock that has come in during the present season is far below the standard of that received in former years. The samples have in the majority of cases determined importers to cancel orders, and among those who accepted shipments there has been an unusual experience of returned stock from dealers. The stock has been very brittle, and almost entirely lacking in bright plates. This is unfortunate for the manufacturers, as it has cost them an exceptionally good season's trade. Other brands have had a strong run, and have maintained the standard of quality which has always been credited to them.

THE TRADE OUTLOOK.

Slow but apparently sure, is the progress of trade towards that state of activity which everybody has looked forward to for the past two months. Traders who have a ledger full of accounts due them cannot but be impatient, while the wheat lies stored in the granaries of the farmers. But our farmers are waiting for the price to go up, while the tremendous exports from the United States to Europe are bringing the prices down. The receipts abroad are very considerably in excess of present requirements, so that the English and Continental markets are accordingly dull. The great rush of deliveries was made upon the strength of rumors that the crops of Russia, Germany and France would be very short. While the shortage may be no less than estimated, it is certain that it has not been given time to tell on prices the way it was expected to tell on them. The German crop is stated in an official report to be 18 per cent. below the average of the past few years. The estimated deficit in France, based on government statistics, also show a

big deficit in the yield. Russia has up to the present been a perplexing factor in the situation, the large receipts from that country helping to bear the European market and to upset calculations. The recent interference of the Russian government to prohibit exports of corn, oats and wheat has had a reassuring effect, and restored confidence has been reflected in Liverpool quotations. The returns showing shortage in the German wheat crop are followed by reports that rye flour mixed with cornmeal will be the raw material of the bread used in the army. While this shows the wheat crop to be short, it also betokens a falling off in the consumption of wheat flour. High prices or prospective high prices have often the effect of bringing forward a substitute that will affect the market.

Easy prices may be temporary, and the weight of opinion is on that side of the question. The United States crop, like our own, has been very large. First, that fact, next the tempting prospects which a big upward movement in prices about the first of September conjured up, and lastly the repeated rumors of European scarcity led to a sudden exportation movement from the United States, at a time when all the vigor there is in the European crops was being exerted. The pressure of hard times was forcing the farmers of England, France, Germany, Russia and the other wheat growing countries over the sea to market their grain. At this unseasonable moment the United States fairly inundated the storehouses of Europe with supplies, sending forward more than twice the quantity of wheat it had shipped by this time last year. This could not fail to have a depressing effect upon prices even in a year of greater scarcity. Buyers have got a lot of wheat at easier prices as a consequence of this precipitate movement.

It is to be hoped that the waiting game being played by the majority of our farmers will be the best one. They may not be waiting so much on account of reasonable expectations as on account of habit. It is their usual custom to be backward in selling, and they as often lose as gain by it. At present their course seems to have the sanction of common sense. Of course, there is still an immense amount of wheat yet to ship from the United States, and that will affect the future market as the portion already exported has affected the current market. But the crop grown in European countries will not be so much in the way, and the home supply being reduced, the home demand will be calculable in advances if the supply be not generously forced from this side as it has been for some time. The market may be turned to the advantage of the sellers on this continent if they hold judiciously, in the same way as it was turned to the advantage of buyers in Europe because growers did not hold judiciously.

Though prices are almost certain to be good, even in the dim light of the present situation, there is no doubt that if they were

not, there ought to be a lot of money moving this fall and winter, as the farmer has more bushels to sell than ever he had, and even with low prices he is not likely to get less per bushel than he sold for last year. Better times are at hand. If the farmer ever were well deserving of trust he ought to be now. Country traders ought to realize this, if they can afford to let him get a little more on account, for there are ten chances to one that if he waits to buy until after he gets his fall money, he will go to some town or city dealer with the money and leave his old friend the country merchant just so much the less money. The sales of wheat so far have mostly been made under pressure to realize. A comparison between the condition of the farmer in this country, and that of the farmer in the United States is suggested by the comparison of the quantities of wheat that has moved from first hands already. It would seem to favor the conclusion that the United States agricultural population is in more straitened circumstances than the Canadian, otherwise they would have held on longer to their wheat. Mortgages are numerous enough here, and interest as well as rent is heavy enough, but it seems these have not forced the farmer to sell to any large extent while prices are low.

AN EFFECT OF THE BREAK IN STOVES.

A prominent firm of stove-makers reports the amount of office work to be very greatly increased since the break in the combination. This is a consequence of the break and is the experience of all manufacturers. The last as well as the first word about quotations used to be said in price lists, but since the break concessions have been the order of the day; hence the mails have been kept busy bringing in inquiries all with a bearish purpose. Individuals have now to be dealt with, whereas in the past the whole trade could be reached and all questions answered with a catalogue. This shows one of the advantages of combination, whatever may be said as to its faults. It expedites business and saves postage, as well as makes a lighter office staff do as much business as a heavier one when competition is unchecked.

COLLECTION LAWS AND CREDIT.

Our collection laws are imperfect. Where they are most needed they are of least service. In this province the class of debtors most refractory from the collector's standpoint have really been made so by the law. Of course this class of debtors, in the very nature of their character and their circumstances, would be hard to recover a debt from, but law, in undertaking to make them responsible has really made them more dangerous to the trader. If there were no garnishee law for the trader to have recourse to, all the chances would be against this

class of customers obtaining credit. They would be thrown on their own merits, which means that they would not be accepted as credit customers. The easy problem of keeping their earnings out of the way of garnishee they are almost forced to solve by their necessities. Very few of them can afford to lie out of their wages long enough for the balance in the hands of employers to amount to the minimum garnishable by a creditor. And where they could afford to do so, they are usually wily enough in knowledge of the law and dishonest enough to get the money out of harm's way. Thus the trader is tempted by the seeming security of the law to trust people whom he would not otherwise trust. The law fails to make them eligible debtors in the majority of cases, and the trader loses what is owing to him. An order from the court is as often impotent as not with this class of people, whose movements cannot be watched and checked by the only man concerned in keeping them in sight.

There ought to be some means of making dead beats responsible to their creditors. The law needs amending in this respect. When imprisonment was a penalty for indebtedness, there was a good deal of hardship in the carrying out of the law, that made it most desirable for this mode of punishing debtors to be abolished. From the standpoint of sympathy with the unfortunate but worthy debtor, it is well off our statute books, where and from that point of view it must be looked upon as a disgrace to the times to which it was continued. But unless the laws to which a man may have recourse for the recovery of money from worthless debtors can be made more effective for that purpose, it would be better that all of them should follow that for the imprisonment of debtors and be blotted out from among our enactments. If they were, there would be a remarkable curtailment of credit, and business would be on a much sounder basis. Credit would have a basis only in property, and would be the stronger for the removal from under it of the collecting laws that have been devised for getting money of people who have no stake of any sort in the community.

WHAT IS TIN PLATE ?

The tariff discussion in Ohio has brought out some remarkable statements as to what is tin plate and what is terne plate.

Governor Campbell had an analysis made by a chemist in Columbus of certain tin plate produced in Ohio. The chemist reported that it was composed of a certain percentage of tin, a certain percentage of lead and a large percentage of iron. Instantly there was a cry all over the state. This is not tin plate because it contains iron instead of steel, and tin plate is steel sheets coated. When it was brought to the attention of these sapient tinplate experts that an analysis of steel, even, would show a very large per cent of iron, our

Columbus chemist was again appealed to, and replied that he could not state whether the sheets used in the manufacture of the tin plates sent him were steel or iron, as he could not determine the amount of carbon, which would have shown whether it was steel or iron, which rather indicated that our Columbus friend was a back number, as no chemist in the United States, to-day, would pretend to tell whether a piece of metal handed him was steel or iron by ascertaining the amount of carbon in it, as every one actually acquainted with steel knows that there are a great many steels which contain less carbon than a great many wrought irons, and vice versa, there are wrought irons that contain more carbon than certain steels.

But what are tin and terne plates and what is steel? As the question grows out of the provisions of the tariff, it would seem to be the most natural thing to turn to the tariff law to see if the tariff itself does not decide this. It does do it very effectually. Paragraph 145 of the McKinley tariff act states in unmistakable terms what tin and terne plate are. It reads :

Sheets or plates of iron or steel, or taggers' iron or steel, coated with tin or lead, or with a mixture of which these metals or either of them is a component part, by the dipping or any other process, and commercially known as tin plates, terne plates and taggers' tin, one cent per pound until July first eighteen and ninety-one.

It thus appears that even an iron sheet coated with tin or lead, or with a mixture of which these metals or either of them is a component part, is a tin plate or a terne plate. The presence of lead determines whether it is tin or terne ; in fact, the claim that tin plate is steel plate coated with tin is absurd. The best tin plates made in the world to-day, tin plates commanding the highest price, are made from iron, and for many years they were made from nothing but iron. Tin plates, then, are sheets or plates of iron or steel coated with tin, and terne plates are sheets or plates of iron or steel coated with a mixture of tin and lead.

But what is steel? This is a question that has been asked a great many times and in a great many ways. The American Institute of Mining Engineers discussed it, the question sometimes taking the form, "What is steel!" and at other times, "Steel is what?" The matter has been brought before the United States courts for discussion in connection with the tariff law, but when the law of 1883 was passed it contained a definition as to what steel was in the view of the tariff law. This provision is repeated in the McKinley act, and reads :

All metal produced from iron or its ores, which is cast and malleable, of whatever description or form, without regard to the percentage of carbon contained therein, whether produced by concentration or converted cast, or made from iron or its ores, by the crucible, Bessemer, Clapp-Griffiths, pneumatic, Thomas-Gilchrist, basic, Siemens-Martin, or open-hearth process, or by the equivalent of

either, or by a combination of two or more of the processes, or their equivalents, or by any fusion or other process which produces from iron or its ores a metal either granular or fibrous in structure, which is cast and malleable, excepting what is known as malleable iron castings, shall be classed and denominated as steel.

It thus appears that in the view of the McKinley act it makes no difference what the percentage of carbon contained in a metal may be, that does not determine whether it is steel or iron, but, broadly speaking, steel is a metal made from iron or its ores by a fusion process, and which is cast and malleable. This excludes pig iron, which is cast but not malleable, and excludes wrought iron which is malleable but not cast, so that our Columbus chemist, even if he could have analyzed the amount of carbon in the plate sent him, could not, in view of the McKinley tariff act, which was the thing under discussion, have determined whether the metal was steel or iron.—American Manufacturer.

ROADS, GOOD HOUSES AND WHEELS.

Hardwaremen are interested in good roads. The better the road, the better the grade of houses on them. You don't often reach that piece of architectural beauty over a poor or impassable road, and if a road is put in excellent shape and kept so, somehow the hovel disappears. Good roads and good houses go hand-in-hand.

An aspirant to the Legislature in Pennsylvania advocated good roads to the farmers in his neighborhood, and they defeated his nomination. He now consoles himself with the reflection that he made a narrow escape when some one else was selected to represent so penny-wise a community.

Talking of roads naturally brings up the bicycle question. Bicycle men predict that next year will be a great one in their line. Pneumatic and cushion tires will be all the go. A new pneumatic, it is whispered, will be brought out by the Pope people on different lines from anything now before the public. There are many English machines being put upon the market, but somehow the British manufacturer does not "catch on" upon this side of the ocean. The placing of sewing machines, typewriters, bicycles, and a few other articles on the American market has been done in a peculiar manner, which is not readily understood. It seems to have been the only way. The underlying principle is to find men with some means, a great deal of energy, and high courage. There seems to be in such an organization—manufacturer, salesmen, agents, etc.—a pervading spirit which fairly makes things hum. Everyone talks good roads, clubs are organized, gossip is circulated, the last safely criticised, and so on. Young men are responsive to everything having in it an element of sport, and like to get into a swim in which there is so much interest.—N. Y. Hardware.

NEW GOODS.

NEW SYSTEM OF GALVANIZING CORRUGATED SHEETS.

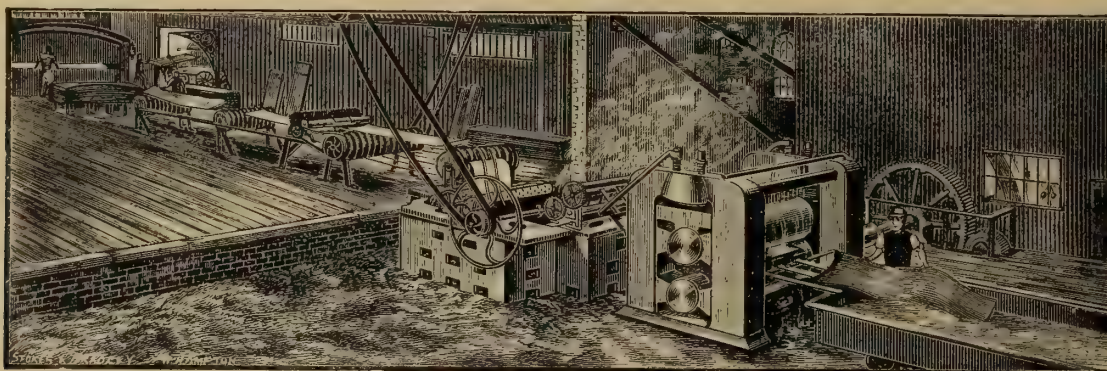
(From Our London Correspondent.)

A few weeks ago mention was made in these pages to a new system of galvanizing sheet iron, perfected by Messrs. Davies Brothers & Co. (Ltd.), of Crown Works, Wolverhampton, England. I am now able, through the courtesy of the firm, to send you an illustration of this process, together with a few explanatory remarks. This patent deserves attention because it effects three things: 1. Less cost of production; 2. Increases the quality of the material; and, 3. Facilitates production. Briefly explained the new process is as follows: The block sheets when they leave the rolling mills are very hard and are placed, for the purpose of softening them, in annealing boxes, each of

a bright and well-spangled sheet of the highest standard quality. Only one boy is wanted to feed the machine, the sheets following each other at intervals of three inches. There are no rolls and wheels revolving in the molten metal, and two of these automatic machines will produce the same quantity of sheets as three ordinary old-fashioned roller baths. Practically speaking, the new process has every advantage which mechanical skill can bestow. It is only another instance of the superiority of machinery over hand labor in many branches of industry.

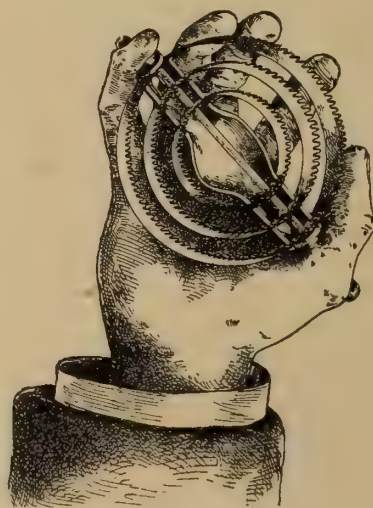
THE MAGIC OSCILLATING CURRY COMB.

This is a new departure in the way of a curry comb, being arranged to be held by thumb and little finger (which is the natural way any curry comb is held.) The handle is rendered unnecessary by the comb being



which contains upwards of 15 tons. Two of these boxes when filled are placed in a furnace specially constructed, and subjected to a great heat for 24 hours. The boxes are then withdrawn and left to cool. The softened sheets are taken from the boxes and are ready for "pickling." This latter process consists of the material being placed in large stone vats which contain a strong solution of acid. The sheets are then passed into large iron tanks having a stream of clear water constantly running through them. After being well washed the sheets are ready for galvanizing and are passed into and through very powerful "chilled" rolls, kept wet by a stream of water. This rolling is an important point of the new patent, as it not only crushes but washes away any impurity and recreates the beautifully smooth surface which the "pickling" had destroyed. By an automatic process the sheets are conveyed immediately into, through and out of the bath containing the molten spelter without being handled at all. It will be seen and understood by experts that a great advantage of the system is that every sheet is passed through and withdrawn from the molten metal at exactly the same rate of speed. This speed is regulated so that the thickness of the coating of spelter on each sheet is quite uniform throughout. This system produces

a self cleaner and not requiring the "knocking" of common combs.) The blades are circular and made of tempered spring steel, thereby insuring strength and avoiding the breakage and bending of teeth so common in



the ordinary comb. It also makes it pliable in addition to the oscillating motion of the blades.

The circular blades are pivoted to the back by means of a rivet, on which they are strung; and notches in the back hold the blades or circles in place, yet permit them to

rock or oscillate upon the rivet, thus passing over the uneven places without pain or injury to the horse.

The blades are spring steel, japanned brown, and the malleable casting forming the back is japanned black, making a nice combination and attractive finish. They are made by The Chieftain Company, Canton, Ohio.

JOINTS FOR CAST-IRON PIPES.

The ordinary method in this country for putting cast-iron water or waste pipes together is by a lead-calked joint. This answers very well when the pipes lie quiet by in the ground. But pipes do not lie quietly in all cases. And in houses where hot and cold water is alternately passing through the pipes, expansion and contraction come into play, and the result to the joints is anything but satisfactory. If a steam drip enters one of these pipes, the lead

ring forming the packing of the joint will work out upon the pipe within a few months.

Pipes under ground are liable to disturbance from a variety of causes. Leakage usually results from any movement of the pipe. With water pipes these leakages are annoying and costly. If a cast-iron pipe happens to be carrying gas instead of water, the leakage becomes at once costly and dangerous.

The lead-calked joint is costly, and at the same time difficult to make well in confined locations. In plumbing work it is no uncommon thing to find a joint leaking under a test, and so situated as to make proper calking almost impossible. Unless the pipes are very heavy and the castings perfect, there is danger that the hubs will be split in making the joint. It is a well-known fact that a joint calked with a heavy hammer, no matter how lightly used, is very liable to split the hub.

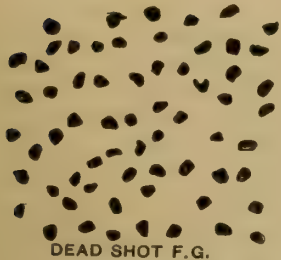
What is wanted is some method by which iron pipes may be securely joined so as to resist both air and water pressure, and at the same time resist all action of steam or hot water. It should be easily made and, if possible, as cheap as lead, taking into consideration the time and labor required for making the lead joint. It ought to be capable of being applied in confined situations. In this respect it must be superior to lead.

The man who will accomplish this task will produce one of the most valuable and money-making inventions of this century of great inventions.—W. E. Partridge in Mechanical News.

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

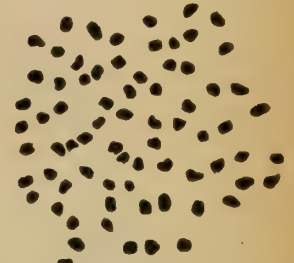


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.G.

TRY IT.

HOW TO CONDUCT AN IRONMONGERY BUSINESS.

Nearly everything that is done in a shop is intended to lead up to one grand result—viz., the sale of goods. The buying, the stockkeeping, the window-dressing, and all other work simply are means to this end. And the importance of this is fully recognised by every shopkeeper. He is anxious to be a good salesman himself, and he is careful to have none about him as assistants unless they, too, are good salesmen. Now, I have met many men who aspired to be salesmen, and "they cared so much for this accomplishment that they cared for nothing else. They seemed to think that if a man could talk glibly to a customer and effect a sale by virtue of this fluency, that stockkeeping, execution of orders, bookkeeping, management, and the ordinary work of the shop were no consequence—that all these things were quite subordinate, and might be left to take care of themselves, provided the more showy work of the salesman were properly attended to. There never was a greater mistake. Such a view overlooks entirely the fact that good buying is good salesmanship, that good stockkeeping is good salesmanship, that good counter-clearing even is good salesmanship, because all these qualities are material helps to the salesman when he is actually engaged with a customer. It is altogether too limited a view to imagine that a man is selling goods only when his customer is with him in the shop. True, this is the time when the most important finishing touch is put on; but during the whole of the time he is working in the shop he is practically selling goods—that is, he is doing certain necessary preparatory work, which, if neglected, will cause him much difficulty when a customer comes. Therefore, in this paper on salesmanship I shall take the larger view, and the scope of my inquiry, being thus widened, will perhaps cause me to say

comparatively little with regard to the treatment of a customer at the time of his making a purchase. And, indeed, it must be so in any case, because a score of volumes would not suffice to deal with such a large, varied, and intricate subject. I shall, therefore, confine my remarks respecting the salesman's treatment of his customer to a few cautions, which my own early failures and the failures of others make me think are desirable.

Nothing that I shall say will be of any use to a "Cheap Jack," or to a shopkeeper who does business on similar lines—I mean, those who rarely see a customer a second time. I know nothing of such a kind of business, and do not want to. But I take it that most ironmongers are not of this class; that they have, or wish to have, regular customers who make it a practice to deal chiefly at one shop for their requirements. I conceive these to be the best kind of customers a tradesman can have. If I am right, it follows that it will be useful to consider in what way such customers may first be made and afterwards retained. Whatever may be the cause of a customer entering one's shop for the first time—it may be due to accident, advertisement, or a variety of causes—it is certain that he will not continue to deal there unless he has acquired confidence in the tradesman and his assistants. If the first transaction has in any way made him feel doubtful in this respect, he will be sure to try elsewhere for his next purchase. None of us have anything to do with persons in whom we feel no confidence—that is, if it is possible to avoid them at all. Now, this confidence rests on a dual basis. Before we can feel confidence in a person (I am speaking now in a business sense only) we have to feel assured of his integrity and his ability. We can have no confidence in a man whose honesty of purpose we do not trust even if we think him to have a thorough know-

ledge of his business. Neither can we have much confidence in one who, while perfectly straightforward, is not master of his business. In the one case we distrust the integrity, in the other the ability. Confidence, therefore, in any person rests upon a belief that he possesses these two qualities. Now, a customer whose acquaintance with a salesman is of very brief existence, has not much ground to enable him to decide whether the latter is an able and straightforward person or not. Therefore he will narrowly watch every little indication which he thinks likely to afford him evidence on these points. Here it is that so many salesmen fail. Generally, they are able and straightforward in their conduct, but a little carelessness with regard to trifling details sometimes leads a customer to receive a false impression. Hence it is that a sale is lost when no apparent reason can be assigned, and when it is felt that the excuse tendered by the customer is altogether insufficient. I will therefore, endeavour to make a few suggestions with regard to the methods to be employed in handling a customer. I am able to class my remarks under the two heads alluded to above, and will take first "ability," because it seems to me that the public are first drawn to a salesman when they feel that he is able to serve them well. Making customers depends upon that quality; retaining them depends upon the other—viz., integrity.

Before a salesman can attempt to sell an article it is imperative that he should understand it. When this is not the case he has rather a bad time of it with his customer. The latter probably asks some question which the salesman cannot answer: the salesman makes the best reply he can, either by guessing at what he thinks is likely to serve his purpose or by evading the point altogether. And the customer will invariably see through this attempt, and will form his own conclusions as to the salesman's

ability. I would counsel every salesman to make a systematic study of the goods in his department, so that he may be armed with information at every point, and so present an invulnerable armour of knowledge to the questions customers are likely to ask. Whatever goods there may be in stock which are imperfectly understood by him he should make it his business to enquire respecting them. Generally speaking, there is someone in a shop who can furnish the desired information, and, if properly asked, will do so. I know there are a few who will not—who feel with regard to their knowledge as they might with their property; that it is theirs absolutely, and that they will not part with it. I am persuaded, however, that these men are the exception. If a senior assistant or manager will not instruct a junior it is nearly certain that his employer will, because it is his interest as well as his pleasure to do so. No employer can be well served unless his assistants are well up to their duties, and junior assistants may take comfort from this fact, and ask for instruction and information. But in doing so care must be taken to ask at a suitable time and in proper manner. If these conditions are observed it is nearly certain that the information will be willingly afforded.

Another useful means of gaining knowledge respecting goods is by a systematic and careful perusal of the catalogues issued by manufacturers. A book should be taken and read from cover to cover, and notes made of anything that is not clearly understood. If there is no one in the shop who can enlighten the inquirer on the points he is doubtful about, he should wait until a traveller comes from that particular house, and then ascertain from him. Reading should be done after business hours at home. It is not to be expected that an employer will give time for the purpose, because generally every day brings its own work, which must be attended to, and therefore there is no opportunity; moreover, if he did, there are those who would only use this as an opportunity for skulking some other less agreeable work. To stand and idly turn over the pages of a catalogue would suit some I have known all through the day and every day of the week. Therefore, as this privilege may be abused, the industrious must labor under the same disability as the slothful, and should use private time for this purpose; and, properly speaking, it should be so, because it is chiefly for the salesman's own benefit that this course is recommended. Some time ago I advised a lad to take this course, and he received the proposal gratefully until I said he could take the books home in the evening. He said he should not do that. He quite seemed to think that he was learning his trade for his employers's benefit, not for his own; yet he was a tolerably intelligent lad. If that idea becomes rooted in his mind he will probably become one of those assistants who, not

being worth more than 30s. a week, cannot get more, and who, in consequence, feel themselves very poorly paid and badly served generally.

The foundation of good salesmanship is a thorough and accurate knowledge of one's trade. It is as useless to expect to become a good salesman without first carefully studying the business as it would be for a builder to think of building a house without first laying a sufficiently good foundation to carry it. The public will judge a salesman's knowledge of his trade by such indications of it as he may afford them. "Straws show which way the wind blows," and little actions show character. I remember a plumber once saying to me, "That was a first-class bricklayer who set that range." "Was he?" I answered. "What makes you think so?" "Oh I could tell," said he, "by the way he went about his work. I don't know anything about range-setting myself, it is true; but I saw that, when he put a brick in its place, that where he put it was its place, and that it was intended to stop there: there was none of that hesitation with him that you see with some men, dreading to fix the work properly for fear it would have to be altered again." So the public judge a salesman; therefore attention is necessary to minute and apparently trivial details.

The salesman should be careful in his dress and personal appearance. What lady is likely to be favorably impressed by a man whose beard is of two or three days' growth, whose finger-nails are very dirty, and whose linen is badly soiled? I have frequently seen the shop assistants wearing a coat literally "piebald" with greese spots, torn in several places, and short of buttons. Who would regard the opinion of a man thus attired with respect to the excellence of the design of a grate or a chandelier? I know it will be said, "Oh, yes; but see what a dirty trade ours is!" I know it is; but there is a great difference between "clean dirt"—i.e., such as may easily be gathered during the day—and the slovenliness I have been describing. The other extreme is equally prejudicial to a salesman's influence—I mean foppishness. Of the two I think this fault is the worst. The former may be, to some extent, more of a misfortune than a fault; the latter shows weakness of mind. Polonius, when advising Hamlet to be careful in his dress, assigns the reason for it—"For the apparel oft proclaims the man." This truth should be recognized and acted upon. It is a sound rule that for a man to be dressed in perfectly good taste his attire should be suitable for the occasion on which it is worn. Hence a gentleman dresses himself in a different costume for a shooting-party than he does for a ball. It follows that a salesman should dress himself for the shop in the style which is customary among business men. It is only when he does this that he is dressed in good taste. Any offence against this rule is certain to be observed, and to tell against the salesman's influence over his customer.—A Manager in The Ironmonger.

WELL WORDED APPROVAL.

OTTERVILLE, Oct. 20, 1891.

THE J. B. McLEAN, PUBLISHING CO.

DEAR SIRS,—Please find enclosed payment in full for CANADIAN GROCER and for HARDWARE for one year from Feb. 1st 1891 to Feb. 1st, 1892. I am well pleased with both papers, and I consider them the best published in your city. I find your market quotations very reliable, your weekly review of the same is very instructive, and the pointers you give on trade, store management, human nature, etc., are indeed useful for merchants that are young in the business, and the old traders can glean some knowledge as well. Hoping there is a bright future in store for you.

Yours truly,

CHAS. BURKHOLDER.

P.S.—What will you furnish THE GROCER, HARDWARE, and DRY GOODS REVIEW at for one year? Please send me a specimen copy of THE DRY GOODS REVIEW, and oblige.

AMERICA AND BRITISH IRON ORE.

That it is an ill wind which blows nobody any good is fully shown in the present experience of raisers of hematite ore in the North-west of England. Recently several cargoes of hematite iron ore have been sold to American smelters, and, while a large tonnage has already been delivered, several large parcels have yet to be sent across the Atlantic. Inquiries into the causes which lead to the erratic trading of American smelters with raisers of iron ore in this country reveal the fact that it occasionally happens prices of ore and freights combined make hematite ore a marketable article in America. At present the freights for grain shipments from America to this country are very high, owing to the necessity of getting a greater supply of grain from that country than usual. Shipping in consequence is attracted to this trade, and there are plenty of cargoes to be obtained at good freights, but the return voyage does not offer any special temptations from shippers on this side, inasmuch as most of the manufactured goods we produced are handicapped in America by the prohibitive tariffs, but iron ore is charged a duty of 75c. per ton only; and, as shippers are glad to carry metal across the Atlantic at cheap prices, a demand has set in, and the smelters of iron in the States whose works are on the seaboard are in a position to use British hematite with advantage in competition with American ores, which have to be carried such a long distance from the inland. On several occasions a large demand for British hematite has been experienced from the United States, and the means are now shown how this is brought about. From a British mine-owner's point of view, therefore, dear grain cannot always be considered an unmixed evil. It is to be hoped that the American demand for hematite will be such as to put new life into the native iron ore trade at a time when depression is showing itself on almost every side.—The Ironmonger.

—USE THE—
STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences: Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA.
NEW YORK.

CHICAGO.
LONDON.
KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

MANDER BROS.,
Varnishes

Are acknowledged by the leading Painters
and Coach Builders to be the best. If you
deal in paints and varnishes you should not
be without them, and the renowned

CARMINETTE.

WALTER H. COTTINGHAM & CO,

Sole Agents for Canada,
56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.



Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

**We manufacture High
Grade Knives only.**

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.



Send for Catalogue and Price
List to

THE JOHN MORROW MACHINE SCREW CO.

INCERSOLL, ONT.

Mfrs. of Set, Cap and Special
revs. Studs, Finished Nuts, &c.



BROWN & CO.,

Manufacturers of

Square and Hexagon
HOT PRESSED NUTS.

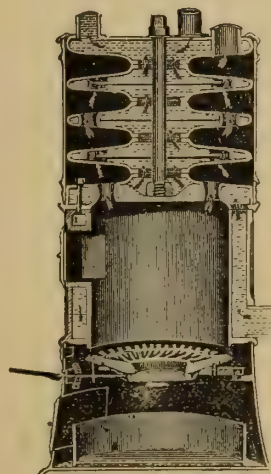
PARIS, ONT.

ROBERTSON'S STANDARD CROSS CUT SAWS.
"THE INVINCIBLE."



All our saws are made from Extra Refined Silver Steel, and are warranted to give per-
fect satisfaction. Owing to the large demand for our "Invincible," we would ask the trade
to order early, so as to enable us to give prompt shipments.

MANUFACTURED BY
JAMES ROBERTSON & CO.,
TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



COW TIES.



OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout.
There is no other chain on the market that will compare with these chains for strength, lightness
and handsome appearance. We confidently believe that our ties of a given number are fully equal in
strength to a size larger of any other make on the market.

If you have not yet tried THESE COW TIES SEND FOR SAMPLE half-doz. and discounts.
Manufactured by THE B. GREENING WIRE CO., Ltd., Hamilton, Ont.



There is a great deal of demoralization in the New York lock trade but prices here are unaffected.

Puritan ware is in very strong request, repeat orders being a common feature of the trade done.

Mr. Ed. Guilbault, hardware merchant and Miss Georgine Mager were married at St. Boniface Man., on the 21st. inst.

More than one and one-half million pounds of steel and iron will enter into the construction of the mines and mining building of the World's Fair.

The first of the Government cruisers, for which the Polsons have the contract, it is expected will be ready to launch from Owen Sound in a few days.

A gentleman has been visiting Peterborough in the interest of a wealthy American syndicate who wish to establish a large edge tool factory in Canada.

It was stated that James Stewart & Co., were leaving Hamilton because of the tyranny of the local Iron Moulders' Union. This has been emphatically denied by that body.

On Tuesday and Wednesday meetings of the white lead grinders of Canada were held at Montreal and Toronto, the objects being for the furtherance of the interests of the industry.

Mr. Harry H. Bradfield, of the firm Bradfield Bros. & Co., Morrisburgh, Ont., was married on the 21st. inst. to Miss Gertrude Moyers, daughter of Mr. Chas. Moyers, solicitor, of that town.

The Magee Manufacturing Company, of London, whose building was recently burned, will get a \$1,000 bonus from the Council to assist in rebuilding, providing the city solicitor decides such a grant is legal.

Thos. Davidson & Co. are making a specialty of the Never Break hollowware manufactured by the Bronson Co., Cleveland, O. The demand is reported to be very strong. This ware is made by hydraulic and steam pressure.

A \$10,000 model of a stamp mill for reducing copper, now the property of the State Museum of Michigan, will be shown at the World's Fair. This model was made and presented by the Calumet and Hecla Copper Company.

The G. H. Grims Manufacturing Co. of Rutland, Vt., will locate at Sherbrooke, Que. This firm are manufacturers of all kinds of tinware, sap evaporators, etc. The company have a capital of \$50,000 and expect to employ a number of men.

The Yarker patent wheel factory Kingston is doing a large business this year, and employing a large number of hands. A good

deal of their best hickory for spokes is being imported from Kentucky. The Canadian supply is about exhausted.

The Phoenix foundry at Picton is so full of orders that the hands have to work nights to keep up with the demand. Picton is growing and busy.

A rich deposit of fire clay was discovered the other day near Toronto, across the Don. Fire clay has not so far been discovered in Canada, nor to any extent in America. An analysis shows the clay to be equal to the best Stourbridge clay.

Mr. A.H. Symonds, manufacturers' agent, representing here James Hutton & Co., Montreal, who control the sale of Rodgers' cutlery in this country, leaves to-morrow for Montreal, to return a Benedict. HARDWARE wishes him much joy.

The steamship Palatine, which arrived in port at Montreal last Saturday, with a cargo of steel rails and iron scrap, had a very rough voyage, terrible weather being encountered and the cargo breaking loose the vessel narrowly escaped shipwreck. The captain declares he will carry no more iron.

The railway from the new iron mine in Belmont township, to connect with the Central Ontario railway, is being pushed forward and it is expected that the grading will be done this fall. The gold mine in the same vicinity is being developed and 30 men are employed at it. Rich returns have been obtained from the samples tested.

It is stated that the German Government has recently placed an order in the hands of agents in the United States for a large quantity of pure aluminum, to be used in articles pertaining to the accouterments and field uses of the German army. This order calls for some 85 tons of the metal.

As a rule simple methods are the best. An exchange suggests that once a stove has been blackened, it can be kept bright especially when in the storeroom, for a long time, by simply rubbing it over, once a day, with paper. The gloss thus secured, or, rather, maintained, is said to be more preferable than constant re-blackening.

The cut in shot noted a week ago is receiving little attention from the wholesale trade, who look upon it as an attempt of an outsider to break the combine because he cannot get on the list. It is said that he buys on the same terms as a retailer, that is at 7½ per cent. discount, and gives 17 1-2 per cent. discount in order to force, if possible, a break in combine prices.

A number of gentlemen in New Brunswick and Nova Scotia have decided to form a company to build a charcoal iron blast furnace on Grant farm about twelve miles from New Glasgow. A very large deposit of high grade iron ore, with belts of limestone running through it has already been opened up, and large forests of splendid hardwood in the vicinity have been secured, from

which the charcoal will be made. Application is to be made at once to the government for letters patent. Earnest A. Sjustedt, a man of much experience in this business is to be the manager of the company.

One of the latest novelties in the electrical line is a bicycle bell, operated by electricity stored in a dry battery, so small as to readily fit into the bag. Another ingenious device is a coach horn, similarly worked. The advantage this machine possesses when used as a time bell in a factory, etc., is that its music cannot be transmitted by telephone, as all other sounds can.

The new steam heating system for railway cars is being adopted by the Canadian Pacific railway. The Boston trains are fitted in this way, and passengers as well as the railway men speak highly of them. In a very short time the company's entire system will be fitted in the same way. The Canadian Pacific is prompt to adopt everything that offers to promote the comfort of their passengers.

Two new manufacturing industries are about to be started in Windsor. The Windsor Cleat Company is a company recently formed to manufacture electric wire cleats. John Gray, of the Enterprise Works, is the manager, and the works will be at his shops on Sandwich street. The W. F. Palimeter Company, an American firm, have rented part of the Enterprise Engine Works on Sandwich street. They started to do all their Canadian work at Galt, but the railway facilities not being as good as at Windsor they have removed there. They manufacture saw swagles.

On Saturday morning the stipendiary magistrate of Charlottetown P. E. I., says the Examiner, issued a summons to a leading wholesale merchant, calling on him to show the cause why he has not made the return to the city clerk of the quantity of kerosene he has stored in the city, as imperatively required by the city by-law. The summons is for the purpose of compelling a return by everyone having kerosene on his premises: this the fire department must know to guard against being overtaken by the same fate as was witnessed in Halifax a couple of weeks ago.

Work on the oil storehouse which was being erected near the C.P.R. station in Peterborough, Ont., has been stopped. The complaints of residents in the vicinity caused the law to be ferreted out, and an order-in-council passed in 1889 has been found which makes it illegal to store oil within 100 yards of any other building. The company claim that there was another order-in-council passed rescinding the one mentioned. If the enactments of the order-in-council of 1889 are good and are enforced, it is said it will affect several places now used for the storage of more than two barrels of petroleum.



THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	Last week.	This week.
Tin—Spot—	£91 17s. 6d.	£90 5s. od.
Future—	92 12s. 6d.	91 00s. od.
Copper, B.E.S.—	55 00s. od.	52 10s. od.
Lead, S.E.	12 5s. od.	12 2s. od.
Spelter,	23 12s. 6d.	23 15s. od.
Antimony,	45 00s. od.	47 to 50.
Tin Plates—Cokes	13s. 3d.	13s. 3d.
Pig Iron—Scotch } Warrants. }	47s. od.	47s. od.
No. 3 Middlesboro',	40s. 1½d.	39s. od.

MONTREAL MARKETS.

MONTREAL, Oct. 30, 1891.

The iron market has not shown the slightest system of improvement since our last report, and consequently last week's remarks still apply as describing the position of affairs. A small business has transpired in pig iron on a steady basis, there has been some movement of plate material, while values as a general rule are firm for the reason that stocks are small. In general hardware the houses report some symptoms of picking up, but there is nothing special to mention in connection with it yet. Railway freights advance on the 2nd November, but the fact does not appear to have given any momentum to trade.

PIG IRON.

The week has developed nothing in this line and business is no better than it was. Buyers are not operating except for immediate wants, and the advance in freights on the 2nd of November has not brought out any increase in orders. The only sales of pig that we hear of were a 100-ton lot of Eglinton at \$20 and a 100-ton lot of Carnbroe at \$19, which may be taken as a fair quotation for these qualities. Summerlee and equal brands rule at \$21 to \$22.

BAR IRON.

There is nothing special to say about bar iron which rules nominally at \$1.85 from makers and \$2. in an ordinary way.

SHEET IRON.

Remarks about sheet iron made last week apply to-day, and stocks continue small. Prices rule firmer at \$2.60 up to No. 20. For higher numbers proportionate advances are made. No. 26 \$2.70; No. 28 \$2.80.

TIN PLATES.

Tin plates are quiet with little doing. Cokes rule at \$3.65 to \$3.75 according to grade and quantity and charcoal moves in a small way at \$4.25 some exceptional lots moving at \$4. but the latter cannot be taken in any sense as a criterion of value.

TERNE PLATES

Terne plate has little or no sale in a wholesale way and we quote \$7.75 to \$8.25 according to grade.

CANADA PLATES.

There is no change in Canada plate which furnishes a small business at \$27, prices being somewhat shaded on those of a week ago. We now quote \$2.65 to \$2.75 as a range.

COPPER, LEAD, ETC.

Copper is dull and nominal. Tin is unchanged with values firm, and the same can be said of galvanized and zinc sheets.

NAILS

There is nothing to say about the nail market, the nominal idea still being \$2 to 2.15, but makers are said to be moving goods for less.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

CHEMICALS.

There is a fair volume of business passing in heavy chemicals with prices generally steady. Sulphur is in small supply and correspondingly firm, and the same can be said of sal soda, which is now quoted at 95c to \$1, but it is doubtful if any quantity could be moved at the inside figure. Caustic is not changed, but the tendency on primary markets continues easier as already noted last week.

OILS.

There is only a quiet business doing in oils for actual requirements, so that the market is an interesting one. Linseed rules easy at the decline noted in our last—60 to 64c. for raw and boiled. Cod liver oil is dull; offerings mostly Newfoundland, which is not wanted.

GLASS.

There is no change in glass, which is quiet under a moderate jobbing demand. We quote \$1.35 to \$1.40 for first and second breaks.

LEADS.

Leads rule quiet and unchanged. We quote:—Choice, 6 to 6 1-2c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c.; red do., 4 1-2c.

NAVAL STORES.

Trade in naval stores is duller than a week ago, but there is still a fair movement in progress at unchanged prices. Turpentine is slow and lower. We quote as follows:—Turpentine, 56 to 57c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5½c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c.; and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT AND FIRE BRICK.

In consequence of the advance in freights, which goes into effect on Nov 2nd, Western buyers have been doing a little more in cement which has quickened up the market somewhat. This will bring down supplies to a more reasonable basis, and prices are firm at the following: London brands, \$2.40 to 2.50; Newcastle, \$2.35 to \$2.45; and Belgian, \$2.25 to \$2.35. Firebricks are moving off freely in good sized lots, and business in this line is quite brisk. Quotations rule from \$17.50 to 23.50 per 1,000, according to brand and quantity.

PETROLEUM.

The demand for both American and Canadian oil continue very brisk business being of larger volume of any thing than last year. Prices rule as formerly quoted. Canadian, 12c. at Petrolea, 13¾c. in car lots at Montreal, and 15c. for single casks. American, 20¾c. in car lots, 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots, and 22c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c. and Canadian 11½c. to 15c. Crude is quoted at \$1.35½ per brl. at Petrolea.

TORONTO MARKETS.

TORONTO, Oct. 30, 1891.

The feeling that a good trade must be latent in the material conditions existent this fall was never dispelled, though dullness was prolonged into the period when improvement was looked for on all hands. This week, however, hopes have been raised several degrees higher among the wholesale trade, as business took a sharp upward turn that gave general satisfaction. In hardware, increased demand for winter lines has been experienced in every quarter. Wrought iron fancy goods have sold freely; the holloware trade has widened; tinware is active; lanterns, which come into active request as winter approaches, are now

MARKETS—Continued.

selling well; cow ties, rope, chain and many similar lines are going out every day. Collections are reported to have improved. In iron and metals considerable improvement is also observable. Prices have been for the most part stationary.

IRON AND STEEL—Crude iron is more active. The foundries have got into active operation and a revival in the demand is quite widespread. Stock is not so easily obtainable, however, as when there was more indifference on the part of the demand. British freight contracts are for the most part exhausted, and stiffer prices have supervened. Summerlee is very scarce. Some 300 tons have been sold at an advance of 50 to 85c. per ton. On account of the higher price to which United States pig is raised by shipment to Montreal, British brands outsell it in that market. Hence shipments of Scotch and English pig intended for Toronto, frequently find a buyer on the Montreal market, where the demand for British is strong. Here the situation is the other way. United States pig, bought early in the season, comes in quite steadily and supplies the main part of the raw material now consumed quite actively in our foundries. From these a much brighter report is obtained. They are shipping stoves and other cast stock all over Canada, and are working up to their full capacity in the majority of cases. A small lot of Siemens iron has been sold this week. Prices are:

BRITISH—

No. 1 Calder \$23. No. 1 Middlesboro \$20.75
No. 3 Calder \$22. No. 3 Middlesboro \$20.25
No. 1 Sum'rlee \$23 to 23.50 Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21.50,
Gloss \$22-\$23
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

Some orders for British bar have been placed within the week, but too late for agents to guarantee summer freight. Canadian bar shows signs of a decline from the active demand that has been maintained for weeks, but the price is \$2.05 from stock for western, \$2.10 to \$2.15 for Nova Scotia, and \$2.50 for refined. A lot of horse shoe iron is on its way from England.

COPPER—Weakness in the copper market is still reported from English and United States centres, but here there is no change. There has been a large amount sold. Consumption has increased very greatly since

the work on the Parliament buildings was put in, which involved the use of 30 tons of sheet. There were two sales made this week of 18 tons. Ingots are quiet. They are 14½ to 15c., while sheets are 18 to 20c.

TIN—Manufacturers of tin goods are now buying a good deal of pig for solder. A large lot was sold on Monday on Montreal account. Prices are 23 to 24c. for 56 lb. ingots, 23 to 23½c. for Straits 100 lb. ingots, and 24 1-2 to 25c. for strips.

LEAD—Is quite active, but shows no tendency either upwards or downwards from 3¾ and 3¾c.

ZINC AND SPELTER—The call for sheets is now at its height. Eavetroughs, stove rests, etc., are being got ready for the winter and are accelerating the demand at 6 3-4 to 7c. Blocks are 5¼c. for domestic and 6c. for imported.

ANTIMONY—Has made no further change either in England or here. In Montreal a sale was made by Toronto importers at a price equal to that ruling here for Cookson's in large quantities—viz., 14½c. Smaller quantities are 15c. Other brands are 13 1-2 to 14c.

TIN PLATES—The situation has developed little from last week's phase. Deliveries are still unsatisfactory as the United States demand is reported to be kept up. Cokes are, on account of their scarcity, nearer than they ever were before to the value of charcoals. Prices continue to be: I C coke, \$4 to \$4.25; I C charcoal, \$4.50 to \$4.75; I X charcoal, \$5.50 to \$5.75; I X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES—Dulness has been a steady feature in this department since the addition of the duty. That has checked the demand and turned it to the benefit of other roofing material. The price is \$8 25 to 8.50.

CANADA PLATES—Are slow in coming forward, and the demand outruns the supply, a very marked revival in buying interest being one of the features of the week. Prices are \$2.90 to \$3.

GALVANIZED SHEET IRON—No change in price has taken place, but the signs favor an advance. A steady movement from importers' to traders' hands is kept up at firm prices, which quote at 5 to 5¼c. for case lots of 28 gauge and 4¾ to 5c. for 26 gauge.

BUILDERS' HARDWARE—Is but fairly active. The extent of the stock carried would warrant a larger business. Locks, though now badly cut in New York, are steady here.

CUT NAILS—Are listless at \$2.20 out of stock, and 5 per cent. off for cash.

HORSE SHOES—A fair demand is to be reported, with no change from \$3.40 to \$3.50.

HORSE NAILS—Are steady at 60 to 60c. and 10 per cent. from list.

CORDAGE—A revival in the demand is always due as winter approaches, when stock for ties, etc., is in request. That is the case now, and an advance of 1-2c. has taken place, bringing quotations to 12 1-2 to 12 3-4c. for the basis of Manila and 8 1-2 to 8 3-4c. for that of New Zealand and Sisal.

WIRE—A steady demand continues. Prices are unchanged.

PAINTS, OILS AND COLORS.

This trade is now entering upon the duller part of the year. Stirring activity will not be seasonable again till spring. Paints are dull and unchanged in price. White lead is in light demand and unchanged 5½c. Linseed oil is easier at 57c. for raw, and 60c. for boiled. Turpentine is dull and selling slowly at 55 to 56c. The meetings of the white lead grinders of the country on Tuesday and Wednesday is not reported to have resulted in any definite action.

PETROLEUM.

A tranquil business, with no tendency towards movement one way or the other in prices, is reported. The volume of the business now doing grows steadily with the advance of the season.

The Petrolia Advertiser reports: Petrolia crude \$1.34½ per bbl. Oil Springs crude \$1.35 per bbl. In consequence of several new wells having been struck in Sarnia and Moore Townships the price of Petrolia Crude has weakened this week half a cent a barrel, which was chiefly caused by the striking of a well in the township of Sarnia by Messrs. R. & J. Jackson of this town. This territory is very spotted, and the first well these gentlemen put down upon the Jackson farm turned out to be a dry hole, but they have struck a good deposit in their second well, as after striking the oil-bearing rock at a depth of 460 feet the fluid rose in the hole 250 feet and a considerable supply of oil and gas manifested itself, and the well started off pumping at the rate of 50 barrels a day. The drillers have removed the rig from it to another location and the proprietors are putting on a rig of their own to pump the oil with, which is at present shut down while the change is being made.

The production of Oil Springs is falling off in consequence of a cessation of drilling there, most of the drillers having removed their tools to Petrolia. On this account, the demand of Oil Springs oil is continued as

CHEAP STOVES.



We have the largest variety of Stoves in Canada, and have been building up their good reputation for 40 years.

We have 57 varieties of Coal and Wood Furnaces.

We have something new in nestable pipes—25 in crate.

We can supply repairs for the Crown Jewel Base Burner.

It will pay you to handle our goods.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

MARKETS—Continued.

before, and we have not, therefore, noticed any particular change in the price of that commodity.

We quote refined oil at 11 $\frac{3}{4}$ to 12 cents. Some of the refiners, we hear, are trying to sell their oil at even lower figures than these, but we haven't got on to any particular sales yet, as soon as we do, however, we will let our readers have the full benefit of it.

GLASS.

The demand is increasing but supplies though close at hand are not in the warehouses yet. The only hindrance to a good business is the want of stock, which is expected to be delivered the first of next week. Prices are unchanged at quotations.

OLD MATERIAL.

Some relaxation of the stringency so long ruling in this market is now felt and a demand for scrap iron is coming to the front. The foundries are becoming quite busy, and this makes a good deal of difference to buyers, as they have had a trying spell of holding. There are some changes, which appear in the following quotations:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to 11c.; heavy scrap copper 10 $\frac{1}{2}$ to 10 $\frac{3}{4}$ c.; old copper bottoms, 8 $\frac{1}{2}$ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8 $\frac{1}{2}$ to 9c.; scrap lead 2 $\frac{1}{2}$ c.; scrap zinc, 2 $\frac{1}{2}$ to 3c.; scrap rubber, 2 $\frac{1}{4}$ to 2 $\frac{1}{2}$ c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.

HIDES, ETC.

HIDES—Prices are still tottering but not yet down. The controversy between the $\frac{1}{4}$ c. and the $\frac{1}{2}$ c. views as to reduction has not ended, and prices continue to yield sellers the advantage of what may be clipped off, as the market is no stronger than ever. The price of green is 5c. for cows, with 5 $\frac{1}{2}$ c. doubtful for steers, or weights not under 60 lbs. Buffs, choice, in carloads, move at 5 $\frac{1}{2}$ c.

SKINS—Sheepskins are quiet and unchanged. The number bought since the price got to its present quotation does not show the increase expected in receipts. They are 75c. Calfskins are 5 to 7c.

WOOL—The dulness is apparently chronic. Stock has been held long for higher prices, but 18c. is still weak.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Oct. 29, 1891.

An Eastern manufacturer has secured an order for 20,000 tons of steel rails and a Western concern is understood to have booked one for 30,000 tons. Besides these a number of small orders have been placed, and the record of transactions for the month shows a decided turn for the better in this branch of the steel trade. The rails engaged are chiefly for next year's delivery, but afford winter work for the mills, and, should other business under treaty be closed, the various establishments are likely to be kept running single turn at least. It is a noteworthy fact that some few of the railroad companies have already ordered more rails than they laid this year, and that several of the pending trades are larger also. This is looked upon as encouraging to the belief that re-laying will be greater in 1892 than it was during the current year. In other words, that betterments which have been deferred will be taken in hand before long, not only as far as rails are concerned, but in increasing rolling stock. Hence a better feeling in the industries that depend largely upon railroad patronage. Regarding business in other heavy forms of steel nothing really new comes to the surface, and the general report as to the condition of the minor lines of manufacture is very similar to that which has been made for some time past.

In crude materials there is a very fair general trade. Some orders for Bessemer pig iron and other material employed in steel manufacture are being placed for delivery up to the close of the first quarter of next year, but orders for other varieties seldom cover wants further ahead than the close of the present year. Deliveries are of considerable volume at present, and serve to keep competition within bounds that prevents any serious disturbance in values. Standard North-

ern foundry pig iron is quoted at \$17.50 to \$18 for No. 1 and \$16 to \$16.50 for No. 2 and inferior brands at 50c. to \$1 less. Southern brands remain at \$12 to \$13 for No. 1 and \$11 to \$12 for No. 2 at furnace. Mill grades at \$14 to \$15 delivered, according to brand. Bessemer pig steady at \$15 to \$15.50 at furnace. Scotch pig quiet at \$22.75 for Coltness. \$22 for Summerlee and \$20 for Eglington and Carnbroe. Foreign spiegeleisen quoted at \$23 to \$24 for 10 to 12 per cent, and \$27.50 to \$28 for 20 per cent and 80 per cent ferromanganese at about \$63.50 to \$64.50 delivered here.

Old iron rails find limited sale and \$22 to \$22.50 for tees is still quoted. Steel are dull at \$16.50. No. 1 wrought remains at \$19 to \$19.50. Of steel crop ends there have been some sales at \$20.50 to \$21 tidewater delivery.

COPPER—There has been no decided change in the condition of the market for ingot copper. The offering is less urgent at the present time than it was a week ago, and outside parcels at sacrifice prices appear to be shelved, momentarily at least. With holders of Lake Superior ingot 11 $\frac{3}{4}$ c. is the popular quotation just now, but the chances are that bids of 11 $\frac{1}{2}$ c. would not go a begging. In the London market prices for merchant bars have ruled irregular, moving up to £47 10s. for prompt and £48 5s. for future delivery, subsequently reacting to £47 and £47 15s. respectively.

TIN—Pig tin speculation has been almost at a standstill, and the movement into the channels of distribution and consumption has improved very little, if at all. Despite these facts and slightly lower quotations from London, values have held remarkably steady. Spot prices at the close were 20.05c. net cash for 10-ton lots and 20.15 to 20.20c. regular for smaller quantities. Latest London quotations were £90 10s. for prompt and £91 5s. for future deliveries.

LEAD—In pig lead prices there has been a further decline, and the market remains in a dull and depressed condition. Some few parcels of 50 tons or thereabout were taken at \$4.20, but additional quantities appear to be difficult to move at that price.

SPELTER—Is taken hold of by consumers in a very different manner and the market still shows rather weak undertone, although \$4.95 seems to be the bottom price thus far on prime Western brands.

TIN PLATE—Is without striking change in any particular. The business passing is very similar in character and volume to what has been going on for several weeks and at practically the same rates.

DECORATED TIN GOODS.

We are now working on several new lines of above. See samples from time to time at our warehouse, 11 Front St. West.

New this week—Decorated Round Waiters.

Thos. Davidson & Co.

WHEN TO STOP ADVERTISING.

An English trade journal once requested a number of its largest advertisers to give their opinion concerning the best time to stop advertising, and the following replies were received: "When you have convinced everybody whose life will touch yours that you have better goods and lower prices than they can ever get anywhere else." "When you perceive it to be the rule that men who never advertise are outstripping their neighbors in the same line of business." "When men stop making fortunes right in your very sight solely through the discreet use of this mighty agent." "When you can forget the words of the shrewdest and most successful business men concerning the main cause of their prosperity." "When every man has become so thoroughly a creature in habit that he will certainly buy this year where he bought last year." "When younger and fresher houses in your line cease starting up and using the newspapers in telling the people how much better they can do for them than you can." "When you would rather have your own way and fail, then take advice and win." "When nobody else thinks 'it pays to advertise.'"

STRAIGHTENING TEMPERED STEEL

It is well known that files are not usually drawn after being hardened, and that the hardening frequently springs them out of line. But notwithstanding that the files are made as hard as they can be by heat and cold water, they are readily straightened after being hardened. This operation is performed at once, as soon as the files have been dipped. The files are taken from the bath of melted lead, and chilled while red hot in a tank of running water. This immersion for the instant hardens only the surfaces, while the interior is soft and pliant with heat. At this time the file may be straightened by bending over and under bars. By similar means crooks in steel arbors, reamers and other long tools may be removed, even after they have been hardened and tempered. A cast steel saw arbor had received an offset or crook in the journal at one end just inside the shoulder. The crook was at the worst end, that next the saw, and, although scarcely perceptible to the eye, when the arbor was turned on its centres, it was sufficient when the arbor was in the boxes to throw the periphery of a 2 ft. saw considerably out. The arbor at the bearing part was very gradually heated, not enough to change color, but a "black heat." A V-shaped block was placed in a vice bearing against the offset side of the journal, and the vice screwed up. At a third trial the arbor came out perfectly true. A contemporary says a tempered reamer was straightened in the same way, the point at which it was crooked being heated by an alcohol lamp. The heat was sufficient to allow the steel to give, but not sufficient to start the temper. Steel that has a blue temper only may be straightened by blows with a peened hammer on a smooth clean anvil, the face of which should be warmed enough to remove the chill.—Invention. London.

THE SUPPLY AND THE DEMAND IN WESTERN PIG.

Western manufacturers of pig iron are encountering a new development in the trade. For some considerable time there has been steady progress in the direction of improving the quality of foundry pig iron. Furnacemen became impressed with the belief that by making a uniform product of high grade they could secure a better price than for the ordinary run of foundry irons. Attention has thus been given to the careful selection of ores, so that an iron might be produced of a soft and yet strong character specially adapted to thin or difficult castings, taking the place of irons of high reputation produced in distant localities and heretofore commanding special prices. Chemists have been engaged to keep close watch of the product and to take instant measures to correct irregularities developed. But a change has also been made by the large consumers. They, too, have engaged chemists to assist in the operation of their foundries. It is the business of these latter experts to formulate foundry mixtures which will produce the kind of castings desired. Curiously enough, they instruct the purchasing department to buy the cheapest brands of pig iron in the market, relying upon their scientific knowledge to work them up satisfactorily. A small quantity of special pig iron may be needed, but the chances are that an equally cheap iron of a different character will be found by the expert to fill the bill. Thus does the progress of science vex the furnaceman and causes his brightest dreams to fade.—Iron Age.

Bishop & Co.'s hardware stock, Owen Sound, was sold at Suckling's auction rooms on Wednesday, to Whitham & Swanton of Hamilton, at 55 cents on the dollar.

A valuable discovery of red hematite iron ore is reported from Annapolis county, N.B. Large quantities of Annapolis valley gravensteins are being shipped to Boston via Yarmouth.

After boilers are properly arranged and set up, the next important point to be considered is the arrangement of the main steam pipes and their connections, for unless these are properly designed and put up, much trouble is apt to come. The points to be considered, but which are very often neglected, are to provide for the effects of expansion and also to make allowance for any settling of the boilers which may, and generally does, occur after they have been run a short time.

R. G. Hay, who has been carrying on a galvanized iron and tinware establishment at 228 Sparks street, Ottawa, for some time past, has quietly deserted his premises, leaving his stock behind. The conclusion arrived at by his landlord and creditors is that he has skipped the city. The only word he left behind was on a postal card

which was found jammed in the keyhole in the door of his shop. It was addressed to his landlord, Dr. Cousens, and read as follows: "Dear doctor, I hope you will find enough in the shop to pay the rent." Dr. Cousens was surprised at finding the card, and was made much more so on learning that Hay had written his creditors telling them that the doctor would make everything all right with them. The doctor appointed Mr. Mutchmor, of the firm of Mutchmor & Gordon, as his bailiff, and a seizure was made to-day on the stock for the rent.

A question that has aroused some interest in Manitoba is that looking to the development of the iron deposits west of Fort William and the establishment of smelters in the vicinity of that town. It is known that there is some movement in that direction, and that the C. P. R. authorities are co-operating in the enterprise. Negotiations are in progress with European capitalists for the opening up of the mines and utilization of the ore, Messrs. Fresez and Macquet, two Belgian experts, have been inspecting the district for the past two or three weeks, and arrived in the city yesterday, proceeding to the Pacific province a few hours after. In a general conversation it was inferred that the gentlemen were very well satisfied with their investigation, and that their report will be favorable. They stated that the surface showing of the ore was exceptionally good and the quality of the highest.—Winnipeg Tribune.

The ordinary globe valve, according to Stationary Engineer, offers 50 per cent, more obstruction in a steam or water pipe than does an elbow. The loss by friction of an elbow is equal to that lost by the friction of 140 feet of straight pipe of the same size. Another objectionable feature about a globe valve is that it does not give a straight opening, but, on the contrary, is similar to two elbows placed very close together. In return pipes, if a globe valve is placed with the stem pointing straight up or straight down, it will form a trap maintaining one-half of the depth of the pipe full of water; but this can be avoided to a great extent by placing the globe valve so that the stem projects at an angle of 45 degrees, either up or down from the vertical.

William Gibson, M.P., who has had the contract of the portals and retaining walls of the tunnel on both sides of the St. Clair river, has completed his contract, and the substantial manner in which the work was done proved satisfactory to Chief Engineer Hobson. On the Canada side the retaining walls are 2,071 feet long on each side of the track; on the United States side 1,800 feet long on each side of the track. These walls vary in thickness from three feet at the upper end to 16 feet at the portals on the north side of the approaches. In addition to the walls, groins or counterforts were built every 16 feet, also intermediate cross walls at the same distance to resist compression towards the portals. The road bed might be said to be almost a mass of stonework.

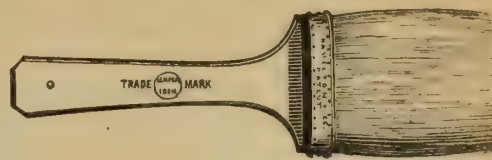
PAINTERS' BRUSHES.



TRADE

SEMPER
IDEM

MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto.
HAMILTON & CO., 96 Clerkenwell Road, London, England.

COPPER.

There has been a want of vitality in the market for copper during the past month, in the absence of any special feature to influence it in one direction or the other. Purchases for consumption have been on a very small scale, previous sales of Lake Superior and other American copper having supplied the immediate needs of consumers. During the last fortnight, however, arrivals from the United States have been greatly reduced, and should this diminution of shipments from that source continue, the demand for other kinds of copper will doubtless improve. Good merchantable copper advanced from £52 7s. 6d. for cash on the 1st ult. to £53 6s. 3d. on the 8th, fell to £52 15s. on the 11th, and rose again to £53 on the 14th. A decline followed to £52 5s. on the 17th, and an advance to £52 12s. 6d. on the 21st. After further fluctuations between £52 5s. and £52 10s., a rapid fall set in on the 28th, a good deal of bar copper being offered for sale from Chili, and £51 was accepted on Thursday, though at the close there are buyers at £51 2s. 6d. per ton. Sales of furnace material have been on a moderate scale, and smelters must hold but small stocks, as they have purchased but little for some time past. Of the 11,000 tons of Anaconda Argenterous matte sold in May last 5,790 tons are still undelivered to the purchasers. This mine has now been closed for six months (representing a reduced production of 15,000 tons of copper), and it seems probable that it will remain closed for some months longer. English best-selected ingots and tough cakes have sold at comparatively low rates. For India a good business has been done in sheets. In New York the larger lake companies are holding for 12½ cents per lb., though some of the smaller dealers have accepted down to 12¼ cents, the closing quotation being 12¼ cents. American manufacturers are buying only for their immediate requirements, and with reduced stocks any active increase in the demand would lead to higher prices. A revival in the electrical industry is soon expected, with the prosperity consequent on the large

imports of gold in payment of the enormous crops of grain and the purchase of railway stocks and shares on European account. It is estimated that the stock of copper will be reduced at the end of the year to about one-half what it was on the 1st of January. Exception has been taken by the agents of the companies to the remarks in our report of the 17th August with regard to the irregular quality of some of the Lake Superior copper. We are informed by large American consumers that the quality of this copper is both regular and reliable, and that the Tamarack and Osceola brands are equal to the best brands of Lake. We are, therefore, glad to record their experience in contradiction of our previous advice. Imports are 2,013 tons greater, and deliveries 15,744 tons less to date than during the same period last year. The arrivals in England from Chili during the month have been 1,165, and the deliveries 836 tons fine, and other countries 4,760 and 4,939 tons fine respectively. The arrivals here from the United States have been 304 tons bars, 275 tons ingots, and 1,437 tons matte (Montana), and 10 tons ore, equal to about 1,355 tons fine copper; and in France 1,691 tons fine. 2,078 tons of Chili bars have been transferred from France to England, and 700 tons more are in course of shipment. The Chili charters for the first half of the month are advised as 2,000 tons? for the second half they are not yet received. Quotations on Thursday: Chili bars and good merchantable copper £51 2s. 6d. for cash and £51 15s. for three months prompt, buyers; English best selected ingots £55 to £55 10s., and tough cake £54 to £54 10s. per ton; ore of good produce 9s. 9d. to 10s.; Montana matte 10s. per unit, sellers.—From James Lewis and Son's Monthly Reports.

One of the largest bicycle factories in America has written to Chief Smith, of the transportation department of the Chicago World's Fair that it will exhibit at the Fair "bicycles and tricycles of every style of the trade, showing the rise and progress of the art of making 'wheels,' from the first 'bone-shaker built in this country up to the highly finished 'safety' of the present day."

If you want any kind
of

- PRINTING -

go or send to the

MAIL JOB PRINTING CO.,
Toronto.

We do the best work
quick, and at low prices.

TELEPHONE 647.

W. A. SHEPARD,

Manager.



NOTES TAKEN ON THE ROAD.

Messrs. Graves Bros., Ottawa, are located in the heart of the city and do a large trade in stoves and general hardware building material, etc., etc. Their store will compare favorably with the best in Montreal or Toronto. They carry very heavy stock, and that of the best class.

J. Workman & Co., Ottawa, have two large stores located in central parts of the city, and are doing well. Mr. Workman thinks there is too much trading going on by the larger wholesale houses to small dealers, builders and contractors, to be healthy for the small jobber, unless they have a first-class retail trade to sustain them.

The town of Smith's Falls is steadily growing. Year after year shows steady improvements in the streets, and modern appliances for the health, comfort and pleasure of its citizens. Several fine large brick and stone buildings have gone up on the main street the past year. The block in which is located the grocery business of Mr. J. Murray has been raised an additional storey, making as fine a block as is in town.

WHY COAL TAR IS SCARCE.

Coal tar is such a useful article in various ways, that a shortage in the production is naturally good cause for anxiety. A year or so ago a number of big houses in the tar trade, controlling the production of coal tar in New York, Philadelphia, Boston, Chicago, Baltimore, Pittsburg and other large cities, formed a trust, with a view to elevate prices. They succeeded, and, for a time, kept them up at their own figures. The trust was broken by a New York firm taking advantage of the law which put tar upon the free list, and imported enough coal tar and pitch from England to break the combination's market to flinders. The English coal tar is said to be inferior in quality, but it served to help the consumer to escape the prices put upon him by the combination. In fact, it is claimed that as a result of the wholesale importations of the manufacturers into which tar entered largely, such as roofing paper, which is the most important, were for many months so low that profits were actually wiped out. For a time roofing paper sold for 55 off price list, a ruinous reduction. The combination has not been idle, however, and it is stated on good authority that another trust will be perfected and in operation by January 1, 1892, that will absolutely control the coal tar market. Prices are slowly recovering, but it is not wholly attributed to the fact that this combination is being formed. A feature of the trade to take into consideration is that there has been a steady falling off in the production of tar at the gas houses. The manufacture of gas in this country is nothing like as great as it was ten years ago. Electricity has cut down the field for gas more largely

than the general public thinks. The gas companies are not making one-half as much tar to-day as they were five years ago. This applies to all sections where electricity has been introduced, and gives an ever increasing demand from other quarters. The result is that coal tar is destined to become a more costly article than at present.—Stoves and Hardware Reporter.

IMPROVEMENTS IN CATALOGUES.

In looking over a number of catalogues which have been sent to us recently by manufacturers in various branches of the trade we have been struck with the great improvement which has taken place in respect of those productions. We cannot very well mention names or describe minutely the contents of the catalogues now particularly in question, lest we should be charged with partiality, otherwise we should be pleased to go into details as fully as the merits of the books undoubtedly deserve. We are compelled, therefore, to be more general in our references than we should like to be, and must content ourselves with observations which may be taken to have reference to the best of modern catalogues as compared with their forerunners. The contrast is really surprising, as well as pleasing. In the "good old times" of long ago almost anything was thought good enough for a catalogue. Paper, printing, and binding were all poor alike, whilst illustrations were either totally absent or so badly done as to convey most inadequate ideas of the articles supposed to be so represented. In addition to these shortcomings, the particulars given were generally so meagre and unsatisfactory as to be almost of no assistance to the retailer or other reader of the book. Briefly, the old-fashioned catalogue of the average manufacturer was a very sorry production. It was starved in every respect in deference to false ideas of economy, and as a necessary result its circulation was attended with no great gain of business. In the course of time, and thanks to the more progressive ideas which now obtain amongst manufacturers, all this has been altered, and we have arrived at a period when many catalogues are really works of art. To say that we have reached the stage of perfection would not be true, but it is safe to assert that such catalogues as those more particularly under notice are intelligently planned, handsomely executed, and certain to bring business to the firms whose property they are. Fifty years ago, or even less, such ornate catalogues could not have been produced, no matter how clever or enterprising a manufacturer might have been at that time. The printers could not have done the work properly, and it is pretty long odds against any competent artist being then forthcoming to get out the drawings. Nowadays such difficulties no longer exist, and a manufacturer is able to show almost, or quite, exact representations

of his goods if he is disposed to incur the expense of so doing. Competent artists are at his command, and by the resources of the color-printer it is possible to render a catalogue of even the most ordinary manufactured goods a veritable work of art. The gain thus secured is almost incalculable, seeing that whole classes of manufactures depend for their special or distinctive features upon color and decoration. Letterpress, however cleverly written, cannot describe them fully and efficiently, and printing from blocks in black ink does not do them justice. By means of colors the article can be exactly reproduced, and in some of the catalogues now before us this has been done with unqualified success. The difference to the manufacturer as regards results must be immense and far-reaching. A retailer, merchant, exporter, or importer is enabled to see what is virtually the article itself, and, if the printed particulars meet his views, he is saved an infinity of trouble, and is enabled to make up his mind for or against without delay. This of itself is a very marked advantage even to a buyer at home, and it goes without saying that it must be much more advantageous to foreign buyers. From an art point of view, therefore, we are bound to conclude that many catalogues of the present day are up to a very high standard. In some other respects we are not sure that they are equally meritorious. In some of them the letterpress is not so explicit as it should be, and in an even larger proportion there is an inadequate amount of attention paid to many of those details which are of the utmost importance, particularly to merchants, exporters, importers, and foreign or colonial retailers. The details to which we refer are those relating to dimensions, packing, weight, cost of carriage to various leading ports, terms of payment, c.i.f. rates to the principal ports of the world, or f.o.b. rates at British ports. Such details are not applicable in many instances, of course, but in many other cases they apply, and their presence or absence in a catalogue may mean all that is needful to enable a buyer to place, or refrain from placing, his order with the firm which has sent out the catalogue. Again, it seems to us that many firms who have been at a great deal of trouble and expense in producing a catalogue come to a dead halt directly the book is out, instead of incurring the further and very necessary expense of letting their particular world know what they have accomplished. Such a course is obviously a mistake. These are not the days when lights can be hidden under bushels. Publicity has come to be a very essential part of business, and to be too retiring on the subject of one's own achievements is to lose a high percentage of the advantage which might be gained by a more assertive method of procedure.—The Ironmonger.

Soap and water are cheap, but soil on goods is expensive.

Hamilton and Toronto
SEWER PIPE CO.,
 LIMITED,
 MANUFACTURERS OF

Salt Glazed
 Vitrified Sewer Pipe.
 Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail
 Orders. Mention this Journal.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery



(TREE BRAND)

FOR SALE BY LEADING WHOLESALE
 HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
 & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
 FLUE COVERS, GAS RETORTS
 DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
 SANDSTONES,

CALCINED PLASTER
 Builders' and Contractors' Supplies of every
 description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
 CONTINENTAL

HARDWARE

AMERICAN
 CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We can now supply the following: American and Canadian Meat Cutters, Enterprise and other makes, also Sausage Stuffers and Lard Presses. Cow Ties, American and English.

Halter Chains, German and American.

Rope Halters, Hand and Machine-Made.

Web and Leather Halters in good variety.

Gross-cut Saws, "Disston's" Toledo Blade and ordinary perforated, also S. & D. Lance.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



SALES MADE OR PENDING.

Carphin Bros., general merchants, Sinta-luta, Man., have sold out to C. J. Dutton.

W. F. Reed, general merchant, Berwick, N. S. has sold out to James M. Patterson.

R. Muir & Co., machinery manufacturers, Winnipeg, have sold out to Stewart and Harper.

The stock of tinware, crockery, etc., in the estate of Joseph Taylor, Toronto has been sold.

Edward A. Kastner, general merchant, Mitchell, Ont., advertises that he is closing out his business.

PARTNERSHIPS FORMED AND DISSOLVED.

Godfrey & Co., hardware merchants, Vancouver, B. C., have dissolved, T. B. Godfrey, succeeding.

Brooks & McLean, manufacturers of bicycles, Toronto, have dissolved, J. F. McLean continuing.

H. C. Russell & Co., dealers in iron, etc., have dissolved, A. C. Walker retiring, H. C. Russell continuing under unchanged style.

REMOVALS AND DEATHS.

Geo. Arnold, general merchant, Bell's Corners, Ont., is dead.

John Baird, general merchant, St. Johns, Newfoundland, is dead.

FIRES.

F. H. Dowding, tinware and hardware dealer, Jarvis, Ont., has been burnt out.

Mr. H. Sinclair, general merchant, Bathurst, N.B., is burnt out. Insured.

The factory of the Dodge & Bliss Box Co., Waubaushene, Ont., is burnt. Partially insured.

On the morning of the 21st inst., Laing & Meharry's block in Port Perry, Ont., was destroyed by fire. It contained three stores, two of which were occupied by the owners, Laing & Meharry, who carried on a hardware business in one of them. An explosion of gunpowder aided the destructive work of the fire by wrecking the building. The loss to Laing & Meharry was \$8,000 on the building, and \$1,000 on the stock. Against this was an insurance of \$6,600 on the building and \$9,500 on stock.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. B. Fortier, general merchant, St. Claire, Que., has assigned.

The Toronto Mill Stock & Metal Co., Toronto, has assigned.

Joseph Gague, general merchant, Rimouski, Que., has assigned.

W. H. Larne, general merchant, Murray Bay, Que., has assigned.

Joseph Smith, general merchant, Cedar Hill, Que., has assigned.

Francois Caron, general merchant, St. Irene, Que., has assigned.

D. P. Burke, general merchant, Joggins, N. S., is offering to compromise.

James H. Cummsky, general merchant, Hickey's Wharf, P. E. I., is offering to compromise.

Nelson Simmons, general merchant, Webbwood, Ont., has assigned to James Lynch, Sudbury.

Yeo & Smith, hardware house furnishings and galvanized iron works, Toronto, are offering to compromise.

STEEL VS. IRON.

It is the general impression in trade circles that the quality of the manufactured iron now made is improving. Consumers are more exacting in their requirements, the practice of testing has grown quite general, and greater intelligence now prevails among all classes of manufacturers. More attention is paid to the scientific portion of the business. Chemical formulas are no longer regarded with contempt. Raw materials are purchased with some discrimination, the effects of different fuels are carefully noted, and rule-of-thumb has to a great extent given way to the application of exact knowledge. The gradual disappearance of old iron rails from rolling mill stock piles is also a matter of no small consideration in this question. As long as they were plentiful and cheap there was a constant temptation to use them, as their conversion into other forms of iron was so easy and comparatively so inexpensive. The passing away of the old rail era, together with the growth of scientific knowledge relative to iron making, could not fail to effect a marked improvement.

This improvement has been especially noticeable in the manufacture of bar iron in the West. For example, common bar iron of Western make is no longer the despised article that it was but a few years since. At that time a storm of indignation was evoked when the charge was made that a Chicago fire escape manufacturer was using common bar iron in building structures upon whose strength many lives might depend. The common bar iron now made easily meets the requirements of agricultural implement manufacturers, and has further been known to endure the exacting tests of the most rigid railroad inspectors.

Notwithstanding this array of argument, apparently proving that the quality of the iron now made is better than ever, it is the opinion of experts that the limit of improvement has been reached, unless consumers are willing to pay greatly enhanced prices. Further improvement in quality is to be gained by reworking, thus making the product more homo-genuous, but decidedly more expensive. In this event, however, the consumer naturally turns to steel, which will meet his requirements at a less price. The


quality of steel is shown to be steadily improving, and, unlike iron, it has a free field which it will enjoy until some other metal or alloy is found possessing greater merits and is available at a reasonable price. The improvement in the quality of the steel made in the past five years is very remarkable. No longer are complaints made of the mysterious cracking of steel plates, but steam boilers are now almost universally made of steel and iron, ships have completely given way to steel ones. The manufacture of reliable steel plates is no longer confined to one or two works in this country, in which the process almost seemed to be a trade secret, but there are upwards of a dozen of them, all ready to meet the most severe specifications, which would be impossible of execution in iron except at very much higher cost.

In other branches of the steel trade the number of manufacturers is constantly increasing and the excellence of their product is a matter of wide comment. Who can make good thin steel sheets? was once a live question, but it has now almost changed into, who cannot make good thin steel sheets? In heavy forgings iron and steel have for some time been struggling for the mastery, and each has its advocates. The iron manufacturers say that they find the quality of the scrap now in the market is so irregular that they can no longer depend upon it and they will only guarantee their work when made from reworked muck bar, which is necessarily expensive, and the result is that they are themselves turning to the use of steel. In fact, the inference seems to be unavoidable that steel is making greater headway than ever in all branches of trade in which reliability and excellence of quality are sought.—Iron and Steel Trades Journal.

A customer secured is a promise of greater salary in time.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION \$1.00
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J. B. MCLEAN CO. (LTD) PUBLISHERS.

OFFICES: 100-102 Reade St., New York, U.S.A.



KEARNEY & FOOT CO

Manufacturers of **FILES AND RASPS.**
Superior quality fully guaranteed.

CAPACITY OF WORKS:
1,200 doz. per day.



Illustrated Catalogue
Price Lists mailed on
application.

WORKS: Paterson, New Jersey, U.S.A.

PLEASE MENTION THIS PAPER WHEN WRITING US.

You can lose more than we do
by not subscribing for this paper

TELEPHONE 2164.

H. D. SIMMONS,

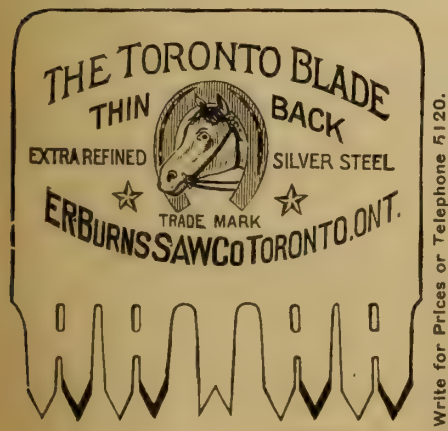
Manufacturers' Agent,

74 York St., Toronto.

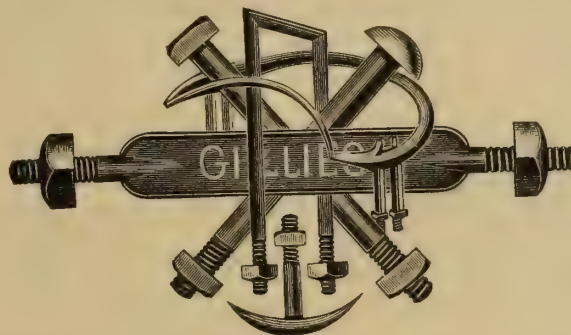
—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

TAPER TOOTH.

Write for Prices or Telephone 5120.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.**BOLTS****FORGINGS**

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES

Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J.B. McLEAN CO., (LTD) PUBLISHERS.

TORONTO ENG. CO.

A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St. MONTREAL. 18 Front St. West, TORONTO.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

SPOONS, FORKS ETC. STAMPED.

1847. ROGERS BROS. A1

ARE GENUINE "ROGERS" GOODS.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

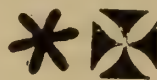
CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures. None are genuine unless bearing the

TRADE



GRANTED

MARK.

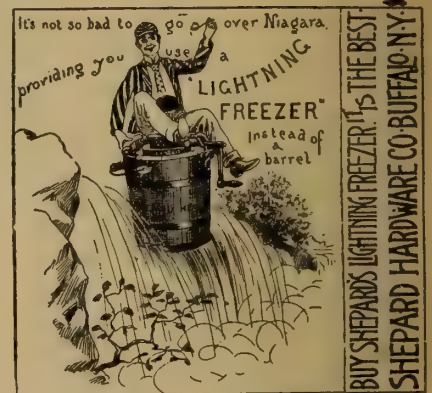
1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag--	
56 and 28 lb ingots, per lb ..	23, 24
Strip ..	25, 27
Tin Plates--Charcoal Plates, Bright.	
Bradley M.L.S. Per box	
I.C., usual sizes ..	\$6 00 \$6 25
I.X., " ..	7 25 7 50
I.X.X., " ..	8 50 8 75
Raven & P.D. Grades--	
I.C., usual sizes ..	4 50 4 75
I.X., " ..	5 50 5 75
I.X.X., " ..	6 50 6 75
I.X.X.X., " ..	8 25 8 50
D.C., 12 1/2 x 17 ..	4 50
D.X., " ..	5 75
D.X.X., " ..	6 75
Note--Other brands might be shaded by 25c. per box.	
Coke Plates--Bright.	
essemer Steel--	
I.C., usual sizes ..	4 00 4 25
I.C., special sizes ..	5 00 5 25
B.V. Grade, I.C., usual sizes ..	4 85 5 00
Note--Round lots of 14x20 might be purchased of 10c. per box less.	
Charcoal Plates--Terne.	
Dean or J.G. Grade--	
I.C. 20 x 28, 112 sheets ..	8 25 8 50
I.X. Terne Tin ..	10 50 10 75
Charcoal Tin Boiler Plates.	
Cookley Grade--	
I.X.X., 14x56, 50 sheet bxs ..	6 25, 7c
" 14x60, " ..	
" 14x65, " ..	
Tinned Plates.	
72x30 up to 24 gauge ..	6 1/2 7
26 " ..	7 1/2 7 3/4
28 " ..	7 3/4 8
Iron and Steel.	
Base Price.	
Common Iron, per 100 lb ..	\$2 05 2 10
Refined " ..	2 45 2 55
Horse Shoe " ..	2 50 2 55
Band " ..	2 50 2 55
Hoop " ..	2 55 2 60
Swedish " ..	4 00 4 25
Sleigh Shoe Steel ..	2 50 2 75
Tire Steel ..	3 00 3 25
Machinery ..	3 00 3 25
Best Cast Steel, per lb ..	0 13 1/2 0 14
Russian Sheet ..	0 10 1/2 0 12
Tank Plates ..	2 00 2 25
Boiler Rivets ..	4 50 5 00

Boiler Tubes.	
2-inch ..	10 1/2 c
1-inch ..	15
Boiler Plate.	
1/2 inch ..	\$2 45
5-16 " ..	2 35
3/8 " and thicker ..	2 25
Sheet Iron.	
1 to 20 gauge ..	2 1/2 3
22 to 24 " ..	2 1/2 3
26 " ..	3 1/2 3 1/2
28 " ..	3 1/2 3 1/2
Canada Plates.	
Blaina ..	2 90 3 00
Abercarne ..	3 00 3 10
Iron Pipe.	
Wrought 60 to 62 1/2 p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 62 1/2 p.c. cent.	
Galvanized Iron.	
Queen's Head--	
16 to 24 gauge, per lb ..	5 1/2
26 gauge, " ..	5 1/2
28 " ..	5 1/2
Gordon Crown--	
16 to 24 gauge, per lb ..	5 1/2
26 gauge, " ..	5 1/2
28 " ..	5 1/2
Note--Cheaper grades about 1/2 cent per lb less.	
Chain.	
Proof Coil, 3-16 inch, per lb ..	6 1/2
" 1/2 " ..	5 1/2
" 5-16 " ..	4 1/2
" 3/8 " ..	4 1/2
" 7-16 " ..	4 1/2
" 1/2 " ..	4 1/2
" 3/4 " ..	4 1/2
" 1 " ..	3 1-5
Trace, per doz. pairs ..	\$3 60 5 90
German coil, per 100 ft ..	1 65 2 70
Jack chain, iron, single, per doz yards ..	0 13 0 50
Jack chain, double, per doz yards ..	0 15
Jack chain, brass, single, per doz yards ..	0 20 1 10
Copper--Ingot.	
English B.S. ..	0 14 1/2 0 15
Bolt or Bar.	
Cut lengths, round, 1/2 to 1 in. \$25 \$20 28 round & square ..	
1 to 2 in ..	0 23 0 26
Note--Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.	

Sheet.	
Untinned, 14 oz. and light, 16 oz, 14x48 and 14x60 ..	\$0 18 0 19
Untinned, 14 oz. and light, 16 oz, irregular sizes ..	0 19 0 20
Note--Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14x 48 and 14x60 ..	0 29 0 30
Brass. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb ..	0 22 0 26
" 35 to 45 " ..	0 21 0 24
" 50 lb and above per lb ..	0 20 0 21
Boiler & T.K. Pits.	
Plain Tinned, per lb ..	0 25
Spun " ..	0 29
Wire.	
Pure, in coils--	
From 1 to 20 gauge ..	0 25 0 27
From 20 gauge, up ..	0 28 0 30
Brass.	
Roll & Sheet, 14 to 26 gauge. 0 21 0 25	
" " 27 to 30 " 0 23 0 29	
" " 30 and up ..	0 26 0 32
Sheets, hand-rolled 2x4 ft. ..	0 25
Zinc Spelter.	
Foreign, per lb ..	0 05 1/2 0 06
Domestic " ..	0 05 1/2 0 05 1/2
Zinc Sheet.	
5 cwt casks ..	0 06 1/2 0 06 3/4
Pwt casks ..	0 06 1/2 0 07
Lead.	
Imported Pig, per lb ..	0 04 0 04 1/2
Domestic " ..	0 03 1/2 0 04
Bar, 1 pound ..	0 05 0 05 1/2
Sheets, 2 1/2 lbs, per square ft, by roll ..	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll ..	4 75 5 00
Note--Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.	
Note--Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2 c.	
Soldier.	
Half-and-half (guar.) per lb ..	0 17 0 19
Note--Prices of this graded according to quantity. The prices of other qualities of soldier in the market indicated by private brands vary according to composition.	
Antimony.	
Cookson's, per lb ..	\$0 15 1/2 0 16
Other makes " ..	0 14 1/2 0 15

White Lead.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb ..	5 1/2 ..
No. 1 Do. ..	0 5
No. 2 Do. ..	0 4 1/2
No. 3 Do. ..	0 4
Prepared Paints.	
(In 1/2 and 1 gallon tins.)	
Pure, per gallon ..	\$1 05 \$1 10
2nd qualities " ..	0 85 0 90
Colors in Oil.	
(25 lb tins, Standard Quality.)	
Venetian Red, per lb ..	0 05
Chrome Yellow " ..	0 11
Golden Ochre " ..	0 06
French " ..	0 05
Marine Black " ..	0 09
" Green " ..	0 09
Chrome " ..	0 08
French Imperial Green ..	0 14
Colors, Dry	
Yellow Ochre (J.C.) in bbls, per cwt 1 40	
" (J.F.L.S.) " ..	2 75
Venetian Red (R.C.2) " ..	1 50
Ven. Red, Cookson's " ..	1 80 1 90
English Oxides " ..	3 25
American " ..	2 25
Paris Green, per lb ..	0 08 1/2
Burnt Sienna " ..	0 08 1/2
Burnt Umber " ..	0 05
do pure " ..	0 08
Drop Black " ..	0 09
Chrome Yellow " ..	0 12
" Greens " ..	0 12
Golden Ochre " ..	0 03 1/2
Varnishes (in bbls).	
No. 1 Furniture, per gal ..	0 70
Extra " ..	1 00
Brown Japan " ..	0 70
do Turpentine " ..	0 90
No. 1 Carriage " ..	1 50
Gold Size Japan " ..	1 40
Pure Orange Shellac " ..	2 00
Hard Oil Finish " ..	1 50
Linseed Oil (in bbls)	
Raw, per gal ..	0 57 0 58
Boiled " ..	0 60 0 61
Turpentine (in bbls)	
Selected Packages, per gal ..	0 55 0 56
Castor Oil.	
Best, per lb ..	0 09 0 10
Cod Oil.	
Cod Oil, per gal ..	0 48
Glue (in bbls)	
Common, broken ..	0 10 0 11
French medal ..	0 11 0 12
Cabinet makers ..	0 17 0 18
White ..	0 16 0 07

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 80
Saddlers' " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascot " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 per cent
dis.

Tire, dis. 50 and 10 per cent.

Stove, dis. 45 to 50 p.c.

Elevator, dis. 35 to 40 p.c.

Machine, dis. 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 per
cent

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50 pc. } to 50 and 5
Plate " dis. 50 pc } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napane " 1 10

Chalk.

Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red " 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy, dis. 60 to 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0. 1 35
No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Breast.
Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz. 1 70
Petroleum, per doz. 4 50 6 50

Files.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis.
Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Canadian, dis., Amer. list 60 per cent.
Jowitt's, dis. Can. list, 25 pc. to 27½ p.c.
Horse Rasps, Kearney & Foote's dis
Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. } Hellers
50 p.c. Can. }
Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz. 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star.	Per 50 ft.	Per 100 ft.	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.40	2.70	2.00	2.25
26 to 40	1.50	2.90	2.25	2.50
41 to 50		3.30		5.00
51 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.40		6.75
81 to 85		5.10		7.50
86 to 90		5.80		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

Ordinary
1st break \$6 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 50

Picture Glass.

Pilkington's ordinary.
1st break 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per
Heavy, per lb. 0 4½ 0 05
Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets
Screw, Eureka 1 13 1 80

Gate, Clark's 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs
Spring 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoos.

Garden, Mor ar, etc., discount 40 per
cent.
Planter doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88

Hat and Coat, per gross. 1 00 3 00

Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.

Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer- dis. 75 to 75 and 10 per cent.	Picture Nails.	Scale Beams.	Tape Lines.
Wire.	Porcelain Head, p. gross 1 65 3 00	Canadian, B. S. & M. dis. 40 per cent	English, ass skin per doz. \$2 75 \$5 50
Hat and Coat, dis. 35, 40 p.c.	Brass Head, " 40 1 00	Scrapers.	English Pat. Leather " 5 50 9 75
Belt, per 1,000, " 0 60 2 70	Planes.	Box, per doz 2 10 4 50	Chesterman's, each 0 90 2 85
Screw, bright, Eng. dis. 45 to 50 per cent.	Wood, bench, Canadian dis. 60 per cent. American dis 45 to 50 per cent.	Foot, " 40 3 50	" steel, each. 0 80 8 00
Horse Nails.	Wood, fancy Canadian, or American 35 to 37½ per cent.	Screens.	Thermometers.
Canadian, dis. 60 to 60 and 10.	Bailey's (Stan R. & L. Co.) 35 to 37½ per cent.	Window, patent, per doz 6 00 7 50	Tin case & dairy, dis. 75 p.c.
Horse Shoes.	Miscellaneous, dis. 12½ to 15 per cent.	Screw Drivers.	Thimbles.
Per keg 3 45 3 60	Bailey's Victor, dis. 12½ to 15 per cent.	Sargent's, per doz 65 4 00	Asbestos, filled, per doz., 25 to 33½ p. c.
Ice Picks.	Plane Irons.	Screws.	Ties.
Star, per doz 3 00 3 25	English, per doz 2 00 5 00	Wood, F. H. Iron, 77½ per cent. dis.	Cow, per doz 1 25 2 50
Kettles.	Pliers and Nippers.	" R. H. " 72½ " "	Tinner's Shears and Snips
Brass spun, per lb 7½ per cent. dis. off new list.	Button's Genuine, per doz. prs. dis 37½, 40 p. c.	" F. H. Brass 75 " "	P. S. & W., 10 p. c. advance on American list.
Copper, " " 0 40 0 45	Button's Imitation, per doz. 7 40 10 25	" R. H. 70 " "	Tinware.
Enamelled Can. 50 p.c.	German, per doz 60 2 60	Diamond Point wood screw nails, bright, dis. 77½ and 20 per cent.	Stamped, dis. Assn list, 70, and 12½ cent. to 70 and 25 p. c. on special lines.
American, 50 and 10, 60.	Plumbs and Levels	Bench, wood, per doz 3 25 4 00	Japanned, Prices on application
Keys.	S. R. & L. Co., dis. 65 p. c.	Bench iron per doz 4 25 5 75	Pieced, " " "
Lock, Can, dis 50 p.c.	Poppers.	Scythes	Transom Lifters
Cabinet, Trunk, and Pad- lock, Am. per gross 1 60 4 75	Corn, square, per doz 1 35 2 00	Discount 40 per cent.	Payson's, dis. 25 per cent.
Knobs.	Pruning Shears.	Scythe Snaths.	Traps.
Door, japanned, and N.P., Can. list dis. 50 p.c.	Per doz 4 00 5 50	Canadian, dis. 35 to 40 p. c.	Game, Newhouse, dis. 17½, 20 per cent
Bronze, Berlin, per doz 2 75 3 25	Pulleys.	Shears.	Game, H. & N., or P. S. & W., discount 52 to 60 and 10 p.c.
Bronze, Gem, " 6 00 9 00	Hothouse, per doz 55 1 00	B. & W., japanned, dis. 75 per cent.	Mouse, per doz 0 35 1 50
Lava " 8 75 10 00	Axle, " 22 33	B. & W. N. P., dis. 65 p. c.	Rat " 2 00 5 50
Shutter, porcelain, F. & I screw, per gross 1 30 4 00	Screw " 27 1 00	Seymour's dis. 60 p. c.	Trowels.
Ladles.	Awning " 35 2 50	Ætna, dis. 75 @ to 75 and 10 per cent	Disston's, discount 10 p.c.
Melting, per doz 1 70 4 50	Pumps.	Heinrich 60 per cent.	German, per doz 4 75 9 00
Lemon Squeezers.	Rumsey or Canadian Cistern 60 to 62½ per cent.	Sheaves	Brade's " 00 10 50
Porcelain lined, per doz 2 20 5 60	Pitcher Spout, 65 to 70 p.c.	Sliding Door, per set 77 1 40	S. & D., discount 35 p.c.
Galvanized, " 1 87 3 85	Punches.	Shovels and Spades	Triers.
King, wood, " 2 75 2 90	Saddler's, per doz 1 00 1 85	Canadian, dis. 37½ per cent. to 40 p.c.	Butter, per doz 6 25 9 00
" glass " 4 00 4 50	Conductors, " 9 00 15 00	Sieves	Twines.
All glass, " 1 20 1 30	Tinner's solid, per set 72	Wood Rim, black, p. doz 1 15 1 35	Bag, per lb 0 12½ 0 20
Lines.	" hollow, per inch 1 00	" tinned, " 1 35 1 60	Wrappg, mottl'd, pr. pack. 0 50 0 60
Fish, per gross 1 05 2 50	Putty.	Tin Rim, " 2 30 2 45	cotton, per lb 0 18 0 20
Chalk, " 1 90 7 40	Bladder, per 100 lbs 2 00 2 25	" black, " 1 80 2 25	Mattress, per lb 0 33 0 45
Locks—Door.	Tins, lbs 2 50 2 75	Snaps.	Staging " 0 27 0 35
Canadian, dis. per cent. 50	Rail.	Harness, German, p. gro. 1 65 5 50	Broom " 0 30 0 55
Russell & Erwin, per doz 2 90 7 50	Barn Door, per foot 3 3½	Acme, " 3 00 5 00	Binding, flax, per lb 0 10 0 11
Eagle, dis. per cent. 30 per cent. to 33½ per cent.	Sliding Door, " 3½ 3½	Lock, Andrew's " 4 50 11 50	" jute " 0 14
Padlock.	Rakes.	Soap	" Blue ribbon " 0 12
English and Am. per doz 50 6 00	Cast Steel and Malleable, Canadian list dis. 40 per cent.	Sapolia ½ gross boxes 3 25	" Red cap " 0 12
Scandinavian, " 1 00 2 40	Razors.	" ¼ and ½ gross boxes per gross net cash 12 00	" Crown " 0 11
Eagle, dis. per cent, 15 to 17½ per cent	Boker's, per doz 7 50 11 00	Soldering Irons.	" Silver Composite " 0 06
Mallets.	Wade & Butcher's " 3 60 10 00	Per lb 0 28 0 30	Freight allowed to any station south and east of Owen Sound in 1,000 lb. lots of any one brand.
Insmithe's, per doz 1 25 1 50	Currier's, per doz 1 25 3 60	Wrought Spikes.	Vises.
Carp'trs, hickory " 1 25 3 75	Rivets and Burrs.	Discount, 20 per cent.	Hand, per doz 4 00 6 00
Lignum Vite, " 3 85 5 00	Copper Rivets, dis. 45 per cent. dis Iron " 40 to 45 per cent.	Spoke Shaves.	Bench, parallel, each 2 00 4 50½
Caulking, each 1 60 2 00	Burrs, Iron, 30, 33½ p.c.	Wood, English 1 80 5 00	Coach, each 6 00 7 00
Mattocks.	Rivet Sets.	Iron, American 1 35 2 35	Peter Wright's, per lb 0 12 0 13
Canadian, per doz 8 50 10 00	Canadian, dis. 30, 35 p.c.	Spoons and Forks.	Pipe, each 5 50 9 00
Meat Cutter	Rope	Tea Spoons, per gross 7 50 12 00	Saw, per doz 6 50 13 00
Enterprise, dis. per cent 20 25	Per lb.	Dessert " 21 00 30 00	Washer Cutters.
Canadian, 37½ to 40 per cent.	Sisal.	Table " 30 00 30 00	Per doz 4 00 8 50
Home, each 20 25	Manilla	Dessert Forks, " 24 00 27 00	Well Wheels.
Mincing Knives.	7-16 in. and larger 8½ 12½	Medium " 27 00 36 00	Amer., per doz. 8, 10 & 12 in. 3 38 6 00
American, per doz 42 2 35	¼, 5-16, ¾ in. 9 13	Table " 36 00	Wire.
Molasses Gates.			

HARDWARE

SIMPSON, HALL, MILLER & Co.,

TRADE MARK FOR



HOLLOW WARE.

16 and 18 DeBresoles St., Montreal.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

REGISTERED
TRADE MARK FOR
W. ROGERS
KNIVES, FORKS, SPOONS.

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose the above.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

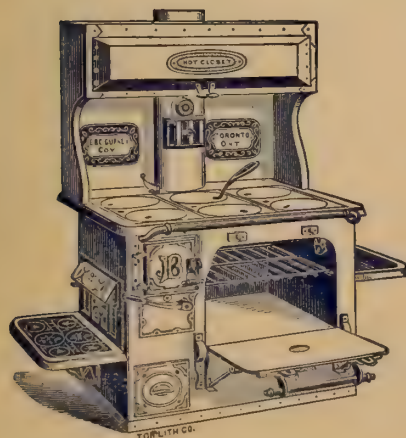
PLATE GLASS,

ALL SIZES IN STOCK.
MANUFACTURERS OF
STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,
72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

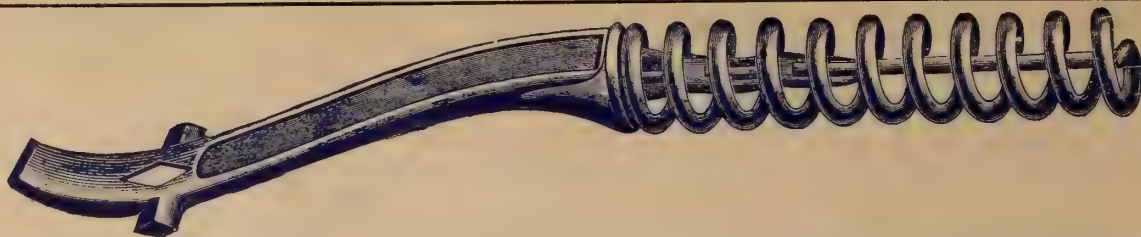
262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belted, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Galvanized,
Tinned,
Spring,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

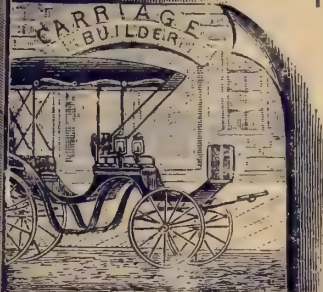
Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

NOV. 7, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.

TORONTO ONTARIO.



HARDWARE.

— FINE —

CUTLERY

SEE OUR NEW PATTERNS.

CARVERS' SETS.
CASES.

PEN
POCKET
TABLE KNIVES.

RICE LEWIS & SON,
LIMITED.

General Hardware Merchants.

TORONTO.

Favorite Stoves and Ranges

Are made by skilled labor from the best grades of materials.

They have Special Features.

Stove dealers will find it profitable to select lines that have features of merit. That are not duplicated in their competitor's stock.

Do you want Exclusive Sale ?

We will be pleased to arrange same in your vicinity. Drop us a card for Catalogue and Price List.

THE CHOWN & CUNNINGHAM CO'Y
LIMITED,
KINGSTON, ONT.

WESTERN AGENTS:

THOS. DAVIDSON & CO.,

11 Front St. W, Toronto.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, NOVEMBER 7, 1891

No. 45

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

PROMPT ATTENTION.

A very radical fault, an insidious cause of debility in trade, is the habit of neglecting customers. The only convenience a salesman should study is that of the people who have inquiries to make or orders to place. That principle is pretty generally apprehended by shopkeepers, but not always observed by subordinates, nor, for that matter, by principals. The salesman, par excellence, is a self-sacrificing man. The soldier at his post is not more steadfast to his duty and on guard against the temptations of his own personal comfort than the salesman. Hunger, weariness, indisposition, mental worry have secondary claims upon the indulgence of the subject of them. He is expected to be bright, active, prompt and patient with the man who shows any incipient buying talent. The buying disposition is so very sensitive that it will shrink up and expire, if the salesman withholds any of the geniality of his sunny nature from the customer, in order to minister for a moment to his own self-indulgence. The customer, though otherwise probably a thick-skinned, obtuse man, has the most delicate feelings as a buyer, and he is hurt, if through bodily ailment or other cause the salesman does not keep up a display of constant solicitude for him.

Seriously, there is at least respectful and prompt attention due to people who come to buy. If they do not get it they are right in feeling that their trade is not valued and act as people with self-

respect ought to act if they withdraw their custom. A few days ago a retail hardwareman went to a wholesale house in this city with the intention of placing an order of more or less magnitude. He dropped in at a very few minutes before noon. He was referred to a certain salesman, who, with an air of a man who had to catch a train or die, referred him to another, stating that he was going to luncheon. The second with equal despatch and also apparently dogged by an irresistible appetite, passed on the word to a third, plunging into his coat at the same time and betaking himself to the nearest lunch counter. The third couldn't talk, that is to say, he hadn't the time, but would be at the customer's service any moment after one o'clock, in fact the whole staff would overwhelm him with attention after the stroke of one. The customer concluded that high noon was no time to call there, and went elsewhere. He found salesmen who waited upon him courteously and patiently. Their politeness in fact had an expanding effect upon his purpose, and he bought more than he set out to buy.

The latter salesmen only did their duty. They stifled the pangs of hunger because business bade them do it, and they had their reward. They also won a customer whose future trade will go to their house, if he continues to be used as well as he was at the outset. On the other hand, the strict dietary rule, which requires a man to eat exactly according to a given time-table, is apt to cause loss of trade, as it did in the first case mentioned. The call of duty ought to prevail over the call of the dinner-bell.

WINTER FREIGHTS.

This is an interesting, in fact a remarkably interesting, subject with all merchants in Montreal who handle any goods that come under the head of "heavy material." The reason is patent, it touches their pocket; so much so that it was thought advisable to

have a deputation wait on the traffic managers of the two railroads; but, true to their proverbial policy of letting everyone else have the trouble, the merchants did not turn out as they should, and only two solitary individuals knocked at the doors of the traffic magnates' offices. It certainly was not a large or imposing delegation—and the two delegates swear they will never turn out again for their confreres—but for all that it had a certain effect. When the advance was first advised it was to be 75 per cent., or in other words heavy goods—such as pig iron, chemicals, cement, oils, etc.—were to pay, instead of 12c. the 100 lbs., 20c. Since the first intimation, however, the rate has been cut down to 18c., or an advance of 50 per cent., but even this is considered too much by the trade, and they claim that business is seriously interfered with. It is certain, though, that they will have to grin and bear it.

Another cause of complaint is the brief notice. The railway companies issued their notifications on the 21st of October, and the advance came into effect on the 2nd of November. This was only nine days, and the result of it all is that some one will be minus their profits on some of their sales to arrive ex wharf. All heavy goods are sold very close as a rule, and transportation charges are a serious factor. Therefore with ships arriving for a week or so yet dealers complain that they have not been treated fairly. They contend that the railway companies should wait until the close of navigation before advancing rates, and instance the year 1889, when the advance did not go into effect until November 18th, or two weeks later. It certainly does look like an attempt to squeeze a little more money out of the public, but railways are not run for the public, it seems, but to make money for their shareholders, if they can, and according to all accounts they have pretty close figuring to do this even.

IT DID NOT WORK.

There is a nice little story going the rounds of the trade in Montreal about a copper transaction, or rather an attempt to buy some copper. **HARDWARE**, last week, referred to the fact that the supply at that centre, in fact the bulk of the stock in first hands was controlled by one firm, who, owing to the advantages they possessed, were able to pretty well outsell anyone else. Well then! a large Western buyer paid Montreal a visit last week. He wanted some copper and asked for a price. One was named, a pretty low one it seems, and nothing more was thought about it until later in the day. Then various consumers throughout the city commenced telephoning the firm in question for prices on copper. They smelt a rat, and sure enough it was just as they expected. The Westerner got their price and it evidently afforded him a margin for a "dicker," and he tried to do a little here for himself, but it did not work. His order came to hand duly this week for a round quantity, but it was not filled. Oh, no! the reply was that the firm in question was not doing business in this style. But the boys had a nice little laugh over the matter just the same. However, joking aside, copper is easy as noted last week, and it is a strong possibility that a good order would lead to a cut.

INSOLVENCY.

"Continual dropping wears away the stone." The moral in this prompts us to return to the old subject of the Canadian insolvency laws. Of course, the name is a misnomer, for we have no such thing as "Canadian Insolvency Laws," but insolvency matters are in a "mix and muddle" state, so discreditable to the Dominion and its Government, and so productive of distrust in the minds of foreign merchants, that no excuse is necessary for bringing the matter before our readers again and again, until, by our very importunity, a solution is reached. Recent business troubles among us have drawn special attention to the matter in England, and trade journals there are very outspoken indeed, and we fear very much that the impression is general that Canadian laws favor Canadian creditors at the expense of foreign creditors. We desire for the sake of Canadian credit in England to state emphatically that this is not the case. The laws make no distinction between "Home" and "Foreign" creditors, but the foreign creditors have of course the disadvantages attaching to non-residence and long dating. The Canadian creditor, on the spot is naturally able to detect signs of weakness, and shorter dating sometimes brings him out safe and sound, while foreign firms, giving longer dating, suffer. Apart from these considerations, which will work their own cure, all creditors stand alike, and we press this

strongly because of our views published in England, which are, we believe, entirely erroneous. None the less, we still have to face the fact that the state of the law in Canada is bad, and the question forces itself into greater prominence every day. In what direction shall these laws be amended? This question is not easy to answer, but that is no reason why it should be shirked. At the very outset of the consideration of the matter we are met by the difficulty that opinions are as numerous and as various as the parties by whom they are expressed. Merchants, bankers, accountants—all admit the evil, but scarcely any two agree as to the remedy. There is, however a unanimous desire that there should be an assimilation of laws, and, as far as possible, a uniformity of procedure throughout the Dominion. It is well known that a Toronto lawyer, no matter how great his ability or how large his experience in winding up insolvent estates in Ontario, may come to Montreal and be utterly at sea—helpless as a child—if he attempts to handle a Montreal estate; and while no doubt Montreal lawyers are well able to discharge all duties devolving upon them, it seems on the face of it absurd that a lawyer in one Province should be as ignorant as a layman in another. Of course, it is useless to point out diseases without at least suggesting remedies, and with a view to an ultimate cure we may point out the chief evils to be removed. We have already denied the truth of statements to the effect that foreign creditors are discriminated against, but it cannot be disputed that undue preferences can be and are constantly being given to one creditor at the expense of all the rest. What business man has not suffered severe loss from a chattel mortgage in Ontario, or a bill of sale in the Lower Provinces? What Ontario lawyer is there who cannot devise for his client a lien still more dangerous than a chattel mortgage, because its registration is not necessary? What have we seen recently of open accounts transferred even to banks? And if banks take security, will not every merchant try to shield himself at the expense of his less lucky fellow creditors? Being in a position, then, to judge of the effects of preferences of the kinds mentioned, we urge with all possible emphasis, that we should have immediately such a uniformity of law as will render everything that is unjust in these matters impossible. We believe that the Province of Quebec may properly claim that her laws in commercial matters are, in many respects, nearer to what is fair and square all round than those of any other province. Chattel mortgages, bills of sale and assignments of accounts are here illegal and liable to speedy detection and punishment. The laws governing the distribution of assets, too (though perhaps savoring of red tape), seem so framed that a speedy and equitable distribution is certain if the curator is competent and the inspectors painstaking. If these statements are correct, Quebec laws

may be taken as a foundation and the laws of provinces brought into harmony. We leave the matter for the present, but shall be glad to open our columns to any suggestions that may tend to bring about a better state of affairs.—The Shareholder,

CAN THIS BE SO?

The man of nerves and the dyspeptic may take heart. That accentuated accumulation of terrors incarnate, the over-praised abomination of the nineteenth century known as the telephone, is soon to be superseded by an invention which will work—at least this is the announcement made in the form of a very plausible story told in the daily press. This information will doubtless bring a pitiful smile of incredulity to the face of the haggard and prematurely broken office man who has lost any hope he may ever have cherished in regard to the enjoyment of a future state of bliss, in consequence of long-continued and profane association with the Bell instrument of unutterable torture in the private cupboard of his sanctum. Nevertheless, the hope may be indulged for a moment even though it prove delusive as to fulfillment and the future be but a repetition of the past—a hopeless and agonizing attempt to extract horse sense from the confused and chaotic jar and jangle of nineteen million sounds not found elsewhere outside of the unpublished vocabulary of the African chimpanzee, and perpetual warfare with the gum-chewing queen, whose rule at the "Central" is better typified by comparison with a crowbar than a "rod of iron."

According to the chronicles a western man, a miner named James A. Christy, seventy-one years of age, has invented a telephone which is as far in advance of the existing apologies for speech transmission as they are of ordinary lung power—very much further, indeed, than that. It is said that the inventor of this wonderful instrument has been studying the subject of sound for sixteen years and for three years past he has "been developing the idea of a telephone." The work is said to have been successfully accomplished and an instrument evolved which is destined to "displace all now in existence." Speed the day! The coming boon is described as being "so perfect that the faintest whisper or slightest rustle of the wind can be transmitted thousands of miles without the loss of the least vibration." But this by no means exhausts the claims put forward for this new thing in electrical science. Distance is nothing to it; induction does not affect it, and the small part played by expense is indicated by the inventor's breezy intimation that "the customer using the telephone would simply drop a nickel in a box a foot square attached to the wall, make his own connection with the person or office he desired to reach and talk until he was tired." O, happy consummation of long-cherished desires! Speedy be thy translation from the realm of hoped for to that of reality.—American Artisan.

THE ANACONDA COPPER MINES.

The Anaconda Mining Company's mines and smelters, at Anaconda, Mont., were reopened for business last Thursday. Some fifteen days previous Marcus Daily, general manager of the Anaconda mines, announced that the mines at Butte, and smelters at Anaconda, would resume work within ten days. This had some effect on the copper market but not sufficient to establish prices, which have been indefinite now for quite a prolonged period. After the announcement of Mr. Daily had been made public, a rumor was circulated that orders to resume work had been countermanded, on account of no settlement having been arrived at with the railroads, in the matter of freight rates. This is what originally caused the shutdown of the Anaconda mines. It was through the circulation of the latter report that the copper market again became unsettled, but now that the difficulties between the big mine and the railroad companies have been adjusted, there is every reason to presume that copper will again become an article the price of which will be ascertainable. The Anaconda mines and smelters have been idle for seven months.—Stoves and Hardware Reporter.

MINERAL LUBRICATING OILS.

Regarding the qualities that a good mineral lubricating oil should possess, The Engineer says: First, with regard to the specific gravity. An idea was once prevalent that the specific gravity of an oil had a definite relation to its viscosity. This is, of course, quite erroneous, for though there is generally some rough concordance between the specific gravities and viscosities of oils of very similar origin in direction, if not in magnitude, no such similarity can be detected in the case of oils from different sources. Consequently no great importance can be attached to it. Next with regard to purity. Except in such cases where it is intended for some especial reason to use a mixed oil containing both mineral and animal, or vegetable oil, it is obvious that nothing but hydrocarbons of mineral origin should be tolerated. Again, it is essential that the oil, if it is refined, should have been properly refined. In the contrary case it will be liable to contain tarry matter, or acid—generally sulphuric acid—or alkali, the two last substances being used in the process of refining, and being left in if the oil be imperfectly washed. Further, it is important that the oil should have a flashing point well above the maximum temperature it is likely to attain in its proposed use, both on the ground of economy and safety; this is easily fulfilled even in the case of cylinder oils. Another property that is desirable the oil should possess is that of not solidifying when subjected to cold; this is, of course, chiefly of importance in exposed situations; an oil suit-

able for such use remains fluid, though becoming gelatinous, many degrees below freezing point. Finally—and it is to be remarked that the condition is a most important one—the viscosity must be suited to the work the oil has to do. It is generally admitted that a shaft revolving in an ideal bearing should be oil-borne throughout its motion; to approach this state of things it is necessary that the viscosity of the lubricant be sufficiently great to prevent disruption of its film under the maximum load normally carried. Anything higher than this is mischievous, for it means continual waste of power. It must be remembered that as the viscosity of a mineral oil diminishes rapidly with rise of temperature, it must be determined at the temperature which it is expected the bearing will attain while running under ordinary conditions; besides this it should be taken at a lower temperature—60° Fah. is commonly used as a standard—and also, preferably, at a higher one, so as to ascertain at what rate the viscosity changes. As an example of the differences that may be thus recognized, may be quoted the case of two oils of nearly the same viscosity at 60° Fah. which came under our observation, of which the first had the ratio of its viscosity at 60° Fah. to that at 120° Fah., as 1 : 0.16, while that of the other was as 1 : 0.11, a very considerable variation.

Hitherto reference has been made only to unmixed mineral oils, but their is another class particularly adapted for use at high temperatures, or where very heavy loads have to be carried, viz., mixed oils. Such mixed oils fall naturally into two divisions; in the first the requisite effect has been attained by the addition of an animal or vegetable oil, while in the second the use of "oil pulp" has been resorted to. "Oil pulp" generally consists of aluminum oleate, and when dissolved in a mineral oil raises its viscosity greatly but its presence cannot be considered legitimate unless the oil be sold as a special mixture. In place of the aluminum salt of a fatty acid, the sodium salt may be substituted, in which case, of course, the substance added is nothing more nor less than ordinary soap such a compound gives good results for cylinder use, and is greatly preferable to many of the "cylinder oils" that are often employed, of which the chief qualifications are their black color and tarry consistency, it being erroneously thought that because a good cylinder oil is of high viscosity and is often dark colored, the converse must necessarily be true, and that oils possessing these properties will be excellent cylinder oils. Where the use of mineral oil replaces that of tallow, there is an absence of the corrosion of the cylinder consequent on the saponification of the fat by high-pressure steam, with the production of free fatty acids, which are often present in such quantities as to form masses of iron soap weighing many pounds. Cases have occurred where the use of a mineral oil having been substituted for that of

tallow, and this iron soap having been consequently dissolved out and for the first time brought to light, the new lubricant has been straightway condemned as the cause of the phenomenon!—American Manufacturer.

INCREASING USES OF SEAMLESS STEEL TUBES.

Few of the newer industries which have sprung up in the busy hardware district of which Birmingham is the centre have—to use an American term—more distinctly "caught on" than the manufacture of seamless steel tubes. The rapidity and success which have attended the production of this comparatively new article of manufacture were due primarily to the requirements of the cycle trade. In a first-class cycle of whatever description a combination of great strength and extreme lightness is a prime necessity, and for such a purpose the ordinary lapwelded steel tube of whatever quality, was, in comparison with the seamless tube, quite "out of the running." This use of the seamless tube, however, important as it is to cyclists and cycle makers, is of little moment when compared to its adaption to hydraulic machinery, tubular boilers, and other purposes which affect not merely the convenience and comfort of individuals, but the safety and security of human lives from those terrible disasters which too often result from the breakdown of defective tubes under the strain of enormous pressure. Now, granted that the quality of the steel be good, a seamless tube made of that metal ought to possess Titanic powers of endurance under hydraulic or any similar strain. It has indeed, within the last few months, been undoubtedly proved that a $\frac{3}{4}$ inch tube, with a core of $\frac{1}{2}$ inch, can be drawn in steel, on the seamless principle, capable of withstanding a pressure of 1,000 pounds to the square inch. The makers of boilers have not been slow to recognize the superiority of these seamless steel tubes over copper tubing. The "life" of the steel tube is quite as long, the cost is considerably less, and under all circumstances it is more reliable than the copper tubing hitherto in use. The production of tubes of seamless steel has already become an important branch of Birmingham industry, and another establishment of large dimensions and fitted with the newest and most approved machinery will very soon be added to those already in operation. There can be no doubt that for this industry there is a great future. When efficiency and economy can be combined in any article, with greater security for human life and limb, its success is assured. Commercial economy and humanitarianism are powerful forces in themselves, but when united they are, or ought to be irresistible.—[Colliery Guardian London.]

A customer secured is a promise of greater salary in time.

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."—JOSEPH BILLINGS.

OUR LONDON LETTER.

LONDON, Oct. 24th, 1891.

THE CONDITIONS OF ENGLISH TRADE.

The trade statistics for the month ended 30th September last, continue to show a contraction in British trade and are decidedly unfavorable. The imports, contrasted with September, 1890, have fallen in value by nearly 4 per cent. (£1,362,387); exports have fallen by 9½ per cent., or £1,971,134. The general drift of our position can be ascertained better by the nine months' comparison—January, September, 1890, 1891. Imports, 9 months ended 30th September, 1890, £306,625,138; 9 months ended 30th September, 1891, £311,878,181; increase on 1890, £5,253,043.

The above-mentioned increase has been made up principally by good-stuffs (£4,997,000 increase), and raw materials for textile manufactures (£2,369,529 increase.)

Exports, 9 months ended 30th September, 1890, £197,459,587; 9 months ended 30th September, 1891, £187,475,396; decrease on 1890, £9,984,191.

The principal decrease has been in yarns and textile fabrics (£4,825,000), and metals (£3,296,430.)

OUR METAL TRADES.

The principal feature in our import trade last month was the increased purchase of tin, in blocks, to the value of £97,000; and a decrease in the receipts of unwrought and part wrought copper, £71,292, and iron ore by £61,412; total decrease, £83,988.

Exports:—We shipped less of iron, wrought and unwrought, by £402,640; and copper, by £105,556; the increases in other departments were nominal; total decrease on September, 1890, of £537,652. We sold fewer steam engines by £99,195, and "other descriptions" by £102,454, making a decrease in this direction of £201,649. Our exports of cutlery and hardware during the past nine months, compared with the same period in 1890 and 1889, were:—

1891.	1890.	1889.
£1,881,280.	£2,073,914.	£2,205,970.

Shipments to the United States during the above given periods were:—£174,789, £329,529, and £301,260, respectively. Nowhere have we suffered more than in Argentina, our exports of hardware and cutlery having fallen from £119,142 during the first 9 months of 1889 to £62,059 in 1890, and £25,469 during the last 9 months. We are doing rather less with Germany and France, Spain and Canaries, Foreign West Indies, Chili (decrease from £40,155 in the 9 months of 1889 to £33,100 in 1890, to £12,091 in 1891). South Africa is also failing us; last year by this time our sales had totalled £138,662, against £99,060 this year. We are doing little with Australia, British North America (£77,070 this year, against £72,735 last), Brazil, Belgium, and Russia. But the

loss in the States and Argentina has played ducks and drakes with our trade. The following table which I have drawn up, showing our exports to British North America and the United States, may be useful:—

	9 ms, '89.	9 ms, '90.	9 ms, '91
B.N.Amer..	£ 91,264	£ 86,299	£ 58,503
U. States...	330,768	476,638	154,373
Bar, Angle, Bolt and Rod Iron—			
B.N. Amer..	40,920	49,850	32,713
U. States...	27,334	26,372	23,240

Railroad Iron—			
B.N. Amer..	428,384	491,945	400,969
U. States...	64,666	51,803	21,120

Iron Wire and Steel and Manufacturers—			
U. States...	64,963	83,318	54,001
B. N. Amer.			

(not specified)

Hoops, Sheets, Armor Plates, etc.—			
B.N. Amer..	129,890	115,065	115,236
U. States...	193,160	162,026	42,758

Tin Plates—			
B.N. Amer..	147,407	161,653	190,155
U. States...	3,557,398	3,412,148	4,672,212

Cast and Wrought Iron and Manufactures—			
B.N. Amer..	93,081	83,177	92,665
U. States...	40,930	49,651	40,062

Steel (Unwrought)—			
B.N. Amer..	107,592	97,706	117,171
U. States...	254,962	235,709	213,646

Pig Lead, etc.			
B.N. Amer..	39,371	43,133	40,603
U. States...	1,061	17,745	11,088

Tin (Unwrought)—			
B.N. Amer..	24,082	18,084	24,619
U. States...	17,424	16,987	14,873

Machinery (Steam Engines)—			
B.N. Amer..	13,468	7,009	16,769
U. States...	33,136	37,570	48,592

Other Descriptures—			
B.N. Amer..	52,360	63,531	59,005
U. States...	642,239	514,985	712,752

Hardware and Cutlery—			
B.N. Amer..	86,515	72,735	77,070
U. States...	301,210	329,529	174,789

The above table shows at a glance the operation of the McKinley tariff, and the state of trade between this country and its possessions in North America. Of course, exports in 1890 were abnormally high in view of the coming tariff in America.

COMPARATIVE PRICES OF MINERALS.

	Oct. 3, '90.	Oct. 2, '91.
Iron—		
Scotch pig.....	£2 5 6½	£2 7 2
Cleveland bars....	6 0 0	5 7 6
Steel rails	5 6 3	4 0 0
Copper—		
Chili bars.....	60 8 9	51 7 6
Tin—		
Straits	102 5 0	91 13 9
Lead—		
English pig.....	14 10 0	12 8 9
Coals—		
Best Wallsend, London	19 6	19 0

PRODUCTION OF PIG IRON IN GT. BRITAIN.

Jan.-June, '90.	July-Dec. '90.	Jan.-June, '91.
Tons.	Tons.	Tons.
4,168,464.....	3,706,666.....	3,812,787

Stocks in Dec., '90, 1,367,248 tons; at the end of June last, 1,295,572, = over 5 per cent. It is generally thought that this decrease in stocks is the most cheerful thing about the trade.

VISIT TO A LONDON HARDWARE STORE.

It will doubtless interest the numerous readers of *HARDWARE* if I give an account of my visit to one of the largest hardware stores in London. This is the civil service stores, situated in Queen Victoria street, not 10 minutes walk from the Bank of England and the Stock Exchange. The store has also a branch in the Strand. It is a fine imposing building of some seven or eight stories high, crammed full of goods. I will give you some facts as to prices. Among the goods shown me were a lot of baths—from a 6 foot to a small hand utensil. A steel bath on fancy cast feet, with 1¼ inch brass plug and union, japanned, sieuva or other marble inside and green marble outside, was rated at £4 9s. for 5 feet; £4 10s. 6d., 5 feet 3 inches; and £4 13s. for 5 feet 6 inches. A semi-Roman steel bath, fitted with brass, hot or cold water, japanned green marble outside and enamelled sieuva inside, fetches £7 16s., 5 feet 6 in.; £7 11s. 6d., 5 feet. A beaded sponging bath, japanned oak and white, costs 12s., 32 inches; 16s. 6d., 39 inches. A japanned iron washstand, with earthenware top, for a corner, is valued at £1 12s. 6d. Among their wrought iron enamelled ware (all white, blue lines), I noticed some deep washboard basins costing 3s. 3d. for 16 inches; drinking cups, one-half pint, 7d.; one pint, 8½d. Samples and covers (blue outside, white inside), lipped, 4 inches, 6½d.; 5 inches, 9d.; 6 inches, 10d. Stewpans and covers, deep, were priced at 7½d. for 4 inch dimensions; 6½ inches, 1s. 1d. The enamelled goods are not warranted. Fish-kettles range from 13s. 8d. to 20s. 6d.; galvanized iron tubs, size 14, 1s. 5d.; 16, 1s. 10d.; 20, 2s. 6d. up to 5s. 4d.; galvanized pails from 1s. 6d. to 1s. 10d. Good wrought-iron kettles range from 4s. 8d. for 6 pints to 7s. 6d. for 14 pints. Copper kettles, barrel handles, 6s. 6d., 2 pints; 8s. 9d., 6 pints. This store has a capital selection of kitchen utensils, woodware, bicycle fittings, Britannia metal goods, gas fittings, carpenters' tools, household iron mongery. Sanitary goods are all the rage just now, so they have in stock a "sanitary" dust bin, made of strong galvanized iron, with lid, 12 x 12 and 12 inches deep, cost 5s. 6d.; 17 x 17 inches by 22 inches deep, 10s. 9d. Then garden tools are also very good and well assorted. Edging shears of best steel and very light, 9 inches, 5s. 9d.; 10 inches, 6s. 6d.; fitted with wheel, 7s. and 8s. Pruning knives run at 1s. 9d. to 2s. 4d. and upwards; barrows of galvanized iron, 23 x 19, 32s. 6d.; 31 x 28, 25s. 9d. The principal makers of mowers have also their goods on view and for sale here and a brisk trade is done. The store is run on the co-operative principle; pays a good dividend; its shares are at a high premium, and has thousands of members.

H. S. HOWLAND, Sons & Co.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

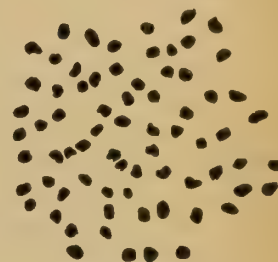


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.G.

TRY IT.

PROFIT IN QUICK PAYMENTS.

The question "Are quick payments profitable?" can only be answered in one way. They certainly are, both to the buyer and to the seller. For the buyer a saving of interest, at a high rate easy to be calculated, and for the seller a prompt settlement of the account. This cancels the risk, besides giving him ready money to use in his business. The interesting part of the question is, however, not whether such payments are profitable, but why we do not find more firms taking advantage of them. This opens up nearly the whole of the very large subject of general credits, if not of the conduct of business. At the present time, I will undertake to discuss only that part of the subject which concerns the reason why discounts are not more often taken, rather than what is to be gained by so doing.

This, as hinted above, carries with it the discussion of methods of business. Lack of capital is, perhaps, more often assigned as a reason for inability to discount one's purchases than anything else, and this, to the man who sees no way of increasing his capital, appears an insuperable difficulty. Those persons, however, who have had the pleasure of seeing a large business grow under their hands from very small beginnings, have learned that there are other ways to practically increase capital without actually having ready cash put in from outside sources. This is, perhaps, the portion of the subject which will prove, if not the most interesting, certainly the most valuable to the ordinary retail merchant. Good collecting—the calling in of funds which have for a long time been locked up in outstanding accounts, perhaps some of them being due from what the merchant is in the habit of considering the best class of trade, and which he fears to make much of an effort to collect from, owing to the danger of incurring ill-will and perhaps losing patronage

—good collecting, I repeat, is essential. He should remember that there is no money made on the sale until the account is paid, and that over it stands an interest charge which slowly but surely eats up the profit. Often in this best class of accounts are found those which for one reason or another drop into the lower class, and a fair proportion of them are never paid at all. The nearer the seller who has not an unlimited cash capital can arrange to do a strictly cash business himself, the more possible it will be for him to do his buying for cash.

Another method of increasing the ready capital at one's command is by turning old stock into cash. There are few stores, if any, in which goods do not accumulate which are not easy to sell. Changes of styles, broken assortment, to say nothing of actual mistakes in buying, all contribute to this end. A certain amount of stock must necessarily be carried, but no matter how carefully this part of the business is looked after, there are accumulated goods which originally cost money, but which it is hard to again turn into it. Every dollar of such stock that is sold furnishes the merchant with a dollar with which to buy goods which can be turned in a short time, thus giving him the cash with which to discount new purchases. Another cell in which is locked up many a good dollar is that of too large a stock. In these days when most of the business is done by travelling salesmen, who are selected in the main simply for their ability to sell the most goods, it is not always easy to confine one's purchases within the limit originally dictated by the best judgment. Added to this is the demand which every storekeeper has often had from people coming in every day and asking for an article which he has not on his shelves. It is easy at such times to think that if the wished-for article were only in his store an easy sale and sure profit might have been made. Everyone of our most successful business men have, however, learned that

there are some sales which it is more profitable to lose than to make, very largely because the profit on an occasional transaction is more than compensated for by the interest on the stock of goods which he would be compelled to carry, and from which he would sell only at rare intervals.

These are only a few of the many methods of increasing an active capital which will suggest themselves to the mind of a man who gives the matter careful thought. The reward which comes to the merchant who conducts his business on a cash basis is so ample that it should stimulate an intelligent effort on the part of those who have heretofore thought it impossible to accomplish.—Ex.

A GERMAN THEORY OF STOVES.

One Von Clausen, known in Germany as an engineer of some repute, has experimented much with stoves, and has arrived at some conclusions of an unique character. Having, as he says, found that much free oxygen escapes with the unburned fuel from chimneys, he concludes, contrary to the ordinary theory held in this matter, that less draught and higher temperature are needed in order to obtain perfect combustion, and these he secures in a stove 3 feet high by 1 foot in diameter, lined with fire brick; only the lower portion of the coal burns, a very small current of air being admitted to this, and passes upward sufficiently hot to cause its remaining oxygen to unite with the carbon monoxide gas in the upper portion of the coal. The products escaping into the chimney under this arrangement are represented as being colorless and quite cool, and if the results are correctly reported, less than three per cent. of the possible heat is lost, instead of the 80 or 90 per cent. ordinarily wasted.—N. Y. Hardware.



NEW GOODS.

"SAMSON" HOLD-BACK HINGE.

"Samson" is the name of a new spring hinge, being put on the market by the Shepard Hardware Co., Buffalo, N. Y. The firm is represented in this country by Mr. H. D. Simmons, 74 York St.

The features of the Hinge, which is here-with illustrated, are:

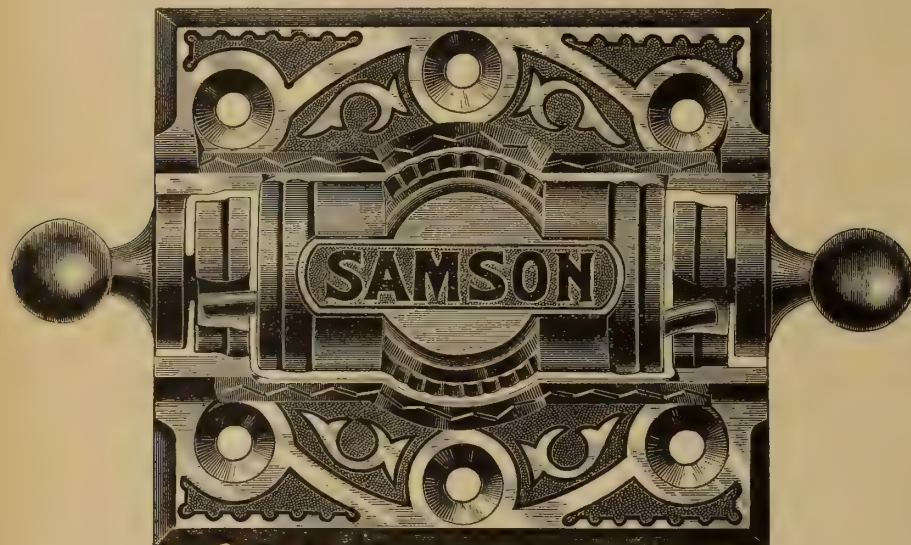
Gauge lugs or markers cast on the under side of one of the leaves, hold the hinges exactly in line while being screwed in posi-

tion. "Toe" piece or hook on end of projecting spring stud keeps spring coil from slipping off. Simple—three pieces only, two leaves and one spring. Both castings and spring extra heavy and strong. Attractive in pattern and finish.

The ratchet, pawl, and all of the working parts are manufactured from steel.

The blades are hand forged from special steel made expressly for this use, and are all carefully tempered and thoroughly inspected.

All of the parts are finely proportioned, nicely finished, and combine the greatest possible strength and durability, with elegance of style, making it a most desirable tool.



tion. "Toe" piece or hook on end of projecting spring stud keeps spring coil from slipping off. Simple—three pieces only, two leaves and one spring. Both castings and spring extra heavy and strong. Attractive in pattern and finish.

"HANDY" RATCHET SCREW DRIVER.

This screw driver is manufactured at The Augusta Machine Works, Augusta, Me. It is made in five sizes for the tool-box, and one for the pocket. The latter is especially adapted for Electrical, Telephone, Store Service, and similar work where a convenient

COPPER PRODUCTION IN THE UNITED STATES.

The United States now leads the world in the production of copper, by far outstripping any other copper producing country. Arizona and Montana have, during the past week, become important copper producing States, the latter ranking next to Michigan in this industry. Most of the metal produced is obtained direct from ores carrying for the most part only copper. It is also found in paying quantities in ores comprised chiefly of gold, silver and lead. There is difficulty in tracing these quantities to their



pocket screw driver is much needed. It is very strong, light and neat. Rapidity, ease, and convenience of operation are objects secured in this implement. It will operate

origin, for the reason that the ores are purchased by lead and copper smelters in the open market. Frequently the copper in the first ore is not in sufficient quantities to be

marketable. In the matter of lead smelters and refiners it appears in a concentrated form and becomes quite a factor. Figures from the census bulletin, compiled by Charles Kirchoff in the Engineering and Mining Journal, show the copper production of the principal States during the year 1889 to be as follows: Michigan, 2,443,733 short tons; Montana, 698,837; Arizona, 155,586; New Mexico, 34,586, making a total of 3,332,742 short tons.

Only after an extended experience have the Lake Superior copper mining companies been able to solve the difficult problems, upon the solution of which depended the successful operation of their mines. Unlike other copper regions, the metal occurs in the native state, so that experience in older mining regions could not be brought into service. By means of powerful drills and heavy crushing machinery, large quantities of rock are handled and copper profitably extracted from very low grade rock. These mines now rank with the very best in this country.

Although the district certainly possesses great advantages, it is also hampered by drawbacks. The copper is found in the rock in the native state. It only needs to be crushed and washed to separate the metal. A yield of 87,455,675 lbs. of ingot was obtained from 117,804,926 lbs. of mineral, the average percentage of copper being 74.24. In the majority of cases the amount of copper in the rock is small. Of the total amount of tonnage hoisted, the average yield of ingot is only about two per cent. This necessitates the handling of an enormous tonnage to produce a medium amount of copper. It also necessitates extensive work underground, and a heavy investment in equipping plants with power drills, hoisting, crushing and washing machinery. The latter requiring a great quantity of water, stamping mills are located where it can most readily be obtained, and where the large quantities of sand can easily be gotten rid of; and the transportation of the rock from the mine to the mill adds additional expense.

All this compels these copper mining companies to pursue a conservative policy, and takes from them their power to adjust themselves to any rapid fluctuations that may occur in the demand and supply. They are unable to respond immediately to calls for a heavier production, because of the expenditure involved in the preparations for an extension of operations, and the necessary time required for the execution of plans. An adjustment to the conditions of an overstocked market is quite as difficult. The minimum cost of handling the large quantities of rock is based upon running the entire equipment and force full time. Any falling off in the demand places the mining companies under undue operating expenses. In case of a total suspension of operations, two alternatives present themselves—the company must either provide for a steady outlay for the maintenance of mine and plant, or upon resuming operations pay a larger aggregate sum as a penalty for neglect. In view of all this, the conservative course usually pursued by the Lake Superior copper companies seems justifiable.—The Age of Steel (St. Louis).

—USE THE—
STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences; Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA.
NEW YORK.

CHICAGO.
LONDON.

KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E.R.C. Clarkson, F.C.A.
W. H. Cross, F.C.A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

MANDER BROS.,
Varnishes

Are acknowledged by the leading Painters
and Coach Builders to be the best. If you
deal in paints and varnishes you should not
be without them, and the renowned

CARMINETTE.

WALTER H. COTTINGHAM & CO,

Sole Agents for Canada,
56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.



Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

**We manufacture High
Grade Knives only.**

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.



Send for Catalogue and Price
List to

THE JOHN MORROW MACHINE SCREW CO.

INGERSOLL, ONT.

Mfrs. of Set, Cap and Special
rems, Studs, Finished Nuts, &c.



BROWN & CO.,

Manufacturers of

Square and Hexagon

HOT PRESSED NUTS.

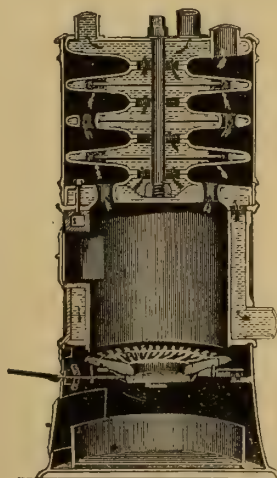
PARIS, ONT.

ROBERTSON'S STANDARD CROSS CUT SAWS.
"THE INVINCIBLE."



All our saws are made from Extra Refined Silver Steel, and are warranted to give per-
fect satisfaction. Owing to the large demand for our "Invincible," we would ask the trade
to order early, so as to enable us to give prompt shipments.

MANUFACTURED BY
JAMES ROBERTSON & CO.,
TORONTO.



-THE-
"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



COW TIES.



OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout.
There is no other chain on the market that will compare with these chains for strength, lightness
and handsome appearance. We confidently believe that our ties of a given number are fully equal in
strength to a size larger of any other make on the market.

If you have not yet tried THESE COW TIES SEND FOR SAMPLE half-doz. and discounts.
Manufactured by THE B. GREENING WIRE CO., Ltd., Hamilton, Ont.



The hardware store of Mr. S. L. McKay, Kingsville, Ont., was burned on Sunday night.

The James Smart manufacturing Co., Brockville, shipped a carload of stoves to the North West last week.

The Walkerville malleable iron works have contracted with the Edison Company for an incandescent lighting plant.

Wm. Craig, traveller for a wholesale hardware firm in Manitoba, is the guest of his brother, Thomas Craig, of Brockville.

Mr. H. P. Finlay has bought the general stock of Mr. George Sutherland, Fingal, Ont., amounting to about \$7,000 at a rate on the dollar.

Mr. E. C. Jones, Moncton, N. B. will shortly open a new business. He will confine his attention to glass, crockeryware and fancy goods.

Stratford & Taylor's store, Vernon, B. C., was burglarized the other night. About \$150 in cash, cheques and bills was stolen. The thieves escaped.

Mr. James Magee is undecided whether he will retain his woodenware establishment in London or not. His son is in Montreal consulting with eastern shareholders.

Mr. H. Horseman, for many years agent for the Massey Company, of Toronto, has been appointed general agent for Western Ontario for Messrs. Frost & Wood, Smith's Falls, Ont.

The Brantford Cordage Company has changed hands, having been purchased by the Consumers' Cordage Company, of Montreal. The price paid is understood to have been \$150,000.

It is reported that the McClary Mfg. Co., have purchased the Cousins House, corner York and Wellington streets London. The Company will by this accession own more than one-half of the block.

On Monday, November 9, the ratepayers of Smith's Falls are asked to vote \$6,000 for the erection of a new market building. The by-law is being strongly opposed by some of the town's largest ratepayers.

The James Stewart Manufacturing Company is calling for tenders for the erection of a factory in Woodstock. Plans and specifications may be seen at the office of James Stewart & Co., Hamilton.

Some time ago J. H. Anderson, of Hamilton, while prospecting for iron ore on the mountain, came across a bed of mineral sand containing properties which render it invaluable in the manufacture of mineral paint. A company has been formed to turn the discovery to practical purposes, the share-

holders being E. A. Colquhoun, James G. Allan, F. Fitzgerald, A. Gartshore and J. H. Anderson, the capital stock being placed at \$25,000. The company will manufacture mineral paint and supply moulding sand.

Messrs. Isaac Anderson, J. C. Anderson, C. E. Smith, W. C. Matthews and E. Lee Barr, of Toronto, are applying for letters patent of incorporation as "The Anderson Trading Company," with a capital stock of \$12,000.

An important announcement for the North-west is the application of Mr. H. W. McNeil, of Anthracite, N. W. T., and several other gentlemen for incorporation as a company to mine and to erect smelting furnaces in the mineral districts of the Rockies.

Messrs. P. A. Peterson, C. R. Hosmer, Robert Benny and Thomas Watson, of Montreal; H. C. Hammond, of Toronto, and John McFee, of Belleville, seek incorporation as the Crescent Gold Mining Company of Marmora, the capital to be \$100,000.

An important announcement for the North-west is the application of Mr. H. W. McNeil, of Anthracite, N.W.T., and several other gentlemen, for incorporation as a company to mine and to erect smelting furnaces in the mineral districts of the Rockies.

Mr. M. Goodsall, who has recently arrived in Vancouver from Montreal, is now building a store on Westminster avenue opposite the market hall, and will go into the hardware business. The store will be 60 feet long and 25 feet wide, and as there is not another hardware store in the neighborhood, he should do well.

Capt. J. B. Fairgrieve will build a \$60,000 steel steamship in Hamilton this winter to run between Montreal and Lake Superior points, the steel being manufactured by the Hamilton Bridge and Tool Company. She is to be 180 feet long and of 1,200 tons burden.

The merchants of Port Stanley, Ont., with the exception of one, have decided to close their places of business at 8 o'clock each evening of the week, Saturday excepted, to come into effect on November 1st. They signed an agreement to the above effect, and any one violating it will be fined ten dollars.

While Percy Acres, a clerk in J. W. Bowman & Co.'s gunshop on King street, Hamilton, was showing a gun to a customer, last Friday afternoon, the weapon went off and put a charge of duck shot through a \$90 plate glass window. The piece of glass struck Edward Stewart, who was passing, and cut him about the head and side. Acres didn't know the gun was loaded.

Howard Hughes' hardware store on East Talbot street St. Thomas, Ont., was discovered on fire about 3 o'clock on the morning of the 29th inst. and before the firemen succeeded in extinguishing the blaze, about \$700 damage had been done to the stock,

mostly by water, and \$200 damage to the store; both losses covered by insurance. Origin unknown.

Manager Littlehales, of the Hamilton Gaslight Company, has returned from the annual meeting of the gas men of the continent at New York. While there Mr. Littlehales' new invention of making gas was enthusiastically spoken of. He has applied for patent rights in Canada, England and the States. He has also arranged for a test of the new process. The new invention is expected to revolutionize the process of gas, as it extracts every ounce of gas from the coal. Should all turn out as Mr. Littlehales is confident it will, he will become a millionaire within a short period. The gas companies all over the States are anxious to secure the right to use the new process.

Mr. John Bertram, proprietor of the Canadian Tool Works, Dundas, Ont., is in the city on the way east from a trip through Manitoba, the North-west and British Columbia. Mr. Bertram does a large business in this country, having fitted up several of the best railway and machine shops in Manitoba and British Columbia. He employs one hundred and fifty men in his Dundas works. His late trip through this country has opened his eyes to its great extent and incalculable possibilities. He says the people of the east cannot appreciate the advantages and resources of the Northwest, and he believes the government should expend two or three million dollars in promoting emigration. Mr. Bertram is staying at the Leland.—Winnipeg Free Press.

The executive of the Montreal Board of Trade at its weekly meeting on Tuesday awarded tenders for the new Board of Trade building, the requisite amount having been subscribed. Messrs. Ford and Casey, representing a syndicate of Montrealers, are the people responsible, their tender being for \$354,000, and includes all the work of erection. The sub-contractors in connection with this syndicate are: H. Hutchinson, masonry; A. Cowan, brick work; Garth & Co., plumbing and heating; R. Reid, marble work; G. W. Reid roofing; Castle & Son, decorating; W. J. Cook, plastering, and the Edison Electric Light Company, lighting. The contract embraces the cost of demolishing the old buildings of the Cuivellier estate occupying the site, which is commercially, in fact the exact heart of the wholesale section of the city. The building when erected will have entrances on three streets—St. Sacrament, St. Peter and St. Nicholas. A better site could not be selected, as it is handy to the post-office, telegraph offices, customs house and various banking establishments.

P. CORRIDI,

Accountant, Auditor, Etc.

EXPERT AUDITING. BUSINESS INVESTIGATIONS AND GENERAL ACCOUNTING A SPECIALTY.

Accounts Adjusted, Books Opened, or Audited. Books written up. Trial Balances and Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£94 00s. od.	£90 5s. od.
Future—	92 12s. 6d.	91 00s. od.
Copper, B.E.S.—	51 to 54	52 10s. od.
Lead, S.E.	12 5s. od.	12 2s. od.
Spelter,	23 12s. 6d.	23 15s. od.
Antimony,	47 to 50.	47 to 50.
Tin Plates—Cokes	13s. 3d.	13s. 3d.
Pig Iron—Scotch } Warrants. }	47s. od.	47s. od.
No. 3 Middlesboro',	40s. 1½d.	39s. od.

MONTREAL MARKETS.

MONTREAL Nov. 6, 1891.

For the last few days of the previous week, there was a noticeable activity in rushing forward goods in anticipation of the advance in freight rates, which went into effect on Monday. Since that date trade has fallen off largely, and we have to report one of the dullest weeks as far as business is concerned since then. There is nothing doing in pig iron, or in fact any other line, of sufficient importance to have any bearing on prices, which can be called steady. This is due simply to the small supplies and with the exception of tin plates, cokes being slightly easier there is no change to note.

PIG IRON.

The advance on freights on Monday checked whatever desire there was for business in pig iron and we have a very quiet week to report. In fact beyond a few car lots of Carnbroe at \$19 there has been no business at all. Stocks here of all kinds are very light and if any decent business is done at all during the winter there ought to be a shortage before the spring. This may send prices up a trifle.

BAR IRON.

Bar iron furnishes little that is interesting. There is nothing doing in imported bar and domestic is nominally quoted at \$2 although

it is generally admitted that the mills have been doing business at a considerable shading on this.

SHEET IRON.

There is no nothing new about sheet iron to report. Values continue steady at \$2.60 for the more common sizes up to No. 20; No. 26, to 28, \$2.70 to \$2.80.

TIN PLATES.

The demand for tin plates is now over, canners having all the stock they want, and prices on cokes are easy at \$3.60 to \$3.75; charcoal unchanged at \$4.25 to \$4.50.

TERNE PLATES

There is no call for terne plate, but prices are unchanged.

CANADA PLATES

Business in Canada plates is unimportant, and prices rule easy at the decline noted last week, viz: \$2.65 to \$2.75.

COPPER, LEAD AND TIN.

Copper is dull and easy, and although our quotations are unchanged at 13½ to 15, it is likely that the figure would be cut on in the case of a round order. The same can be said of tin which rules easy at 22 to 23c. While lead is the same at \$3.50 to \$3.75.

GALVANIZED AND ZINC SHEETS.

Galvanized sheets are quiet under a small demand, with prices as before 5 to 7c. per lb., and zinc sheets unchanged at \$6.50 per 100 lbs.

NAILS

The advance of freight rates on Monday induced some little activity during the latter portion of last week, from makers hands, but figures are hard to get at as ever. It is pretty evident however, that although \$2 to \$2.15 is still quoted as a nominal basis, it does not by any means represent prices paid for a good deal of the supplies.

CHEMICALS.

The market has been a fairly active one for heavy chemicals and the general tendency of values is steady. Business, however, is somewhat slower than the last few days of last week in consequence of the imposition of winter freights which went into effect on Monday last. In heavy lines sal soda is in demand some round lots having changed hands at 95c. and as most of the shipments on the way are sold to arrive the price will be higher. In fact for ordinary jobbing business we now quote \$1 to \$1.10. Bleaching powder is scarce and firmly held at 2¼c. for wholesale lots. There is very little sulphur offering and extreme prices are asked and obtained. Caustic soda is unchanged. Sulphate of Copper is firmer on the other side according to cable advices and Gambier has advanced ¼c. per lb. at primary markets.

OILS.

The oil market was active for the latter portion of last week, but the imposition of water freight on Monday last has checked business since then. Cod oil is quiet, and seal oil is the same way with no change in either. Linseed oil rates at 60 to 62c. for raw, and 62 to 64c. for boiled, with some business on this basis. Cod liver and castor oil continue quiet without any important developments.

LEADS.

There is no change in leads, which meet a fair jobbing demand at former quotations. We quote: Choice, 6 to 6 1-2c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c.; red do., 4 1-2c.

GLASS.

There is a fair demand for glass in a jobbing way on the old basis of \$1.35 to \$1.40.

NAVAL STORES.

There is only a quiet demand for turpentine, but stocks here are small and the market holds steady at former prices. In ship chandlery generally business is quiet. The quotations are as follows:—Turpentine, 56 to 57c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT AND FIRE BRICK.

The demand for cement continued until Monday last, when the advance in freights had effect on it as on other heavy lines. There is no change in prices, which if anything are firmer on the account, at \$2.30 to \$2.50, according to quality. Firebricks are being moved off in good sized lots and prices have a decidedly firmer tendency at \$18 to \$23.50.

PETROLEUM.

There is a brisk demand for both Canadian and American oil. The price of American has been reduced owing, it is said, to competition of a high grade Canadian oil, which is meeting with considerable favor. There is no change in the price of Canadian on spot, but cutting is said to be going on at a great rate in Quebec. Crude is quoted at \$1.34½ at Petroleo. We quote: Canadian 12c. at Petroleo, 13¼c. in car lots at Montreal, and 15c. for single casks. American, 19¾c. in car lots, 20½c. in 10 brl. lots, 20¼c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c. and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Nov. 6, 1891.

All fall orders for hardware are now either filled or in course of delivery. A good sorting up trade continues to be done, room being left for such after-business by the cautious policy of the retailers in placing their advance orders while prospects were in a very embryotic state. Importers also bargained for shortage of supplies in retail hands if these supplies should be limited to what was contracted for for future delivery, and provision was made for a good sorting up trade, which is now being realized. The hardware trade, though quite active, would be materially improved by a freeze-up or a snowfall, which not only would bring certain lines in stock into request, but would start the movement in currency that has been so long delayed. In iron and metals a quiet week has very generally been the rule among dealers.

IRON AND STEEL—The movement of British pig iron is usually arrested by the advance in cost of transit that is due on the close of St. Lawrence navigation. As a consequence of freights being no longer obtainable for delivery by the last boats nothing is coming in just now, and little interest appears to be evinced by the foundrymen. They are certainly not very liberally stocked, and the general impression is that many will buy Scotch iron after New Year's. We hear of big founders who will be on the market in January, though heretofore they have always bought in the fall sufficient stock to carry them over the winter. British iron can be brought in via New York at reasonable figures. As to United States pig, business has not been particularly lively. The operations in the foundries, though reported brisk is evidently maintained by supplies of raw material bought some time ago, but plainly now making way for early drafts from the furnaces. Prices continue at the following quotations;

BRITISH—

No. 1 Calder \$23. No. 1 Middlesboro \$20.75
No. 3 Calder \$22. No. 3 Middlesboro \$20.25
No. 1 Sum'lee \$23 to 23.50 Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21.50,
Gloss \$22-\$23
Woodward \$22-\$23.

CANADIAN—

No. 1 Siemens \$22.50.
" 2 " \$21.50.
" 3 " \$21.

The Charlotte Iron Work will start up their furnace in December, when they will be prepared to stock the market. Messrs.

Drummond & McCall, represented in this city by Mr. A. H. Colquhoun, are their agents in Canada.

The Canada Iron Furnace Co., at Radnar, Que., will be in full blast in five weeks, turning out their well known C. F. J. charcoal iron.

Bar iron is in moderately good demand, and though not so active as it was a fortnight ago, is still satisfactory, on account of the volume of the business done during the earlier part of the season. The price is \$2.05 for ordinary and \$2.50 for refined.

COPPER—The demand for copper has fallen off very perceptibly from last week's activity, and quietness prevails. The price is down in England, and easy, though with no change in quotation here. It is 14½ to 15c. in ingots, and 18 to 20c. in sheets.

TIN—Pig tin always sells. A decline from last week's business is to be noted. Prices are maintained at 23 to 24c. for 56 lb. ingots, 23 to 23½c. for straits 100 lb. ingots, and 24½ to 25c. for strips.

LEAD—The price is 3½ to 3¾c., with weakness a more pronounced feature at the moment. Moderate buying continues.

ZINC AND SPECTER—In England block zinc is higher, though sheets are nominal. The stiff prices have put English spelter out of this market, and the United States market is looked to for supplies. Prices are unchanged at 5¼c. for domestic and 6c. for imported. Sheets are 6¾ to 7c.

ANTIMONY—Is very firm and on the advance abroad. Business is quiet here at former prices, that is 14½ to 15c. for Cookson's and 13½ to 14c. for other brands.

TIN PLATES—Deliveries are now satisfactory. Charcoal plates are in ample supply, and cokes are more plentiful. Importers are thus enabled to forward stock contracts for fall supply. Business otherwise is very limited. Prices continue to be: I C coke, \$4 to \$4.25; I C charcoal, \$4.50 to \$4.75; I X charcoal, \$5.50 to \$5.75; I X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES—Are very dull, the trade in these having received a blow from which it shows no sign of recovery when the duty was put on. The price has undergone no change from \$8.25 to \$8.50.

CANADA PLATES—Fuller supplies have come to hand, so that delayed delivery no longer acts as a check to trade, but evidently some other cause does, as business is exceedingly backward. Prices are \$2.90 and \$3.

GALVANIZED SHEET IRON—No advance has yet taken place, though the firm position of a week ago warrants the expectation of

one, and prices are strong still. A satisfactory rate of demand has run through the week. Prices are firm at 5 to 5¼c. for case lots of 28 gauge and 4¾ to 5c. for 26 gauge.

BUILDERS' HARDWARE—Notwithstanding dulness in the building trade this class of material has been in pretty fair request. Prices are generally easy and encouraging to buying.

HORSE SHOES—The call for shoes is now particularly strong. Manufacturers cannot get stock on the market fast enough, the apprehension of sudden freezing-up having a very quickening effect upon the demand. Prices are \$3.40 to \$3.50.

HORSE NAILS—Are in strong demand, at 60 to 60 and 10 per cent from the list.

CORDAGE—The trade is quiet, as shipping is now over. The advance noted last week is due to the fact that differences have been fixed up in the National Cordage Association in the United States, which has an intimate connection with the Consumers' Cordage Company of this country, who have advanced their prices in the wake of a similar movement across the line. A sign of the connection between the two concerns is the recent refusal of the National Cordage Company to quote prices to an inquirer from this city.

WIRE—Is rather inactive. No change from list quotations is to be noted.

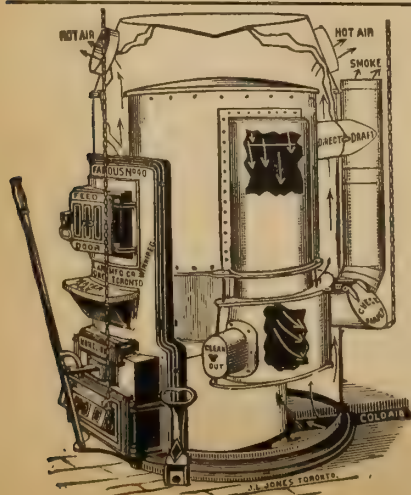
PAINTS, OILS AND COLORS.

Trade has dwindled into the small volume into which it always shrinks upon the approach of cold weather. Its activity has in fact been carried farther into late autumn this year than it commonly is. But now everything is quiet. The quotations made last week are in all respects good for this, viz., 5½c. for white lead, 57 to 58c. for raw, and 60 to 61c. for boiled linseed oil, 55 to 56c. for turpentine. All paints, except those in use by manufacturers, are quiet. The demand from the agricultural implement men and from carriage makers is what is looked to now to give a little animation to the paint market.

PETROLEUM.

A steady movement of stock at old prices constitutes the main force of the trade that is going on. The volume of business is up to that which is average in the fall trade usually, but otherwise does not call for comment.

The Petrolia Advertisers report: Petrolia crude \$1.34¼ per bbl. Oil Springs crude \$1.35 per bbl. The market is very quiet and



This cut shows our Steel Dome Low Radiator Furnace which is winning the highest praise from users.

It will pay to investigate its merits.

We would ask our friends to anticipate their stove wants as much as possible as we are running short of many lines.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

MARKETS—Continued.

very firm, with exceedingly few transactions taking place that is worthy of note.

There have been several new developments in the producing line the past week, particularly we might mention that mother earth being induced by the sights and oleageneous wishes of the fair ladies of Petrolia has smiled on them so far as to give the "Ladies Syndicate" a gusher in the Township of Moore. Mr. T. Sanson we are sorry to say has met with a severe loss in the same locality by the burning down of his rig, it was a complete clean out, and to make the matter more aggravating the Titchborne boys within a few feet had just completed the well for Mr. S. F. Griffiths. Mr. James Loughhead, Jackson Bros. and a dozen others are finishing wells and adding to our production every week, but with few exceptions the well in the North West do not continue sputters very long, the enormous pressure of gas peculiar to this territory has a trick of deceiving many an excited would be oil king, as soon as the oil bearing rock is reached all the oil in the immediate vicinity of a new hole is rushed to the same by the gas pressure and unless supported by good oil bearing rock the production soon falls down. Refiners appear to have settled down to the belief that prices for crude oil all along the line have been run up to the highest point that existing conditions justify, and that their is nothing to lose by following a conservative course for the present. The big fight in refined oil still continues and fractions and freights are brought into play like blackthorns at a Donnybrook fair. The Imperial Oil Co'y and the Premier Oil Co'y are the two principal contestants for supremacy on the market. A party informed us yesterday that refined oil could be purchased in London in bulk for 11 7-16 f. o. b. there. This is a fair sample of the fraction line of business. The small fry have to stand by and look on and in doing so its our humble opinion that their profits will show up larger at the end of the season.

GLASS.

New glass has been arriving since the week opened. The order-file of most importers was a large one, not only for stock bargained for in advance but for sorting up supplies. Hence shipments are being distributed as fast as they come to hand. Prices have advanced in Belgium and are now very stiff. The basis here is yet \$1.40 but subsequent purchases made by importers are expected to be at prices to high to continue at present quotations.

OLD MATERIAL.

Stock of this description is not readily convertible into money, and exchanges between buyer and seller are at prices that do not encourage free offering, while dealers would be satisfied if offerings would cease altogether for awhile. Last week's prices run on into this week. They are as follows:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to 11c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2½c.; scrap zinc, 2½ to 3c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs.

HIDES, ETC.

HIDES—Green have taken the drop that seemed inevitable more than a fortnight ago. The range is 4¾c. for weights under 60 lbs., and 5¼c. for heavier hides. The Chicago market has weakened a quarter since the decline here, and this is almost certain to inaugurate another drop here. Cured are unsteady at 5¾ to 5½c.

SKINS—With the first of the month 5c. more was added to the price of sheepskins, bringing them to 80c. Calfskins are rather scarce at 5 to 7c.

WOOL—Is perhaps imperceptibly improved, as some offerings have been taken at 19c. Buyers are not eager for business at 18c. for average quality.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Nov. 5, 1891.

In the several branches of the iron and allied trades there is enough business going on to keep matters in very fair shape, but evidence is wanting of sufficient increase in orders here or at other centers to relieve the

market from the rather monotonous position in which it has been for many weeks. While there is thus room for considerable improvement, a hopeful feeling obtains, since business now in sight almost guarantees that affairs will not change for the worse during the balance of the year, while a little more animation in some departments would be apt to give the general market more tone. The West, to all accounts, is in relatively better shape than the East, and it seems likely to lead any movement in the direction of decided change for the better.

On prices there are no changes to record in this market. Standard Northern foundry pig iron remains at \$17.50 to \$18 for No. 1 and \$16 to \$16.50 for No. 2 and inferior brands go at the usual difference less. Southern brands are still quoted at \$12 to \$13 for No. 1 and \$11 to \$12 for No. 2 at furnace. Mill grades at \$14 to \$15 delivered, according to brand. Bessemer pig barely steady at \$15 to \$15.50 at furnace. Scotch pig quiet at \$22.75 for Coltness, \$22 for Summerlee and \$20 for Eglinton and Carnbroe. Foreign spiegeleisen quoted at \$23 to \$24 for 10 to 12 per cent and \$27.50 to \$28 for 20 per cent and 80 per cent ferro-manganese at about \$63.50 to \$64.50 delivered here. Old iron rails are in limited demand, but steady at \$22 to \$22.50 for tees. Steel are dull at \$16.50. No. 1 wrought remains at \$19 to \$19.50, with little doing.

The association price for steel rails remains at \$30 f.o.b. mill, and quotations on billets, slabs, rods, etc., are about the same as given last week.

COPPER—The copper market is somewhat unsettled and business in the metal is momentarily on a moderate scale. Large blocks of Lake Superior ingot, it is said, would be taken at 11½c., but fair-sized parcels are offered at 11¼c. again, without finding buyers except in a limited way. The London market has undergone very little change. Latest quotations by cable were £46 5s. for spot and £47 for futures.

TIN—An advance of 10 shillings in London has stiffened prices for pig tin a trifle in this market, but the undertone seems yet to be rather weak, and purchases for both speculative and trade account have been on a limited scale. For November delivery there were sales at 19.80c. net cash on Saturday, but on Monday 19.90c. was lowest for 10-ton lots and 20.10 to 20.20c. was asked for jobbing quantities. Latest London quotations were £89 15s. for prompt and £90 10s. for future deliveries.

DECORATED TIN GOODS.

We are now working on several new lines of above. See samples from time to time at our warehouse, 11 Front St. West.

New this week—Decorated Round Waiters.

Thos. Davidson & Co.

MARKETS—Continued.

LEAD—Pig lead has undergone a further decline, this time selling down to \$4.10c. At that price buyers were as indifferent as they have been at previous declines, and the market is possibly dull as well as weak.

SPELTER—Spelter has moved in the same direction, without leading to the slightest improvement in sales, and \$4 $\frac{3}{4}$ to \$4.90. is now full value for Western brands.

TIN PLATE—Tin plate finds limited sale as yet, and there is no inquiry for round lots except from canners of export goods. Values have undergone no change.

IS THE APPRENTICESHIP IDEA WORTH PRESERVING.

We find in an English representative hardware journal, says the American Artisan, some interesting remarks upon the subject of apprenticeship from which we gather that, as with ourselves, the old system of binding a youth for a long term of years in order that he may become a duly qualified workman or tradesman is less practiced in England at the present time than it was in former years. Our contemporary is not willing to admit this is the case in the hardware trade, although acknowledging that the term of service of apprentices has been materially shortened even in that line of business. Our English contemporary refers to the "good old times;" when it was considered essential that a youth having "finished school" should look about for some genial occupation, and having found it should be duly bound by attaching his signature to a formidable parchment, for a term of seven years to his employer. This term has now been shortened to five years, and in some cases to three years, a fact which induces the English journal to express the belief that "no youth can possibly learn the multifarious intricacies of the ironmongery trade in three years—indeed," it regretfully adds, "there are many, unfortunately, who come to the end of the full seven years without having a more than sadly imperfect knowledge of the trade."

The English people are intensely conservative in their views and are in the habit of sticking to their old customs and traditions with as much tenacity as an ivy plant does to a church ruin; it is not to be wondered, therefore, that the shadow of the passing of the apprenticeship system, a practice handed down from a time beyond which the memory of man goeth not, should awaken comment. While we may be inclined to indulge in occasional pleasantry at the old-fashioned ways of our cousins over the water, there is no denying the fact that a system which assures to a boy a thorough training under wholesome influences during the year when he is not susceptible to good or evil ascendencies, is one which it would be almost a rational misfortune to see swept away. It is an acknowledged fact the world over that men who have faithfully served out their terms of apprenticeship

under the English system are almost without exception competent workers, whether as handicraftsmen or as tradesmen. Having learned thoroughly a certain trade they are content to devote their lives to it, and so the knowledge acquired during the long term of apprenticeship serves as a foundation, we may say, upon which their industrial lives are built. As the trade paper upon whose reference to the subject these remarks are based truly says, while deploring the possible abandonment of the system of binding youths to an employer by means of indentures of apprenticeship: "In the absence of the apprenticeship agreement there would certainly be constant changes on the part of the young men, who would become 'jacks-of-all trades and masters of none.'" Do not these remarks apply very closely to our own condition? Apprenticeships are almost unknown among us in a majority of the trades. Among the manual industries as distinguished from the retailing trades the workmen's unions regulate the apprenticeship question. In some of the manufacturing branches they have "regulated" it with such nicety that an American boy has no possible chance to become an apprentice even if he so desires. In the stove moulding industry, for instance, it is computed that under the rules of the union as at present in force it will not be a great many years before the genus stove-molder becomes extinct.

In our system of storekeeping, too, the apprentice is almost altogether unknown. When help is needed in a hardware store, a card placed in the window or a want advertisement in the daily paper generally brings it. The idea of seven years being required to learn "the multifarious intricacies of the ironmongery trade" is one which would be likely to furnish a good deal of humor to the average American young man who has his own way to make in the world, and who, in many instances, before reaching maturity thinks he has absorbed all the knowledge necessary to successfully "run" different kinds of business enterprises. It is true the knowledge he has gained is neither deep nor lasting—or at least it only lasts until the desire or the necessity for another change of occupation comes about.

It is to be feared that valuable as the apprenticeship system is, very few of our young men in the present day would care to bind themselves for seven years to learn the mysteries of any trade. In the argot of the day "life is too short" to permit what is perhaps erroneously considered a sacrifice of such a long term at small wages. In our country, too, the opportunities are so great, and our manner of life so changeable and feverish, that a practice which would appear to be an advantageous one in less go-ahead countries might be simply an abuse of opportunities here. We doubt very much, nevertheless, whether the abridgment by the labor unions of our youths' opportunities for learning useful trades, or the neglect of such opportuni-

ties on their own part, is fraught with beneficial results to the country or compensating advantages to themselves.—Sanitary News.

Another meeting of the white lead manufacturers of Canada was held in Montreal on Tuesday and Wednesday. Toronto grinders were represented. They met for the purpose of arriving at some arrangement whereby the present unsatisfactory condition of the trade might be amended. The unanimity of the meeting as to the meagre returns from the white lead business done during the last three or four years, would tend to show that more profitable prices will hereafter have the support of the manufacturers.

The note struck by the Deseronto Tribune in the following paragraph will find responsive chords in the experience of the majority of general merchants and grocers just now. It says:—Business men in town complain of the great difficulty which they experience in collecting debts, both large and small. They are too frequently only paid in promises. They say there is a lamentable want of honor in keeping a promise to fulfil obligations. "I will pay you next week sure," has become a stale story on which no reliance is placed. There are silly people who get angry when in the ordinary course of business they are presented with a statement of their accounts. They flare up and threaten to take away their custom. The town has more than its share of dead-beats. The machinery of the law is slow and unsatisfactory in collecting lawful debts as far as Deseronto is concerned. The limits of forbearance are about reached.

A gentleman with a hardware jobbing house, who was on the car, gave his first experience in the hardware business. He said: "When I was a boy and first entered the business the men in the house had a habit of sending green newcomers out on impossible errands. I was given a written order with instructions to go to Shapleigh's and other houses and see if they had the goods. I rushed off as hard as I could. The first man I tackled looked at the order, smiled, and said they were out of stock. Off I went to another house. Same result, except that in this case I was greeted with a broad grin. I grew suspicious. When the order was handed back to me I read it carefully. What do you think that it was? 'One half-dozen four-inch post holes; quarter dozen brass-bushed key-holes.' Then I tumbled. I was red hot, but determined to get even. I went to Henry Niensted's, sat down for about two hours, and then rushed back to the house, ostentatiously running through the main office as though I was hustling. 'Hold on there, Frank! Where have you been all the afternoon?' asked Mr. —. 'Been out all over the city after some goods,' I replied, holding the order out. He looked at it, and then the storm broke. The men who played the trick were called down, and it was the last time they ever sent a boy out to buy post holes for the Simmons Hardware Company."—Ex.

DO YOU SELL COOKERS ??

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL : Ask your Jobber for them.

Sole Makers : **THE EUSTIS MFG. CO.**, 49 St., Bayonne, N.J.

SAPOLIO Is a solid handsome cake of **SCOURING SOAP** Which has no equal for all cleaning purposes except the laundry. It will clean paint, make oil cloths bright and give the floors, tables and shelves a new appearance. It will take the grease off the dishes, and off the pots and pans. It scours the knives, the wash basin, bath tub, even the greasy kitchen sink. It brightens all metals except silver or gold. If you have not sold it yet, send your order at once to

EMIL POLIWKA & Co.
36 Front St., East, Toronto, Ont.
Dominion Agents.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers

Toronto and Winnipeg.

Tulloch & Co'y

Manufacturers' Agents and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

60W

P. DOTY & SON,

Successors to

W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

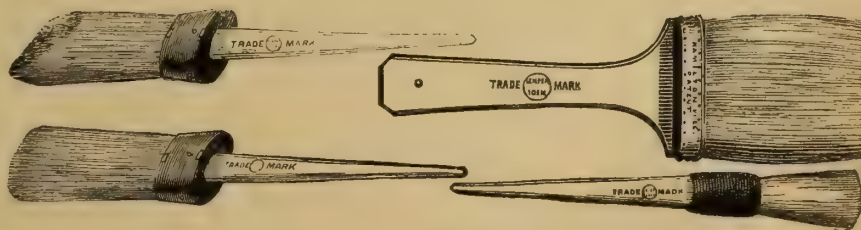
Root

BASKETS

P. DOTY & SON

Oakville, Ontario.

PAINTERS' BRUSHES,



TRADE

SEMPER
IDEM

MARK.

We manufacture the **Best Brushes** only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,

96 Clerkenwell Road, London, England

ROOFS AND ROOFING MATERIAL.

The foundation of a building, says the Chatanooga Tradesman, is conceded to be the most important part of it. If the foundation is wrong it is all wrong, as a rule, and it is hard to correct a defect in it without first removing the building. Conceded that a good foundation is the first great requisite of a good building, surely the next important thing is the roof.

It is a popular impression that the lighter the roof the better, and, as a consequence of this impression, many roofs that are entirely too light are in use. It is a question if the popularity of light roofs is not a fallacy that has come into existence as an adjunct, and a necessary one, too, of light walls and poor foundations. If the foundations are substantial enough to support a solid set of walls, and the walls are built that way, why should there be a demand for a light roof?

The roof is always the first thing to go in a wind-storm, and it is the part that first succumbs to the action of the weather and the elements. Of late years iron and tin have become the most popular, because a roof of these materials may be light and at the same time substantial and strong. They also have the advantage of longevity if properly cared for.

I was passing a large factory in Ohio not long ago and saw something that led me to believe that the new theories about roofs are to a great degree wrong. Workmen were tearing the roof off of this factory, and I stopped to see the process and ask a few questions. In reply to queries I found that the roof that was being removed was the old-fashioned pitch and gravel kind; that it was put on in 1852 and had never leaked a drop. I asked why it was being removed and was told that the owner of the factory had decided that the roof was antiquated and that he would put on an iron roof, though the old one had never leaked and had not cost on an average more than a dollar a year to keep in repair. I thought the man was making a mistake, but as it was none of my affair I said nothing to him about it. I made a pretext to get on to the roof to see how it had been put on. I found it one of the most substantial I had ever seen, and I decided at once that no tin or iron roof would ever give such service. In the first place the sheeting was ploughed and grooved boards, and on them had been laid a layer of felt, coated with diluted tar on both sides. On top of this a thick coat of fine pitch had been spread, and over it had been sprinkled fine, sharp gravel. The gravel had been put on while the pitch was fresh, and so thick that the tar did not show through anywhere, making a roof as nearly fire-proof as anything but slate, and one that was as impervious to water as a duck's back. The simplicity of the roof made it very easy to repair in case by any accident it should

show a break. All that was necessary was to pour on a gallon of tar and a peck of sifted gravel.

It seemed to me like iconoclasm to tear off a roof that had done good service for nearly forty years merely to satisfy a whim of fashion, and I've no doubt the owner of the factory will regret this decision to remove it before he's had more than a few years' experience with his new metal roof.

This roof was well suited to the factory and the locality and was a good one, but it must not be inferred that it is the best for all places. Where there is an intense heat under the roof and where the climate is such that for a part of the year the sun will make the tar run badly, a tar and gravel roof will not serve as well as iron or tin. For factory purposes, a good heavy quality of corrugated sheet iron, well painted, is probably the most serviceable of any except slate, which is the only everlasting roof known. But the weight of slate is against it for use on buildings where the roof has a large span. The iron roof seems to have come to stay, and it is the only kind that is accepted lately. The question then comes as to the best method of preserving this kind of a roof. It must be painted, but the word "paint" means so much and so little that the question has grown to be, what shall it be painted with? At one time a paint made out of white lead, oil and drier was considered the best, but white lead is too expensive, and many assert that for roof paint it does not make as good an article as some other things.

Iron paint, that is, pulverized iron oxide mixed with oil and drier, is supposed to make a good paint for roofs, but it has not the body of lead of some others. The great object to be attained in making a paint for metal roofs is to get something that has toughness and will not crack when the iron buckles and bends and expands and contracts, and which is not in a great degree susceptible to heat.

A paint for which all these qualities are claimed, and with some show of justness, has been made recently of tar, india rubber and glue, mixed in different proportions by different makers. These ingredients are boiled together and the paint is usually applied hot. I have seen paints made in this way applied to tin and so closely amalgamated with the surface of the metal that the paint could not be broken by either binding the tin or by stretching it. I have seen it used on stacks that were very hot all the time, and it seemed to last about as well there as on a plain roof.

On factory roofs, the matter of painting is one that presents itself so frequently that it becomes a part of the regular expense of maintaining the plant, just like insurance and taxes. Some factory owners think they find it economical to paint the roofs every year and very few think of letting a roof go longer than three years without painting.

On the whole, where it is possible, a roof that requires no care after it is put on is the cheapest and best, even though the foundations and walls have to be built a little stronger than they otherwise would to support

THE HISTORY OF HORSESHOES.

In the sculpturings of the ancients there is no evidence of the horses being shod with metal shoes. Among those found in the ruins of Persepolis, on Trojan's pillar, there are no horseshoes, while the shoes of the soldiers and the nails in the tires on the wheels of the carriages are imitated with the utmost minuteness. There is in the Mattei Palace of Rome a basso-relievo in honor of one of the hunting matches of Gallienus. One of the horses has on one of his feet what seems to be an iron shoe, which led Fabretti to declare that the use of the iron shoe is of the same antiquity as the basso-relievo. This was a natural supposition, but Winkelmann renders the inference doubtful by declaring that the piece of sculpture was repaired by a modern artist who added the shodded foot. A piece of iron was found in 1653 in the tomb of Childeric, who died in 481, supposed to have been part of a horseshoe, but it has never been proven that it was.

John Beckman, whose researches into the antiquity of the horsehoe were voluminous, arrived at the conclusion that the iron shoe, very much of the kind and shape now in use, dates back to the ninth-century. He insists that the old Latin authors do not definitely say that horses were shod with metal shoes. The most probable allusion to metal shoes is found in the description of the Trojan horse by Tryphiodorus, but that is not proof that the shoe was used at the time of the Trojan war, and may but be entitled to the same antiquity as the period when the poet wrote about it.

In his researches Mr. Beckman followed up the Greek word *selinaia*, which signifies a metal horseshoe, and was justified in placing its first use in the ninth century, which is substantiated by the fact that it is mentioned by the Italian, English and French writers of that century. When Boniface, Marquis of Tuscany, one of the richest princes of the time, went to meet Beatrix, his bride, in 1038, the horses were shod with solid silver. The nails were also of solid silver, and when any of them were dropped they belonged to those who found them. The practice of shoeing horses with iron shoes was introduced into England by William the Conqueror. He it was who gave the city of Northampton to a noble in consideration of his paying a stated sum yearly for the shoeing of horses, and instituted the office of general inspector of farriers.—Philadelphia Ledger.

Soap and water are cheap, but soil on goods is expensive.

Every line of goods embodies a history and a science worth years of study to understand.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

The Art Metropole
131 YONGE STREET,
TORONTO.

The Cheapest House in the
Trade for Tube Colors, Brushes,
Canvas and all Artists' Materials.

SEND FOR CATALOGUE.

JOHN WILSON'S
Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We can now supply the following: American and Canadian Meat Cutters, Enterprise and other makes, also Sausage Stuffers and Lard Presses. Cow Ties, American and English. Halter Chains, German and American.

Rope Halters, Hand and Machine-Made.

Web and Leather Halters in good variety.

Gross-cut Saws, "Disston's" Toledo Blade and ordinary perforated, also S. & D. Lance.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



SALES MADE OR PENDING.

The stove and tinware stock of George Trelford, Arthur, Ont., is sold.

The stock of B Woods, general merchant, Hillsburg Ont., has been sold.

The tinware stock in the estate of A. K. Bishop & Co., Owen Sound, Ont., is sold.

J. B. Wylie, general merchant, Almonte, The estate of J. W. Bourque, general merchant, Amherst, N.S., is advertised for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Randall & Glass, general merchants, Bayfield, N. S., have dissolved.

Boright & Soule, general merchants, Cowansville, Que., have dissolved.

Holtby Bros., plumbers and gas fitters, Toronto Junction, Ont., have dissolved.

Hinck & Ulrich, general merchants, Longenburg, N. W. T., have dissolved, Paul Ulrich continuing.

REMOVALS AND DEATHS.

J. F. Pearce, general merchant, Uxbridge Ont., is dead.

FIRES.

Ramsay & Clingham, general merchants, Virden, Man., are burnt out.

Wilcox & Co., general merchants, Virden, Man., are partially burnt out.

H. E. Hughes, tinware dealer, St. Thomas, Ont., is partially burnt out. Insured.

Frame & Miller, hardware and lumber merchants, Virden, Man., are burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Wm. G. Coombs, manufacturers' agent, Halifax, has assigned.

S. L. Tingley, general merchant, Aspy Bay, N.S., has assigned.

Wm. Proudfoot, general merchant, Hopewell, Ont., has assigned.

The Toronto Mill Stock and Metal Co., is offering to compromise.

Derby & Co., general merchants, St. Charles, Que have assigned.

Mrs Laurina Stevens, general merchant, Wallace N. S., has assigned.

Nathaniel McNair, general merchant, Bel River Crossing N. B. has assigned.

Joubert & Le Pailleur, grocers and hardware dealers, Montreal, have assigned.

Edward Young, general merchant, Burlington, N.S., is offering to compromise.

James H. Cummysky, general merchant, Hickey's Wharf, P. E. I., have assigned.

Magor Bros. & Co., shipping and commission merchants, Montreal, have suspended.

Albert B. Ormsby, proprietor of galvanized iron works, Toronto, has assigned to W. C. Reawan, Toronto.

D. E. McDiarmid & Co., general merchants, Dutton, Ont., have assigned to Jos. Bonnick, Toronto.

SOME REFLEXIVE QUESTIONS.

Does the condition of the public highways effect your trade, and in what way?

By adopting which principle, cash or credit, will a merchant do the most business and find himself better off at the end of the year?

If you have been an advertiser, what system has proved the most profitable?

Do you find cheap or high railroad fares the greatest advantage to your business?

Does cutting prices in competition bring you a desirable trade or, is their anything gained by it in the end?

Are you bothered with loungers about your store; and if so, what means do you take to break it up?

Do lady clerks aid in bringing certain customers that you would otherwise lose?

Do you find it difficult to secure efficient help in the way of clerks? What do you think constitutes good help?

Do you visit the wholesalers and jobbers often; or, can you do as well by patronizing drummers and agents?

Do you find much information in trade journals and do you subscribe for many.—Country Merchants and Storekeepers' Guide.

THE ANTIQUITY OF WIRE.

It is not generally known that the manufacture of those metallic filaments or shreds known as wire is one of considerable antiquity, and has been traced by good authorities as far back as the period of early Egypt. A specimen of wire made by the Ninevites some 800 years B. C. is exhibited at the South Kensington Museum. Homer and Pliny referred to similar productions in their writings. From such remote eras up to the fourteenth century wire in its general acceptance was produced by hammering out strips of metal. The operation of wire-drawing is mentioned as early as the fourteenth century, for in the chronicles of Augsburg and Nurnburg, of 1351 and 1360 respectively, we find reference to wire drawers, so that it is reasonable to infer that the draw plate was known and used at that period. Rudolf of Nurnberg erected the first wire

drawing mill shortly after. About the year 1500 the credit of wire drawing was ascribed in France to Richard Archal. It was not until about 1565 that machine-drawn wire was produced in Great Britain, the manufacture being introduced by a native of Saxony, C. Schultz, and Caleb Bell, who had a mill driven by water power, in Greenfield Valley, Holywell, Queen Elizabeth being supplied with toilet pins from that mill. Inferior hand-drawn wire had been and was being made in the neighborhood of the Forest of Dean and elsewhere, but in the seventeenth century the improved manufacture was carried on in Yorkshire, and later on in the districts of Warrington and Birmingham, where the industry is still largely located.—London Iron and Coal Trade Review.

The early-closing business seems to be gradually playing out. This seems too bad, as winter is about setting in, when the volume of business done after seven in the evening is not likely to pay for the extra gas consumed, while at the same time inducing people to form the bad habit of deferring purchases (which could as readily be made in the daytime) until after tea. The by-law may have some harsh features, but, on the whole, it is a good thing for the clerks and storekeepers, and a conference of all interested would perhaps lead to the suggestion of amendments beneficial to all.—Port Hope Times.

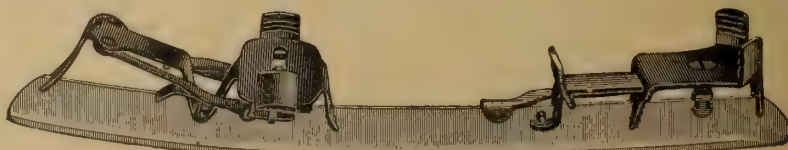
GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION \$1
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONT
THE J. B. McLEAN CO. (LTD) PUBLISHERS.

Here it is again---FORBES' NEW PATENT,

ACHIEVED !

ACHIEVED !

ACHIEVED !!



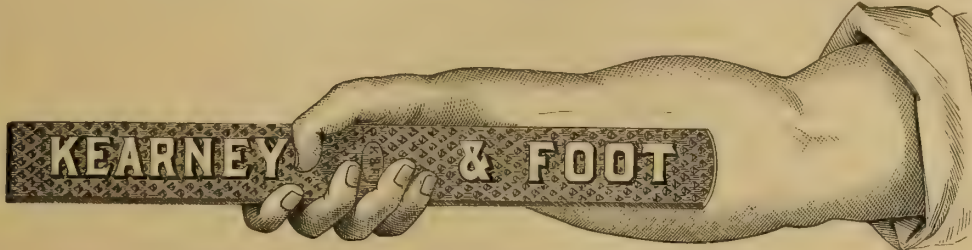
Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

OFFICES: 100-102 Reade St., New York, U.S.A.

**KEARNEY & FOOT CO**Manufacturers of **FILES AND RASPS.**
Superior quality fully guaranteed.Illustrated Catalogue
Price Lists mailed on
application.

WORKS: Paterson, New Jersey, U.S.A.

CAPACITY OF WORKS:
1,200 doz. per day.

PLEASE MENTION THIS PAPER WHEN WRITING US.

You can lose more than we do
by not subscribing for this paper

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

TAPER TOOTH.

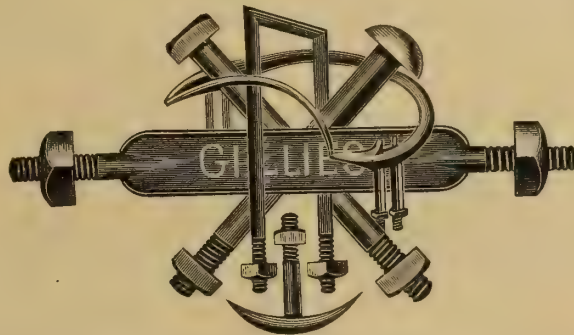
Write for Prices or Telephone 5120.

**A. B. JARDINE & CO.,**

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.**BOLTS****FORGINGS**Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts. Carriage Forging of all kinds. **SEND FOR PRICES.****GEO. GILLIES, Gananoque, Ont.****GENERAL STOREKEEPERS**
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR**THE CANADIAN GROCER**which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES

Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

TORONTO ENG. CO.

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St. 18 Front St. West,
MONTREAL. TORONTO.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

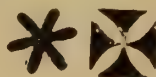
Find it necessary to caution the public against imitations of their manufactures

None are genuine unless bearing the

TRADE

GRANTED

MARK.



1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



Shepard Hardware Co
BUFFALO N.Y.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag--
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates--Charcoal Plates, Bright.
Bradley M.L.S. Per box

I.C., usual sizes .. \$6 00 \$6 25
I.X., " .. 7 25 7 50
I.X.X., " .. 8 50 8 75

Raven & P.D. Grades--
I.C., usual sizes .. 4 50 4 75
I.X., " .. 5 50 5 75
I.X.X., " .. 6 50 6 75
I.X.X.X., " .. 8 25 8 50
D.C., 12 1/2 x 17 .. 4 50 ..
D.X., " .. 5 75 ..
D.X.X., " .. 6 75 ..

Note--Other brands might be shaded
by 25c. per box.

Coke Plates--Bright.
Essemmer Steel--

I.C., usual sizes .. 4 00 4 25
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual
sizes .. 4 85 5 00

Note--Round lots of 14x20 might be
purchased at 10c. per box less.

Charcoal Plates--Terne.
Dean or J.G. Grade--

I.C. 20 x 28, 112 sheets .. 8 25 8 50
I.X. Terne Tin .. 10 50 10 75

Charcoal Tin Boiler Plates.
Cookley Grade--

I.X.X., 14x56, 50 sheet bxs }
" 14x60, " } 6 1/2c, 7c
" 14x65, " }

Tinned Plates.
72x30 up to 24 gauge .. 6 1/2 7
26 .. 7 1/2 7 1/2
28 .. 7 1/2 8

Iron and Steel.

Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb .. 0 13 1/2 0 14
Russian Sheet .. 0 10 1/2 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 60 5 00

Boiler Tubes.

2-inch .. 10 1/2c
1-inch .. 15

Boiler Plate.

1/2 inch .. \$2 45
5-16 " .. 2 35
3/8 " and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2 1/2, 3
22 to 24 .. 2 1/2, 3
26 .. 3, 3 1/2
28 .. 3 1/2, 3 3/4

Canada Plates.

Blaina .. 1/2 bright 2 90 3 00
Abercarne .. 3 00 3 10

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62 1/2 per cent.

Galvanized Iron.

Queen's Head--
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2, 5 1/2
28 " .. 5 1/2, 5 1/2

London Crown--
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2, 5 1/2
28 " .. 5 1/2, 5 1/2

Note--Cheaper grades about 1/2 cent
per lb less.

Chain.

Proof Coil, 3-16 inch, per lb .. 6 1/2
" 1/2 " " .. 5 1/2 5 1/2
" 3/4 " " .. 4 1/2 5
" 7-16 " " .. 4 1/2 4 1/2
" 1 " " .. 4 1/2 4 1/2
" 1 1/4 " " .. 4 1/2 4 1/2
" 1 1/2 " " .. 4 1/2 4 1/2
" 1 3/4 " " .. 4 1/2 4 1/2
" 2 " " .. 4 1/2 4 1/2
" 2 1/4 " " .. 4 1/2 4 1/2
" 2 3/4 " " .. 4 1/2 4 1/2
" 3 " " .. 4 1/2 4 1/2
" 3 1/4 " " .. 4 1/2 4 1/2
" 3 1/2 " " .. 4 1/2 4 1/2
" 3 3/4 " " .. 4 1/2 4 1/2
" 4 " " .. 4 1/2 4 1/2
" 4 1/4 " " .. 4 1/2 4 1/2
" 4 1/2 " " .. 4 1/2 4 1/2
" 4 3/4 " " .. 4 1/2 4 1/2
" 5 " " .. 4 1/2 4 1/2
" 5 1/4 " " .. 4 1/2 4 1/2
" 5 1/2 " " .. 4 1/2 4 1/2
" 5 3/4 " " .. 4 1/2 4 1/2
" 6 " " .. 4 1/2 4 1/2
" 6 1/4 " " .. 4 1/2 4 1/2
" 6 1/2 " " .. 4 1/2 4 1/2
" 6 3/4 " " .. 4 1/2 4 1/2
" 7 " " .. 4 1/2 4 1/2
" 7 1/4 " " .. 4 1/2 4 1/2
" 7 1/2 " " .. 4 1/2 4 1/2
" 7 3/4 " " .. 4 1/2 4 1/2
" 8 " " .. 4 1/2 4 1/2
" 8 1/4 " " .. 4 1/2 4 1/2
" 8 1/2 " " .. 4 1/2 4 1/2
" 8 3/4 " " .. 4 1/2 4 1/2
" 9 " " .. 4 1/2 4 1/2
" 9 1/4 " " .. 4 1/2 4 1/2
" 9 1/2 " " .. 4 1/2 4 1/2
" 9 3/4 " " .. 4 1/2 4 1/2
" 10 " " .. 4 1/2 4 1/2
" 10 1/4 " " .. 4 1/2 4 1/2
" 10 1/2 " " .. 4 1/2 4 1/2
" 10 3/4 " " .. 4 1/2 4 1/2
" 11 " " .. 4 1/2 4 1/2
" 11 1/4 " " .. 4 1/2 4 1/2
" 11 1/2 " " .. 4 1/2 4 1/2
" 11 3/4 " " .. 4 1/2 4 1/2
" 12 " " .. 4 1/2 4 1/2
" 12 1/4 " " .. 4 1/2 4 1/2
" 12 1/2 " " .. 4 1/2 4 1/2
" 12 3/4 " " .. 4 1/2 4 1/2
" 13 " " .. 4 1/2 4 1/2
" 13 1/4 " " .. 4 1/2 4 1/2
" 13 1/2 " " .. 4 1/2 4 1/2
" 13 3/4 " " .. 4 1/2 4 1/2
" 14 " " .. 4 1/2 4 1/2
" 14 1/4 " " .. 4 1/2 4 1/2
" 14 1/2 " " .. 4 1/2 4 1/2
" 14 3/4 " " .. 4 1/2 4 1/2
" 15 " " .. 4 1/2 4 1/2
" 15 1/4 " " .. 4 1/2 4 1/2
" 15 1/2 " " .. 4 1/2 4 1/2
" 15 3/4 " " .. 4 1/2 4 1/2
" 16 " " .. 4 1/2 4 1/2
" 16 1/4 " " .. 4 1/2 4 1/2
" 16 1/2 " " .. 4 1/2 4 1/2
" 16 3/4 " " .. 4 1/2 4 1/2
" 17 " " .. 4 1/2 4 1/2
" 17 1/4 " " .. 4 1/2 4 1/2
" 17 1/2 " " .. 4 1/2 4 1/2
" 17 3/4 " " .. 4 1/2 4 1/2
" 18 " " .. 4 1/2 4 1/2
" 18 1/4 " " .. 4 1/2 4 1/2
" 18 1/2 " " .. 4 1/2 4 1/2
" 18 3/4 " " .. 4 1/2 4 1/2
" 19 " " .. 4 1/2 4 1/2
" 19 1/4 " " .. 4 1/2 4 1/2
" 19 1/2 " " .. 4 1/2 4 1/2
" 19 3/4 " " .. 4 1/2 4 1/2
" 20 " " .. 4 1/2 4 1/2
" 20 1/4 " " .. 4 1/2 4 1/2
" 20 1/2 " " .. 4 1/2 4 1/2
" 20 3/4 " " .. 4 1/2 4 1/2
" 21 " " .. 4 1/2 4 1/2
" 21 1/4 " " .. 4 1/2 4 1/2
" 21 1/2 " " .. 4 1/2 4 1/2
" 21 3/4 " " .. 4 1/2 4 1/2
" 22 " " .. 4 1/2 4 1/2
" 22 1/4 " " .. 4 1/2 4 1/2
" 22 1/2 " " .. 4 1/2 4 1/2
" 22 3/4 " " .. 4 1/2 4 1/2
" 23 " " .. 4 1/2 4 1/2
" 23 1/4 " " .. 4 1/2 4 1/2
" 23 1/2 " " .. 4 1/2 4 1/2
" 23 3/4 " " .. 4 1/2 4 1/2
" 24 " " .. 4 1/2 4 1/2
" 24 1/4 " " .. 4 1/2 4 1/2
" 24 1/2 " " .. 4 1/2 4 1/2
" 24 3/4 " " .. 4 1/2 4 1/2
" 25 " " .. 4 1/2 4 1/2
" 25 1/4 " " .. 4 1/2 4 1/2
" 25 1/2 " " .. 4 1/2 4 1/2
" 25 3/4 " " .. 4 1/2 4 1/2
" 26 " " .. 4 1/2 4 1/2
" 26 1/4 " " .. 4 1/2 4 1/2
" 26 1/2 " " .. 4 1/2 4 1/2
" 26 3/4 " " .. 4 1/2 4 1/2
" 27 " " .. 4 1/2 4 1/2
" 27 1/4 " " .. 4 1/2 4 1/2
" 27 1/2 " " .. 4 1/2 4 1/2
" 27 3/4 " " .. 4 1/2 4 1/2
" 28 " " .. 4 1/2 4 1/2
" 28 1/4 " " .. 4 1/2 4 1/2
" 28 1/2 " " .. 4 1/2 4 1/2
" 28 3/4 " " .. 4 1/2 4 1/2
" 29 " " .. 4 1/2 4 1/2
" 29 1/4 " " .. 4 1/2 4 1/2
" 29 1/2 " " .. 4 1/2 4 1/2
" 29 3/4 " " .. 4 1/2 4 1/2
" 30 " " .. 4 1/2 4 1/2
" 30 1/4 " " .. 4 1/2 4 1/2
" 30 1/2 " " .. 4 1/2 4 1/2
" 30 3/4 " " .. 4 1/2 4 1/2
" 31 " " .. 4 1/2 4 1/2
" 31 1/4 " " .. 4 1/2 4 1/2
" 31 1/2 " " .. 4 1/2 4 1/2
" 31 3/4 " " .. 4 1/2 4 1/2
" 32 " " .. 4 1/2 4 1/2
" 32 1/4 " " .. 4 1/2 4 1/2
" 32 1/2 " " .. 4 1/2 4 1/2
" 32 3/4 " " .. 4 1/2 4 1/2
" 33 " " .. 4 1/2 4 1/2
" 33 1/4 " " .. 4 1/2 4 1/2
" 33 1/2 " " .. 4 1/2 4 1/2
" 33 3/4 " " .. 4 1/2 4 1/2
" 34 " " .. 4 1/2 4 1/2
" 34 1/4 " " .. 4 1/2 4 1/2
" 34 1/2 " " .. 4 1/2 4 1/2
" 34 3/4 " " .. 4 1/2 4 1/2
" 35 " " .. 4 1/2 4 1/2
" 35 1/4 " " .. 4 1/2 4 1/2
" 35 1/2 " " .. 4 1/2 4 1/2
" 35 3/4 " " .. 4 1/2 4 1/2
" 36 " " .. 4 1/2 4 1/2
" 36 1/4 " " .. 4 1/2 4 1/2
" 36 1/2 " " .. 4 1/2 4 1/2
" 36 3/4 " " .. 4 1/2 4 1/2
" 37 " " .. 4 1/2 4 1/2
" 37 1/4 " " .. 4 1/2 4 1/2
" 37 1/2 " " .. 4 1/2 4 1/2
" 37 3/4 " " .. 4 1/2 4 1/2
" 38 " " .. 4 1/2 4 1/2
" 38 1/4 " " .. 4 1/2 4 1/2
" 38 1/2 " " .. 4 1/2 4 1/2
" 38 3/4 " " .. 4 1/2 4 1/2
" 39 " " .. 4 1/2 4 1/2
" 39 1/4 " " .. 4 1/2 4 1/2
" 39 1/2 " " .. 4 1/2 4 1/2
" 39 3/4 " " .. 4 1/2 4 1/2
" 40 " " .. 4 1/2 4 1/2
" 40 1/4 " " .. 4 1/2 4 1/2
" 40 1/2 " " .. 4 1/2 4 1/2
" 40 3/4 " " .. 4 1/2 4 1/2
" 41 " " .. 4 1/2 4 1/2
" 41 1/4 " " .. 4 1/2 4 1/2
" 41 1/2 " " .. 4 1/2 4 1/2
" 41 3/4 " " .. 4 1/2 4 1/2
" 42 " " .. 4 1/2 4 1/2
" 42 1/4 " " .. 4 1/2 4 1/2
" 42 1/2 " " .. 4 1/2 4 1/2
" 42 3/4 " " .. 4 1/2 4 1/2
" 43 " " .. 4 1/2 4 1/2
" 43 1/4 " " .. 4 1/2 4 1/2
" 43 1/2 " " .. 4 1/2 4 1/2
" 43 3/4 " " .. 4 1/2 4 1/2
" 44 " " .. 4 1/2 4 1/2
" 44 1/4 " " .. 4 1/2 4 1/2
" 44 1/2 " " .. 4 1/2 4 1/2
" 44 3/4 " " .. 4 1/2 4 1/2
" 45 " " .. 4 1/2 4 1/2
" 45 1/4 " " .. 4 1/2 4 1/2
" 45 1/2 " " .. 4 1/2 4 1/2
" 45 3/4 " " .. 4 1/2 4 1/2
" 46 " " .. 4 1/2 4 1/2
" 46 1/4 " " .. 4 1/2 4 1/2
" 46 1/2 " " .. 4 1/2 4 1/2
" 46 3/4 " " .. 4 1/2 4 1/2
" 47 " " .. 4 1/2 4 1/2
" 47 1/4 " " .. 4 1/2 4 1/2
" 47 1/2 " " .. 4 1/2 4 1/2
" 47 3/4 " " .. 4 1/2 4 1/2
" 48 " " .. 4 1/2 4 1/2
" 48 1/4 " " .. 4 1/2 4 1/2
" 48 1/2 " " .. 4 1/2 4 1/2
" 48 3/4 " " .. 4 1/2 4 1/2
" 49 " " .. 4 1/2 4 1/2
" 49 1/4 " " .. 4 1/2 4 1/2
" 49 1/2 " " .. 4 1/2 4 1/2
" 49 3/4 " " .. 4 1/2 4 1/2
" 50 " " .. 4 1/2 4 1/2
" 50 1/4 " " .. 4 1/2 4 1/2
" 50 1/2 " " .. 4 1/2 4 1/2
" 50 3/4 " " .. 4 1/2 4 1/2
" 51 " " .. 4 1/2 4 1/2
" 51 1/4 " " .. 4 1/2 4 1/2
" 51 1/2 " " .. 4 1/2 4 1/2
" 51 3/4 " " .. 4 1/2 4 1/2
" 52 " " .. 4 1/2 4 1/2
" 52 1/4 " " .. 4 1/2 4 1/2
" 52 1/2 " " .. 4 1/2 4 1/2
" 52 3/4 " " .. 4 1/2 4 1/2
" 53 " " .. 4 1/2 4 1/2
" 53 1/4 " " .. 4 1/2 4 1/2
" 53 1/2 " " .. 4 1/2 4 1/2
" 53 3/4 " " .. 4 1/2 4 1/2
" 54 " " .. 4 1/2 4 1/2
" 54 1/4 " " .. 4 1/2 4 1/2
" 54 1/2 " " .. 4 1/2 4 1/2
" 54 3/4 " " .. 4 1/2 4 1/2
" 55 " " .. 4 1/2 4 1/2
" 55 1/4 " " .. 4 1/2 4 1/2
" 55 1/2 " " .. 4 1/2 4 1/2
" 55 3/4 " " .. 4 1/2 4 1/2
" 56 " " .. 4 1/2 4 1/2
" 56 1/4 " " .. 4 1/2 4 1/2
" 56 1/2 " " .. 4 1/2 4 1/2
" 56 3/4 " " .. 4 1/2 4 1/2
" 57 " " .. 4 1/2 4 1/2
" 57 1/4 " " .. 4 1/2 4 1/2
" 57 1/2 " " .. 4 1/2 4 1/2
" 57 3/4 " " .. 4 1/2 4 1/2
" 58 " " .. 4 1/2 4 1/2
" 58 1/4 " " .. 4 1/2 4 1/2
" 58 1/2 " " .. 4 1/2 4 1/2
" 58 3/4 " " .. 4 1/2 4 1/2
" 59 " " .. 4 1/2 4 1/2
" 59 1/4 " " .. 4 1/2 4 1/2
" 59 1/2 " " .. 4 1/2 4 1/2
" 59 3/4 " " .. 4 1/2 4 1/2
" 60 " " .. 4 1/2 4 1/2
" 60 1/4 " " .. 4 1/2 4 1/2
" 60 1/2 " " .. 4 1/2 4 1/2
" 60 3/4 " " .. 4 1/2 4 1/2
" 61 " " .. 4 1/2 4 1/2
" 61 1/4 " " .. 4 1/2 4 1/2
" 61 1/2 " " .. 4 1/2 4 1/2
" 61 3/4 " " .. 4 1/2 4 1/2
" 62 " " .. 4 1/2 4 1/2
" 62 1/4 " " .. 4 1/2 4 1/2
" 62 1/2 " " .. 4 1/2 4 1/2
" 62 3/4 " " .. 4 1/2 4 1/2
" 63 " " .. 4 1/2 4 1/2
" 63 1/4 " " .. 4 1/2 4 1/2
" 63 1/2 " " .. 4 1/2 4 1/2
" 63 3/4 " " .. 4 1/2 4 1/2
" 64 " " .. 4 1/2 4 1/2
" 64 1/4 " " .. 4 1/2 4 1/2
" 64 1/2 " " .. 4 1/2 4 1/2
" 64 3/4 " " .. 4 1/2 4 1/2
" 65 " " .. 4 1/2 4 1/2
" 65 1/4 " " .. 4 1/2 4 1/2
" 65 1/2 " " .. 4 1/2 4 1/2
" 65 3/4 " " .. 4 1/2 4 1/2
" 66 " " .. 4 1/2 4 1/2
" 66 1/4 " " .. 4 1/2 4 1/2
" 66 1/2 " " .. 4 1/2 4 1/2
" 66 3/4 " " .. 4 1/2 4 1/2
" 67 " " .. 4 1/2 4 1/2
" 67 1/4 " " .. 4 1/2 4 1/2
" 67 1/2 " " .. 4 1/2 4 1/2
" 67 3/4 " " .. 4 1/2 4 1/2
" 68 " " .. 4 1/2 4 1/2
" 68 1/4 " " .. 4 1/2 4 1/2
" 68 1/2 " " .. 4 1/2 4 1/2
" 68 3/4 " " .. 4 1/2 4 1/2
" 69 " " .. 4 1/2 4 1/2
" 69 1/4 " " .. 4 1/2 4 1/2
" 69 1/2 " " .. 4 1/2 4 1/2
" 69 3/4 " " .. 4 1/2 4 1/2
" 70 " " .. 4 1/2 4 1/2
" 70 1/4 " " .. 4 1/2 4 1/2
" 70 1/2 " " .. 4 1/2 4 1/2
" 70 3/4 " " .. 4 1/2 4 1/2
" 71 " " .. 4 1/2 4 1/2
" 71 1/4 " " .. 4 1/2 4 1/2
" 71 1/2 " " .. 4 1/2 4 1/2
" 71 3/4 " " .. 4 1/2 4 1/2
" 72 " " .. 4 1/2 4 1/2
" 72 1/4 " " .. 4 1/2 4 1/2
" 72 1/2 " " .. 4 1/2 4 1/2
" 72 3/4 " " .. 4 1/2 4 1/2
" 73 " " .. 4 1/2 4 1/2
" 73 1/4 " " .. 4 1/2 4 1/2
" 73 1/2 " " .. 4 1/2 4 1/2
" 73 3/4 " " .. 4 1/2 4 1/2
" 74 " " .. 4 1/2 4 1/2
" 74 1/4 " " .. 4 1/2 4 1/2
" 74 1/2 " " .. 4 1/2 4 1/2
" 74 3/4 " " .. 4 1/2 4 1/2
" 75 " " .. 4 1/2 4 1/2
" 75 1/4 " " .. 4 1/2 4 1/2
" 75 1/2 " " .. 4 1/2 4 1/2
" 75 3/4 " " .. 4 1/2 4 1/2
" 76 " " .. 4 1/2 4 1/2
" 76 1/4 " " .. 4 1/2 4 1/2
" 76 1/2 " " .. 4 1/2 4 1/2
" 76 3/4 " " .. 4 1/2 4 1/2
" 77 " " .. 4 1/2 4 1/2
" 77 1/4 " " .. 4 1/2 4 1/2
" 77 1/2 " " .. 4 1/2 4 1/2
" 77 3/4 " " .. 4 1/2 4 1/2
" 78 " " .. 4 1/2 4 1/2
" 78 1/4 " " .. 4 1/2 4 1/2
" 78 1/2 " " .. 4 1/2 4 1/2
" 78 3/4 " " .. 4 1/2 4 1/2
" 79 " " .. 4 1/2 4 1/2
" 79 1/4 " " .. 4 1/2 4 1/2
" 79 1/2 " " .. 4 1/2 4 1/2
" 79 3/4 " " .. 4 1/2 4 1/2
" 80 " " .. 4 1/2 4 1/2
" 80 1/4 " " .. 4 1/2 4 1/2
" 80 1/2 " " .. 4 1/2 4 1/2
" 80 3/4 " " .. 4 1/2 4 1/2
" 81 " " .. 4 1/2 4 1/2
" 81 1/4 " " .. 4 1/2 4 1/2
" 81 1/2 " " .. 4 1/2 4 1/2
" 81 3/4 " " .. 4 1/2 4 1/2
" 82 " " .. 4 1/2 4 1/2
" 82 1/4 " " .. 4 1/2 4 1/2
" 82 1/2 " " .. 4 1/2 4 1/2
" 82 3/4 " " .. 4 1/2 4 1/2
" 83 " " .. 4 1/2 4 1/2
" 83 1/4 " " .. 4 1/2 4 1/2
" 83 1/2 " " .. 4 1/2 4 1/2
" 83 3/4 " " .. 4 1/2 4 1/2
" 84 " " .. 4 1/2 4 1/2
" 84 1/4 " " .. 4 1/2 4 1/2
" 84 1/2 " " .. 4 1/2 4 1/2
" 84 3/4 " " .. 4 1/2 4 1/2
" 85 " " .. 4 1/2 4 1/2
" 85 1/4 " " .. 4 1/2 4 1/2
" 85 1/2 " " .. 4 1/2 4 1/2
" 85 3/4 " " .. 4 1/2 4 1/2
" 86 " " .. 4 1/2 4 1/2
" 86 1/4 " " .. 4 1/2 4 1/2
" 86 1/2 " " .. 4 1/2 4 1/2
" 86 3/4 " " .. 4 1/2 4 1/2

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross..... 6 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... 7 25 8 00
" Sewing, ".....

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Jenning's Gen, net list to 5 p. cent dis.

Expansive.

Gilmour's, 47½ to 50 percent.
Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... per doz. 1 25 1 75
Mascot..... " 1 35 1 85
Erminie..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8..... 6 00
" No. 9..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz.. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 per

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz.. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World "..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold "..... 1 10
Queenston "..... 1 10
Napanea "..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18
Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz..... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz..... 16 00 51 50

P. S. & W., dis. 40 per cent.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, "..... 2 80 3 90
Fenns Corkstops, No 2 p.doz..... 1 70

Petroleum, per doz..... 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5

per cent.

Toronto File Co., 50 and 10 to 60 p.c.,

Amer. list.

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Rasps, Kearney & Foote's dis

Am list, 50 pc. 50 p.c. to 50 and 5 p.c

Horse Rasps, dis. 45 p.c. Amer. } Hellors

45 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list

33½ p.c.

Horse Rasps, Toronto File Co., 50 and

10 p.c., Amer. list.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50

and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00

Enterprise, discount 10 p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star..... 50 ft. 100 ft.

Double..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Per..... 50 ft. 100 ft.

Pilkington.

Ordinary
1st break..... \$6 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 76

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge.

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c
" Shepard's Noiseless, dis. 60 p.c
" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb..... 0 42 0 05

Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets

Screw, Eureka..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Spring..... 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc, discount 40 per

cent.

Planter doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross.. 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

dis. 35 to 37½ per cent.

HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.
Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.



THE HARDWARE Printing and Publishing Co., 6 Wellington Street West, Toronto.

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.

TRADE MARK FOR



HOLLOW WARE.

REGISTERED
TRADE MARK FOR



KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

Hardwares, Please stock
Spoooner's Phenyle Disinfectant
Deodorizer and Germicide Pow-
der (Bannerman's Patent).

The most effective known to Modern
Science. Prevents disease and "Sweetens
things generally" urgently needed in epi-
demic localities. Send for information,
everyone can afford it. (Brother-in-law to
Copperine), good seller winter and summer.
Nicely put up.

ALONZO W. SPOONER,

Maker for Dominion.

Port Hope, Ont.

How to Sell Goods

Send Ten Cents to the HARDWARE PUB-
LISHING CO. for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose
the above.

Commercial Travellers.

To any traveller who will send us one
new subscriber for three months we will
send all the back numbers of the paper con-
taining "Drum Taps." A most entertain-
ing sketch of a week spent on the road by a
well-known American Traveller.

PLATE GLASS,

ALL SIZES IN STOCK.

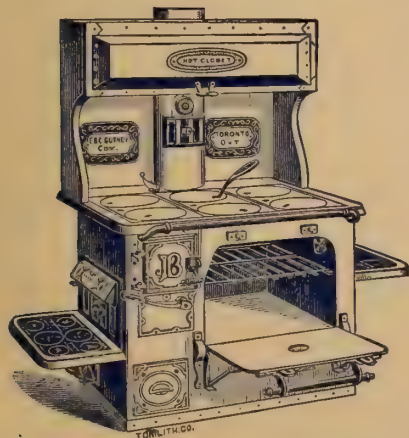
MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,
72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample
of this elegant and useful line of stoves.

Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers' experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

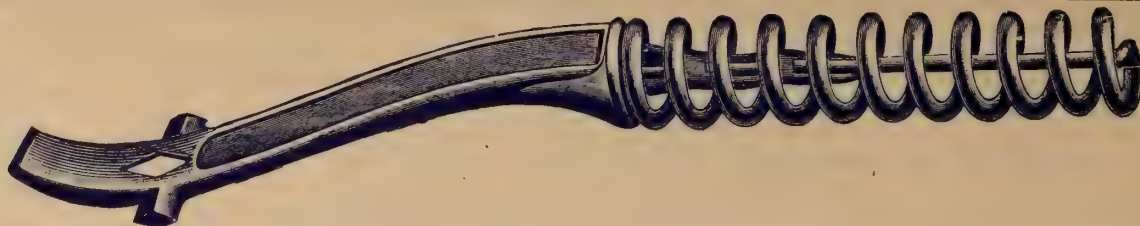
262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams
kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,

MONTREAL, - QUE.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Galvanized,
Spring,
Tinned,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

NOV. 14, '91

2.00 a Year.

10 Cents a Copy



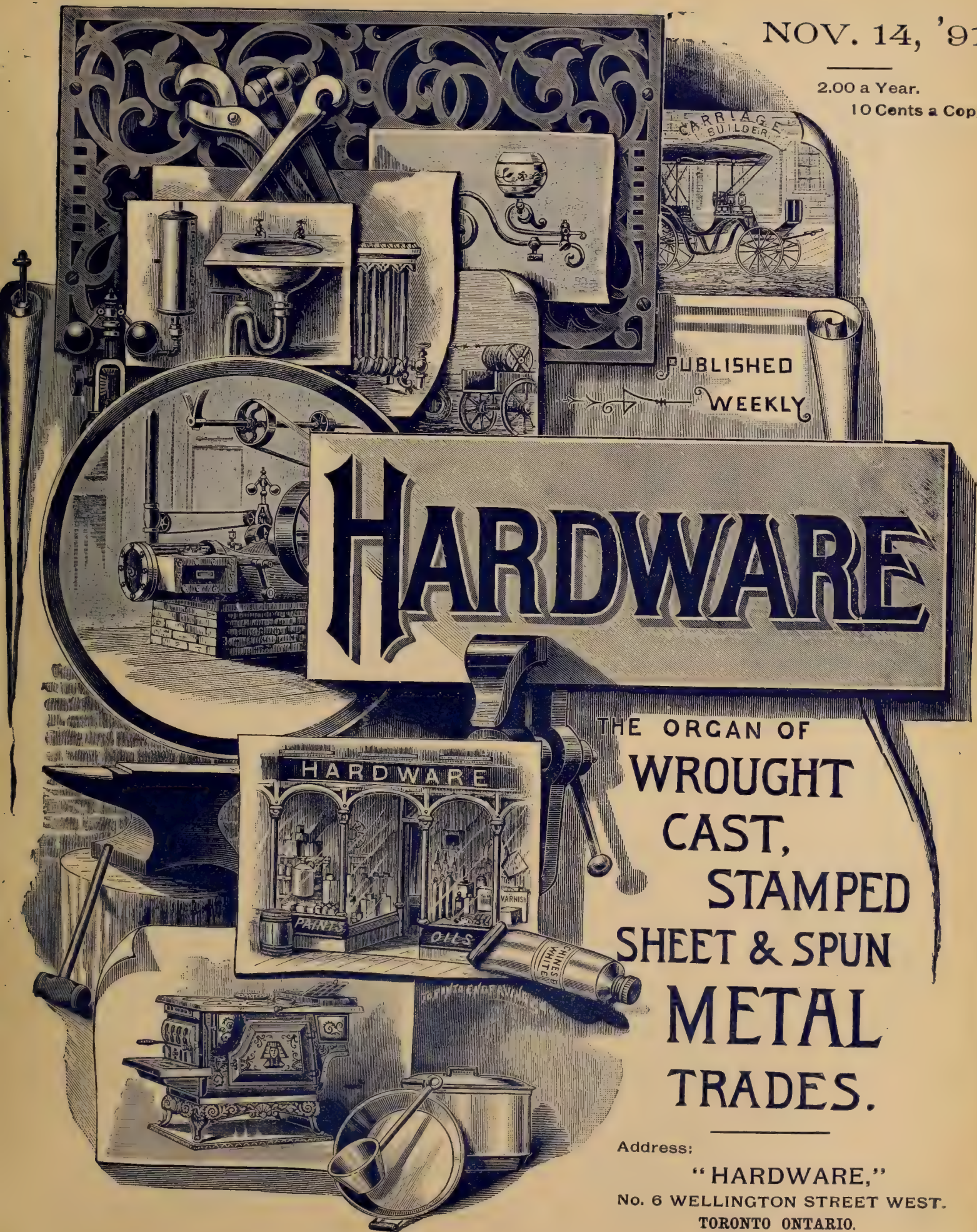
PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"
No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

FINE

CUTLERY

SEE OUR NEW PATTERNS.

CARVERS' SETS.
CASES.

PEN
POCKET TABLE KNIVES.

RICE LEWIS & SON,
LIMITED.

General Hardware Merchants.

TORONTO.

Favorite Stoves and Ranges

Are made by skilled labor from the best grades of materials.

They have Special Features.

Stove dealers will find it profitable to select lines that have features of merit. That are not duplicated in their competitor's stock.

Do you want Exclusive Sale ?

We will be pleased to arrange same in your vicinity. Drop us a card for Catalogue and Price List.

THE CHOWN & CUNNINGHAM CO'Y
LIMITED,
KINGSTON, ONT.

WESTERN AGENTS:

THOS. DAVIDSON & CO.,

11 Front St. W., Toronto.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, NOVEMBER 14, 1891

No. 46

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS .

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE : 6 Wellington West, Toronto.

MONTREAL OFFICE : 115 St. Francois Xavier St.
G. Hector Clernes, Manager.

NEW YORK OFFICE : Room 105, Times Building,
Roy V. Somerville, Manager.

WINTER FREIGHTS.

A considerable falling off of business in heavy hardware, metals, etc., always follows the inception of the higher freights that railway companies levy on winter traffic. Wholesalers aim to forward to their various destinations, before the summer rates are over, all the goods contracted for fall delivery, and retailers are no less anxious to get their stock before the railways add another increment to its cost. Also, rather than pay the winter rates and order when wanted, wholesalers prefer to buy, and get in stock before the first of November, heavy wares that may not be in request for three months. The extra freight is a consideration in heavy shipments, and the saving of it is not consumed by interest even if the goods had to be carried a much longer period. The saving is still greater when the goods have been brought in by water, as the lake freights are lower even than summer railway freights. All shippers and receivers study to have the minimum amount of traffic handled either inward or outward after the first of November.

It seems, therefore, like doubtful economy on the part of the railways to advance their freights so sharply, on lines of heavy merchandise at least. For such a course, though it causes inconvenience to large collectors and distributors, brings less money to the railway than if no change were made. The stock on which the change is most seriously felt is hurried forward while summer rates hold, and all that can be brought in by navi-

gation is so brought in. The change is very beneficial to the boats. The bulk of the stock that is moved simply to avoid winter rates need not be handled until the boats have stopped running, and would not be if the inconvenience and expense of carrying were offset by moderate freight rates in winter. What makes more urgent the desirability of escaping the extra railway tax for winter is the fact that prices have been enhanced by higher ocean freights.

In winter no doubt the running expenses of the roads are higher than in summer. But they usually have a big carrying trade to look after in the movement of grain from the interior. Inward transit is of course a smaller matter in winter, but high freights tend to make it smaller in the way indicated above. Where trains have to return light as a rule they might as well be making summer rates. While there does not seem to be much money for the railways in the advance so far as heavy merchandise is concerned, there is great inconvenience to business men in it. The precipitation of shipments long before they are wanted, and the locking up of capital in stock that is carried to be sold on credit are a couple of the drawbacks to large distributors. But that same carrying of stock is a source of loss to the railway companies as well, who might have had summer freight rates on it if such had been obtainable all the year round. The higher freights have checked traffic in the case of Manitoba wheat, which has gone down 4c. as a consequence of the railways' advance on carriage rates, and therefore is not being sent forward nearly so freely.

HAND TO MOUTH BUYING.

There is no doubt that the cautious policy, which is growing into a habit among retailers, of buying more under the pressure of immediately felt wants than of future expectations, is slowly altering the conditions of trade. The experience of the past few years has not warranted retailers in laying in full stocks on the strength of faith in a future seasonable demand. Money has been scarce, and the climate even does not seem reliable any more. Stocks have been con-

tracted for ahead of the time for selling them and a large part of the goods thus bought have had again and again to be carried over. The outcome of this is a steadily increasing reluctance to place orders much in advance of the time for selling the goods, and there is more sorting-up buying than there used to be. Manufacturers have not all got into step with this change, and many of them limit their output closely to the volume of stock called for by advance orders. Consequently repeat orders very often cannot be filled. Several winter lines get into this condition. If a certain number of snow-shovels are called for by 'jobbers' orders, representing the sum of the retail contracts booked, all those shovels will be forthcoming when the snow is on, but it is unlikely that there will be any more, while there is a possibility that the reserved demand for them will become active just when the snow is here, and show a capacity able to absorb half as much more stock as has been manufactured. The stock is not to be had, simply because the retailers have declined the risk of carrying it. That is, since the retailers will not accept the hazard, it is not undertaken at all, the manufacturers being more timid than the retailers. The manufacturers ought at least to share with the retailers in the risk of having a surplus output on the market. As it is they run the risk of missing a large part of the demand if they have not sufficient stock.

A cause which is also a potent one in this change is the increase in the means of transit that has been made in recent years, upon which retailers, in almost any portion of the country—with the exception of Manitoulin island and a few other points commercially inaccessible in winter—can depend to have goods delivered when they need them for current business. This has disposed a very large number of traders to put off the day of buying, and therefore is another factor among the causes which are at work in shifting the risk more from retailers' to manufacturers' shoulders. In remoter regions, where winter delivery is well-nigh if not altogether impossible, of course the stock has to be bought ahead of requirements, and the chances of having an excess remain among the possibilities that the retailer alone will have to meet or provide for.

PRIVATE DRAFTS ON STORE REVENUE OR STOCK.

"Wholesale" writes : At meetings of creditors of insolvent traders in Toronto for some years past, the writer has asked the insolvent to show a statement of his own drawings from the store for his family use. In no case has the insolvent been able to produce such an account. The answer has been, "we never keep an account of own drawings for family use." What is **HARDWARE'S** opinion upon this subject? Should there not be some steps taken to compel store keepers, who buy on credit to show where the goods have gone when they become insolvent?

The answer to this question should be found in the trader's books. As a consumer, drawing supplies from his store, he should put himself on the same footing as his credit customers hold in his book-keeping, that is, everything that moves from his store to his household ought to be charged, in the same way as if the goods went unpaid for to any other household. So far as the store is concerned, the transfer from a man's stock to his house or pocket is a sale, not a gift. It is the same with everything disposed of in a gratuitous way, as charitable offerings, etc. The Household account should be very strictly kept. As with goods, so with money. Every cent taken from the store revenue for personal or household expenditure should be credited to Cash, with some term in the entry to show unmistakably that such item is not for the running of the business. The object to be aimed at is a distinct separation of household and store finances. Confusion between the two is to be avoided, in the interests, not of the household, but of the business.

The question is one to which creditors are entitled to a clear answer from every insolvent. They have a right to know whether the household has been an unnecessarily heavy drain upon the business. If an answer could be got at in every instance of failure, an important relation between the trader's domestic and commercial economy might be discovered. Very rarely can a trader say to what extent his family has made drafts upon his stock and business; hence, there is no cause of failure so indefinite in the statistics of commercial failure as this one. It may be a very considerable or a very minor cause; there is no basis upon which to found an estimate of the extent of its effect, for the reason that book-keeping seldom takes cognizance of it. If the question could always be answered, therefore, not only would individual cases of reply be satisfactory to creditors, but the collection of replies would furnish useful data as to what percentage of profits could be honestly spared for household outlay. The indulgence of expensive habits has no more right to be covered up than the making away with fraudulent intent of any part of the assets upon which a man's proprietary rights have morally and perhaps legally lapsed.

Nobody can say what proportion of the Canadian trade keeps strict account of the stock and proceeds of the store that go out

through the channel of household consumption. There may be many traders who follow the practice. One thing is certain: all that do so maintain their solvency, for among those who so far have failed, none have been able to point to such accounts. That fact alone may throw a good deal of light upon the cause of insolvency in all these cases, as if a sharp eye had been kept upon private expenses there might have been sufficient curtailment of outlay to have prevented failure. The grocer's stock is a sort of magazine of supplies. The family can draw upon it for a great part of the living necessities, and are apt to draw just as hard in dull times as in brisk times. If the stock were hardware, or a similar line, it would not suffer the same inroads and family expenses would be likely to be kept down, at least in dull times. But nothing tends more to ingraft frugal habits than the practice of book-keeping in household economy. Bookkeeping would not only show a record of expenses but also would check extravagance. Anything that enables a man to see a department of expense growing unreasonably fast is of itself a means to correct that ill speed. It is what we are blind to that does the most mischief, and no trader should keep himself blind to the movement from stock or till to personal or family luxury. To remain blind is like shunning to take stock.

To prevent his identity as a buyer from his own stock merging into his identity as the seller of that stock, a trader must keep personal accounts distinct from the accounts of his business, and must see that both are conscientiously looked after. It is simply living in a fool's paradise to wear fine raiment and fare sumptuously every day without any clear idea about the cost of such indulgence, or any assurance that it is not eating the vitals out of the business that is expected to be kept going. If a costly mode of living can be afforded, a man should not be afraid to see the daily, weekly or monthly figures which show what the rate of consumption is. If his income warrants it he can keep up the standard of living, if his income from the business does not warrant it, he can lower the standard. Personal accounts in such a case are a sort of warning barometer.

SUGGESTED IMPROVEMENT IN TIN PLATE MAKING.

The English correspondent of one of our trade contemporaries, says the American Artisan, calls attention to an important paper which was read at the last meeting of the Iron and Steel Institute by Sir Henry Bessemer, in which that eminent metallurgist considered the feasibility of manufacturing continuous sheets of iron and steel direct from the fluid metal. This process, if it could be successfully adopted, would involve a great saving of labor and materially simplify the industry of tin plate manufacture. Sir Henry has experimented in this

direction for many years, but the process has not yet been perfected, nor, indeed, are the prospects very encouraging for an immediate realization of the idea. The fact that the Welsh tin plate manufacturers are adopting every possible plan to reduce the cost of tin plate manufacture in order to better hold the American market under the new conditions, has induced the correspondent to outline this suggested simplification of processes, although unable to report much advancement in the direction of its successful accomplishment. He says: "In the first place, the matter is at present in only an experimental stage. The idea is not absolutely new. Alike in America, in Germany and in Russia metallurgists have at various times given both theoretical and practical attention to the same subject. But so far nothing of the sort is done upon a commercial scale. Henry Bessemer first approached the subject some thirty years ago, and it appears that other duties have prevented for many years such attention on his part as would be necessary to perfect the process. He has, however, once more taken it up, and he suggests, as the result of more mature experience, improvements which would be most valuable if further investigation is determined upon. The matter being in so rudimentary a form, my American readers need not be alarmed at the prospect of their Welsh competitors deriving much benefit from it for a considerable time. An analogous instance was mentioned by the author when he pointed to the rolling of continuous bands of paper up to a mile in length from a mass of pulp, and a still better example of the same principle was given when in the course of the discussion attention was directed to the manner in which sheet glass is rolled direct from fluid glass. The idea is—if with paper and glass, why not with metals?"

While there are very many difficulties to be overcome before it can be hoped that black plates can be rolled direct from the fluid metal, the triumphs of the eminent metallurgist in the field wherein his investigations are now being pursued forbid that the idea be regarded as one impossible of realization some time in the future.

The present processes of tin plate manufacture comprehend in the preliminary steps the rolling of iron or steel sheets, which afterward go through many stages of manipulation before they are finally passed by the assorters and boxed for the market. The steel from which plates are rolled before the tin coating is applied, according to present practice, is in the form of ingots which have been shaped in the pits into which the liquid metal was originally run off from the converters. These steel ingots have to go through the furnace in a process technically known as "reheating" before they pass to the tongs of the roller, who rolls them into plates of the gauge required for the specia

brand of plate upon which the works are engaged. It will be at once apparent that if the liquid steel could by some method at present undiscovered be run direct from the retort to a specially contrived rolling apparatus and there rolled, the saving of the other processes would be a material gain to the mill-owner. Sir Henry Bessemer seems to have made some steps toward the practical working out of this intricate problem. The writer, from whose letter we have quoted, repeats Sir Henry's description of the rolling contrivance which he has designed for the purpose indicated, which consists "in its rudimentary form of, first, an iron tank covering the upper part of the furnace. This tank can be used both for melting the metal and for retaining it in a fluid state during the rolling operation. A shaft crosses the tank and carries the hollow segment of a cylinder. By means of a screw and worm wheel a slow rotation is given to the shaft, thus slowly and regularly immersing the segment. The action of the shaft displaces and raises the level of the metal in the tank and causes it to flow between rolls, where the metal is chilled and is converted into a sheet from which it descends on a curved guide-plate. The rolls are kept cool by a constant current of water passing through them."

Improvements in this apparatus are contemplated. While the practical adoption of the liquid steel rolling idea and its application in tinplate manufacture may be a long way in the future, the subject is one of much interest, involving as it does the lessening of the cost of production. This field of experiment is one wherein our own manufacturers may direct their attention with advantage. Successful solution of the problems surrounding the "direct" rolling process will bring as much fame to the inventor as that enjoyed by the eminent discoverers of the steel-making process, a discovery in which American genius was by no means out of the race.

THE REWARD OF ORIGINALITY.

The young man who never attempts to rise above the position in life in which he may find himself at an age when his ambition begins to soar, will never reap the reward for originality. In nearly every walk of life the man or woman who provides something new for the world, is the one who makes fame and fortune. The one whose mind is quick to note the need of a certain article and supply it, is the one who will become greatest and richest among his fellowmen. One man must lead while others must follow. This year one man may invent an article that is so simple his neighbor wonders why he did not think of it himself, and next year a thousand others may fail in a like attempt, simply because the devices they produce lack originality. The law of supply and demand governs. It is when the supply becomes apparent and the article

grows desirable, creating a demand far in excess of the supply, that the fame and fortune men crave for and labor to gain comes. Had it not been for originality the world, to-day, would be where it was a century ago. It is the man who sees what is lacking, and supplies that lack, who is rewarded by a thankful people, glad to avail themselves of the benefits derived from his original innovation. In the majority of cases, the man with original ideas will win where his imitators will fail.—Stoves and Hardware Reporter.

SUPERIORITY OF NICKEL STEEL.

A series of comparative experiments with all-steel plates and nickel-steel plates all of American manufacture, were recently made at the Indian Head proving ground. The plates tested were of the description intended to be used for the deck armour of the armoured cruiser New York, and were placed at such an angle of inclination as they would be when placed in position on the deflected decks of that cruiser. The all-steel plates were supplied by Messrs. Cramp & Sons, Philadelphia, were each $1\frac{1}{4}$ in. thick, and had a tensile strength of 80,000 lbs. The nickel steel plates were from Messrs. Carnegie, Phipps & Company, Pittsburg, had a thickness of $1\frac{1}{2}$ in., and a tensile strength of 92,000 lb. and 102,000 lb. respectively. Each pair of plates was bolted to substantial live oak supports, one plate being placed on the top of the other. This gave the all-steel target a thickness of $2\frac{1}{2}$ in., and the nickel-steel of 3 in. The gun used was a 6-in. breech-loading rifle, firing cast-iron projectiles, weighted with sand to 100 lb. The charge was $27\frac{1}{2}$ lb. of powder, giving a striking velocity at the short range of the proving ground of 1,515 ft. per second, that being about the velocity at which a 6-inch shell fired with a service charge, would strike at a range of 2,000 yards. Five shots were fired at each target, one shot in each corner, and one in the centre, as in the tests of the foreign armour plates in September last year. The all-steel plates were cracked, and there were depressions, but there was no penetration, the target standing the trial well, and all the projectiles being broken up. The nickel steel plates were fired at in the same way, and behaved even better retaining their superiority over the all-steel plates. Although these tests apparently amply showed the superiority of nickel steel as a shot resistant, the United States Ordnance Bureau wished to ascertain its deflective properties, as upon this quality depends the efficiency of the sloping steel protective decks, which are intended to cause a shot to glance off from the vital parts of a vessel. Consequently fresh trials were made on September 12th, at Annapolis. Two armour-plates were set up, one being all-steel and the other nickel steel. Each target was made of two $1\frac{1}{2}$ in. plates, placed one on the top of another, a total thickness of 3 in.

—about the average thickness of a protective deck—and they were placed almost horizontally, presenting the small angle of 2 deg. to the line of a fire of a 6 in. rifled gun, which was fired with a 100 lb. armour piercing projectile once at each target. The result was a further demonstration of the superiority of nickel steel over all-steel plates as a deflector. The steel target was perforated, the projectile, which was broken, passing through both the top and bottom plate through 2 ft. of oak and 8 ft. of earth composing the backing, and completely wrecking the substructure supporting the target. The nickel steel target received a blow heavier by 300 tons than had fallen upon the other target the projectile fired at it having a velocity of 1,873 ft. per second, against 1,780 ft. for the other shot. The projectile glanced off the target without rupturing either plate, but was itself smashed to pieces. Its effect was a small crack 5 in. long in one plate, and an indentation between 3 in. and 5 in. deep.

ENGLISH HEMATITES FOR AMERICAN STEEL MAKERS.

Owing to the increasingly high freights for grain, caused by the heavy shipments from the United States to England, a great deal of ocean tonnage has recently been attracted to that branch of the carrying trade. The consequence is, that there is a very large amount of light tonnage coming this way; hence, vessel men are quite willing to load up with any coarse material that will serve as ballast, upon which they charge an exceedingly low rate. This has led, as on previous occasions when similar conditions have prevailed, to the shipment of several cargoes of English hematite ore, the purchasers being some of the large American steel makers on the Atlantic seaboard. Thus in spite of the present tariff of 75 cents per ton, just so much of American ore is displaced by the English article. Attention is called to this fact, not necessarily to draw the conclusion that the present duty should be raised—which would scarcely be wise in order to meet temporary conditions—but to show that in demanding 75 cents as the minimum duty on this material, the iron ore producers were simply asking what was right, without going to extremes. Had they been disposed to assume a selfish position and seek to entirely prohibit foreign importations of iron ore, they could have insisted that the duty be placed at some such figure as \$1.50; they chose to be placed at an occasional disadvantage, such as now prevails, rather than be open to the charge of making excessive and unreasonable demands.—Iron Trade Review.

Letters patent have been issued incorporating the Montreal and Kootenay Mining Company, with \$20,000 capital, and the Toronto Rubber Company, with a capital of \$100,000.

MODERN LOCKS.

The advance in lock manufacture has been by stages, it may be said, each lock having a certain advantage over the preceding one, and the production of each stage varying in a considerable degree from the other. Size, form and mechanism have each in turn been subjected to alterations until the lock of to-day is very unlike that of a few years ago. The oldest lock of which we have any detailed information was used on a gate leading to a tomb in an unknown Egyptian city. This lock was made of wood and was about 12 x 8 inches and 2 inches thick; the key was a straight stick, having the bit mortised in it, and the sides of the bit were cut to fit what is now known as the lock guards. Inside the case two wooden pins were arranged to drop in holes in the bolt at the point of rest, and also when the bolt was thrown; the pins were lifted by the key and fell in place when the key was withdrawn, acting as the modern tumblers do. The security of this device rested practically in the key biting and lock guards. For want of an older lock on which to build up the modern manufacture, we will take this one, which is estimated to be over 4,000 years old.

Until within a few years the lock in general use was the same as this one, the improvements being simply the substitution of metal parts in place of wood and the greater intricacy of the biting, the general principles being the same. In size the old wooden lock and that of its successor remained for years alike. One can to this day see on some of our older buildings rim locks of the above size, with keys from 6 to 8 inches in length and weighing in the neighborhood of $\frac{1}{4}$ pound.

At the Museum of Art in New York may be found locks and keys of ancient date even larger than the ones mentioned, and in fact there are in existence to-day keys that are nearly a foot long, and weighing over a pound. It seemed to be the rule in olden times to build the lock in accordance with the size of the building, and it is a problem how the ancient caretaker managed to transport these ponderous pieces of mechanism from place to place. Following the old style guarded bit key lock came the lever or tumbler lock, in which the bit key is also used, but the security is transferred from the guards to a series of tumblers, that retain the bolt in place both when at rest or thrown. Following the lever or tumbler lock comes the escutcheon lock, in which the security is almost entirely without the lock and confined to the escutcheon and escutcheon plug. The key in the modern escutcheon lock does not, strange as it may seem to the layman, enter the lock at all, but operates on a set of pins entirely without the lock case. Before speaking on the merits

of the three different kinds of locks, it may be well to explain what is meant by the different technical terms, "Guarded," "Lever" and "Escutcheon Locks." The older style, or guarded lock, means a lock which has no tumblers or levers; the key is cut on the bit, each side having one or more notches, known as bittings; these bittings allow the key to enter and operate in the lock; the guards in the lock may be termed obstructions, which the key bittings pass. The lever lock has a dead bolt arranged with a set of levers or tumblers; these tumblers are pivoted at one end and are cut out inside; in this opening a projection from the dead bolt works back and forth; the projection on the bolt is engaged, both when locked or unlocked, by a series of projecting tongues on the tumblers. These tongues are of unequal length, and thus the notches seen in common keys—some deep, others shallow—raise the tumblers so that all the tongues are even; the bolt is then operated and the tumblers fall again, thus securing the bolt. The escutcheon lock is a term applied to a lock having a flat key and having the mechanism almost entirely without the case. The escutcheon and plug contain the mechanism, which is arranged as follows:—The escutcheon is about $1\frac{1}{8}$ inches in diameter, near one edge of which a hole about $\frac{1}{2}$ inch in diameter is bored; into this the key plug is fitted. The plug is sawed lengthwise to admit the key; a series of small holes are then drilled through the outer shell and extend into the plug, into which holes small pins, about 3-32 inch diameter, are dropped and allowed to extend through the shell into the plug, thus holding the plug immovable. When these pins—which are in two parts—are lifted by the key so that the meeting points between the pins are on a line with the meeting point between the plug and escutcheon shell, the plug may be turned. The plug is connected with a cam which engages or operates on the bolt. Thus the same key that operates a lock on a jewel case may be used on the lock on the largest door, as far as size is concerned. The old style guarded lock has become nearly obsolete, the newer forms having superseded it on account of size, insecurity and impossibility of master keying. The later productions in this particular style of lock are still much used for the cheaper grades of building, and the possibility of master keying has been effected by modifying the biting, necessarily with a sacrifice of a certain amount of security. The difficulty of master keying one of the old style locks will be obvious, when two of the old-time keys are held side by side and the task of making a third key to master both is considered. The degree of security in a guarded lock is, generally speaking, very slight, and a "button hook" will answer in most cases as well as a key in opening it. This of course does not apply to all guarded locks, but it does apply to the majority. Why? Because this lock

is generally specified, when a cheap lock is to be used, and it follows that the mechanism of a cheap lock is of the plainest kind.

The lever lock is, generally speaking, much superior to the guarded lock, and is the one most used throughout the building trade. The average lever lock, or more properly speaking, tumbler lock, has three or more tumblers, and when this number is used, it will at once be seen how difficult an operation the picking of one would be. To pick one, the tumblers as explained in the foregoing, it must be held in such a position that each lever tongue is even with the other, and to do this is a feat that even the expert locksmiths do not care to undertake, especially in the case of a four or five tumbler lock.

Lever locks are made with two and even one tumbler, in which cases the security is much lessened; but even then the comparison between the lever lock and guarded lock is in favor of the lever, from the fact that the lever lock, in its plainest and simplest form, has guards as well as levers. As to the comparative price of the two styles, it may be said that while the lever lock is slightly more expensive than the guarded lock, it is not certainly cheaper in the end.

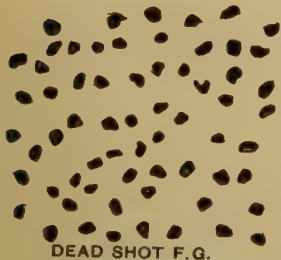
The third and most finished production in the lock line is the escutcheon lock, which is daily coming more into use, and notwithstanding the expense of this form of lock, a glance at the average bunch of keys will show conclusively that the flat key escutcheon lock is more generally favored than any other variety. This style of lock has gained its just supremacy from the facts that they are the highest in security, least likely to need repair, most easily repaired, and that the key is so small as to be easily carried, even in numbers. It may be said that the "masses" cannot afford to purchase such high grade locks, but this is a poor argument. The word lock is synonymous with security, and to have the highest degree of security is the point desired. If a man of moderate means has need for a lock at all, then the need for a good lock is apparent, as a loss to him would mean more in proportion than to a more prosperous person. Then again, the escutcheon lock in its cheapest form—which form is just as intricate as the most expensive—is not so far beyond the reach of even the humblest. An escutcheon lock may be had at the moderate sum of \$1, and this lock has just the same security as one which might cost \$10; and this is another fact that makes the escutcheon lock superior to the other styles.

The key mechanism is just the same throughout, from the cheapest to the most expensive, while in the lever and guarded locks the expense is regulated by the number of tumblers or the amount of biting. The contractor and builder is gradually arriving at the conclusion that it pays in the end to apply good fastenings, as the tenant is influenced to-day, more or less, by the style and make of the Hardware and locks

H. S. HOWLAND, SONS & CO.

WHOLESALE HARDWARE,

37 Front Street West, - - - Toronto.

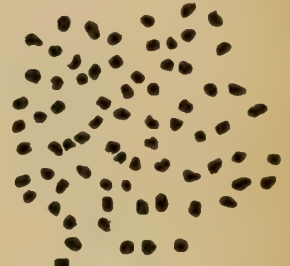


DEAD SHOT F.G.

GUNPOWDER.



"American Dead Shot."



DEAD SHOT F.F.G.

TRY IT.

An instance may be cited: A elegant flat in Brooklyn, N. Y., was recently opened to the public. A prospective tenant, while inspecting the building, found fault with the locks, and proved their worthlessness by picking one of them, at the same time insisting that the hall doors be provided with fiat key locks; the result was that each hall door lock throughout the building was taken off and fiat key or escutcheon locks put on. The expense in doing this is obvious. This is another instance of reduction in cost by cutting the hardware provision and paying double in the end. The locks in this case were guarded locks, and the key of same was cut and bitted until it had the appearance of being the open sesame to a lock of the highest security. No greater deception is practiced in lock manufacture than in the case of guarded locks and keys, and it may be said at this point: Do not purchase a lock on appearances. "Do not buy a pig in a bag." It may safely be said that 75 per cent. of the locks on the market look externally, but to get full value for one's money it is well to examine the internal parts, even if one is not an expert.

Our largest manufacturers advise, and in fact offer, the purchaser the opportunity of examining the mechanism of the locks and explain the workings. It is well to beware of the cheap lock maker, who, like the shoddy clothing merchant, speaks only of the general appearance.—W. W. B. in Iron Age.

HOW ORDERS ARE FILLED.

The following account of the process through which an order goes between the time when it is taken by the travelling salesman and the receipt of the goods in the retailer's store, for which we are indebted to a correspondent in Ohio, will be of interest:

Not many merchants think of the various hands the hardware order, which they have just given the gentlemanly agent, passes through before the goods are unloaded at their door. After taking the order, the agent, if he is an enterprising fellow, immediately writes it up and deposits in the post

office at the earliest possible moment. Sometimes we fear the order is forgotten in the absorbing interest of a game of billiards at the hotel or the afternoon ball game, should there happen to be one; however, supposing that the order has been posted within a reasonable time, there still remains an interval of from three hours to three or more days, according to distance and expedition of the mails, before it reaches the office of the jobber.

By this time it has gained the company of a great many others wanted in as short a time as it. These are all opened, read and "O. K'd" by the man who looks after the credits, and then pass into the operating department. If it should be in a particular hurry it will be stamped with a prominent "Rush," and if large is divided into parts of two or three sheets each. Now the "hustler," that crude specimen of an embryo hardwareman, takes the order in hand, and, trundling his box truck before him, is "hustling" with various degrees of activity, according to the "nature of the brute," from shelf to shelf in various parts of the house, going from floor to floor in succession.

It may require from two hours to a day to complete this stage of the work, according to the ability of the "hustler" and the class of the articles. The order is now laid out upon the floor of the packing room, and the sheets are turned over to the "short" man, who goes around through the house looking for the goods that have been reported out and putting in anything that have been received in the interval, after it has been turned in. He is the man to blame for any substituting that may be done. In the best regulated houses it is impossible to keep the stock full, and on four-fifths of the orders there are always some goods that are not in stock.

As the jobbers are anxious to fill the orders complete, they are compelled to go to their neighbors and buy these goods. There

is a city buyer for this purpose, and as he has to buy the "shorts" on a great number of orders daily, it can readily be understood how this will require some time; besides, a great many merchants will order goods entirely out of the hardware line, and ask to have them gotten "as an accommodation." Anyone who has not been a city buyer can scarcely appreciate the variety and extent of these special requests; for instance, he frequently has to buy such articles as bags of coffee, bolts of calico, needles, barrels of salt, sugar, watches, and so on ad infinitum. This is a bad habit that some customers have gotten into, and it consumes a wonderful amount of time.

After the bought goods are in the house and in the order, it is then checked off and ready for the packer's hands. After being put in shipping condition, it is trucked to the shipping room, a bill of lading made out, and it is hauled to the depot, there, perhaps, to lie for a day or two, according to the tender mercies of the railroad company. Of the delays and blunders of the transportation companies we will not speak here. Suffice it to say the jobbers are blamed for much of the carelessness and mistakes for which they are not in any way responsible. The order sheets then pass into the hands of the bill clerk, and the bill is usually sent the same day. As the mails are so much more reliable and expeditious than the freights, there is very little cause for complaint as to time this department, and the merchant has his bill some time before receipt of the goods.

It has been our object to explain as fully as possible the different processes necessary to the complete filling of an order, and we should like to call attention to the fact that the jobbers are as anxious to give prompt and careful service as are their customers to receive it. Occasionally an order is overlooked and fails to pass through the regular routine, but such instances are very few. If an order does not come within a reasonable time, a courteous letter written to the firm will be sure to accomplish more than a stormy one. Courtesy and politeness pay, even in the hardware business.—Correspondent in Iron Age.

DO YOU DO ALL FOR YOUR BUSINESS?

Some men who have been in business for a very long time get into a certain groove and they never try or make an effort to get out of it. These are generally those of a class who believe that their business is not only satisfactory, but that it cannot be very much improved upon. There is, however, another class who are to some extent in the same condition, or rather frame of mind, but they belong to the ne'er-do-weels. Both of the above would under ordinary circumstances resent any advice given to them, and at the same time consider it a gross piece of interference with their own private affairs, but in doing so they unquestionably stand in their own light and must be conceded to be their own worst enemy. Egotism and impotence have many things in common, and our observation has led us to regard both as an enemy to success.

It is the bright man who is willing and able at all times to take advantage of any suggestion that may be made to him, who by far nowadays stands the best chance of success. It is very unfortunate for people to get an idea into their heads that their business is perfect and that it cannot well be improved upon. We have seen many a business man which if it was pushed to its legitimate ends would really have extraordinary scope, but it has been dwarfed by neglect as well as by the idea that it could not well be improved. Some men, when their business is not just what they would desire, sit down and mope over it, and, Micawber-like, wait to see what will turn up. This is all very well as far as it goes, but it is not the way to get out of a hole or to make the most of your business. It is the man who is capable of spitting on his hands in the hour of adversity and makes a resolution to do certain things who will ultimately succeed. It is idle to suppose that a business cannot be improved. Indeed, it would be impossible to find a business in any part of the world which could not be improved management be bettered in some way or other. It is astonishing when you really view the situation to find how many there are in business who are perfectly satisfied with their lot, and who do not, year in and year out, make any strenuous efforts to bring about any desirable improvement. It may appear strange to many of our readers that a man who owns a business should not show any disposition to improve it. But we could point to scores of stores in this city, and for that matter to many in other parts of the country, where improvement is never thought of and where the same old jog-trot methods of doing business have been in existence for a quarter of a century. They believe that their business has reached its perfection, while they are in some cases hardly able to meet their expenditures. Yet if these same men were to do all for their business that their business and

their abilities could command, it would make a very different showing and would tell a very different story indeed.

Have you done all for your business that you possibly can? Have you seriously thought how it can be improved upon? The misfortune is that the bulk of the merchants do not seriously think in this line. They set out for themselves with a certain goal to reach, and when they have got there their ambition ceases. We have seen in many cases where the father has left a business to the son and the son has never made the least effort to improve upon what has been left to him. He has simply gone along in the old rut and been perfectly satisfied with a kind of mechanical conduct of the business. There is something about this method of transacting business that appears to be very attractive to the average merchant. He says the same thing, does the same thing, in the same way from the beginning to the end. There is no sparkling genius that brings itself out, but everything is allowed to go on just the same "as the old man left it." This is unquestionably a gigantic mistake. Indeed, it may be said in some cases to be nothing short of a criminal neglect.

We must repeat the query which heads this article—Do you do all for your business? Is there not some little detail which you neglect? Or is there not something that a little attention to would certainly develop the business in more ways than one? The fact is that even the very best merchant who believes in his innermost soul that he does not neglect any portion of his business really has his weak points. It is well for those who know that they have weak points and can guard against them. If your business is worth doing at all, it is unquestionably worth doing well, and it is just as easy, nay in the long run far better, to do it well than to do it badly. There is much more satisfaction in it, there is less trouble, there is greater profit, and there is infinitely more comfort.—Ex.

NATIVE PIG IRON.

The Montreal correspondent of the Empire writes as follows: There are not many people in this province, and a less number outside, who are at all aware that a few weeks will witness a most vigorous revival of the iron industry on the north shore of the St. Lawrence, where the old Radnor forges, located 12 miles north of Three Rivers on the Piles branch of the Canadian Pacific, have been purchased by the Canada Iron Furnace Company, and that before the end of the year this enterprising concern will place upon the market a quality of charcoal pig iron which according to experts, will be superior to the best of the famous Salisbury iron of the United States. When it is known that 300 men were employed in this industry and that superior iron was manufactured and money made under the French regime, the

wonder is that such immense deposits should have remained undisturbed throughout the present busy century. Enterprising men have, however, got to work at last and besides purchasing the forges above mentioned, with ore rights of over 50,000 acres, they have secured the Lac a la Turtu, which is recognized as the largest known lake deposit ore in the world. In fact, at no time in the history of the Three Rivers iron region has ore been drawn from a greater radius than seven miles, but to-day 75 miles is the radius worked by the company's employes, and they are now at work draining the lake whereby large quantities of the virgin ore will be taken. As soon as the furnaces go into blast a daily capacity of 40 tons of iron will be attained, and for the first time in the history of the country Canada will produce a very high quality of charcoal iron that can successfully compete with the Lake Superior districts.

In discussing this matter to-day with the correspondent, a gentleman well versed in the question remarked that when one considered that seven-eighths of the cost of iron is comprised in labor, the great advantage of supporting home industries is at once visible, and when we realize that the Dominion offers an immediate market for 45,000 tons, the future of this particular enterprise seems pretty well assured. The furnaces in question will give employment to wood cutters, iron makers, brick makers and teamsters to the number of 600 men. The Canada Iron Furnace Company is connected with the Montreal Car Wheel Company, of Lachine, and the St. Thomas Car Wheel Company, of St. Thomas, Ont.

The new warehouse of the Imperial Oil Co., Moncton, N. B., is iron cased with double cornice of iron and zinc. There is no appearance of wood on the outside and the ventilating apparatus is first-class. The warehouse is being banked up to the level of the floor with ashes and otherwise rendered as safe as possible. The company have some 500 or 600 barrels of oil stored, employing considerable labor in barreling the oil from the tanks which come in by rail from the upper provinces.

P. CORRIDI,

Accountant, Auditor, Etc.

EXPERT AUDITING, BUSINESS INVESTIGATIONS and GENERAL ACCOUNTING A SPECIALTY.

Accounts Adjusted, Books Opened, or Audited. Books written up. Trial Balances and Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.



—USE THE—

STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses, Theatres, Residences; Cotton, Woolen and Carpet Mills, Machine Shops, Foundries, Breweries, Stables, etc.

Upon application we will furnish a Blue-Print sketch showing detail and uses of the STAR * VENTILATOR.

MERCHANT & CO.,PHILADELPHIA.
NEW YORK.CHICAGO.
LONDON.

KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.**TORONTO, ONT.****MANDER BROS.,
Varnishes**

Are acknowledged by the leading Painters and Coach Builders to be the best. If you deal in paints and varnishes you should not be without them, and the renowned

CARMINETTE.**WALTER H. COTTINGHAM & CO.,**Sole Agents for Canada,
56 St. Peter St. MONTREAL.**Patent Automatic Knife**

Nothing better made.

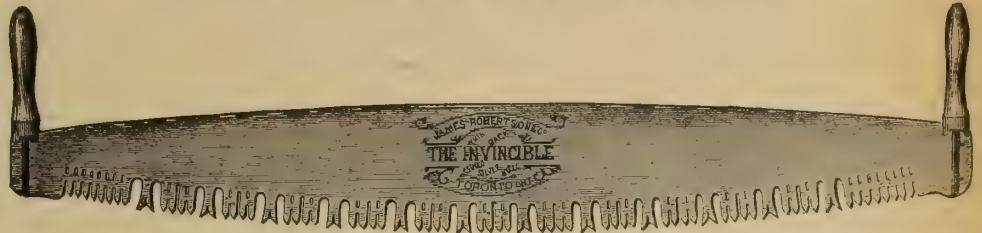


Easily opened if hands are chilled, or with gloves on and without looking for nicks in blades.

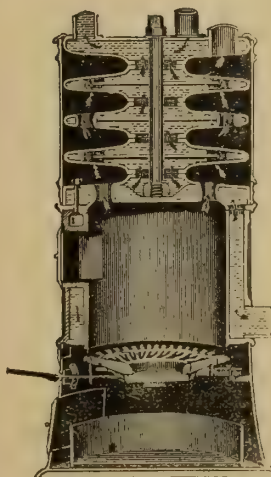
No more breaking or bending of finger nails. Opens by simply pushing a button. Every blade warranted hand forged from the very finest Sheffield silver steel.

We manufacture High Grade Knives only.

Send for Prices.

**The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.****BROWN & CO.,**
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.**ROBERTSON'S STANDARD CROSS CUT SAWS.
"THE INVINCIBLE."**

All our saws are made from Extra Refined Silver Steel, and are warranted to give perfect satisfaction. Owing to the large demand for our "Invincible," we would ask the trade to order early, so as to enable us to give prompt shipments.

MANUFACTURED BY
JAMES ROBERTSON & CO.,
TORONTO.-THE-
"Acme"HOT WATER BOILER
STANDS AT THE HEAD.**MILLER BROS. & TOMS**
MONTREAL.TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.**COW TIES.**

OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout. There is no other chain on the market that will compare with these chains for strength, lightness and handsome appearance. We confidently believe that our ties of a given number are fully equal in strength to a size larger of any other make on the market.

If you have not yet tried THESE COW TIES SEND FOR SAMPLE half-doz. and discounts.
Manufactured by **THE B. GREENING WIRE CO., Ltd.,** Hamilton, Ont.



A second wire factory will be established in Winnipeg.

A cargo of copper recently taken from the mines on the south shore of Lake Superior, was valued at \$610,000.

The Walkerville malleable iron works have contracted with the Edison Company for an incandescent lighting plant.

Mr. T. B. Lee, of Rice Lewis & Son, returned on Wednesday from New York, where he had been for the previous ten days.

The C. P. R. constructed a switch to the new Stewart factory in Woodstock in two days. Their contract was to complete it in ten days.

Mr. G. Hector Clemes, representing HARDWARE, of Toronto, Can., has been upon a business and social visit to New York.—Hardware, N. Y.

Mr. H. Walter Dorken, of the firm of E. Henser & Co., Montreal, agents for John Wilson's cutlery and H. Boker & Co., was in the city last week.

Mr. Richard Grey, salesman in Hemstreet's hardware store, Sault St. Marie, Ont., is suffering from a bruised finger. He had it jammed by a heavy piece of iron.

An effort is being made to establish smelting works in Calgary. The discovery there of natural gas, it is believed, will result in Calgary becoming a smelting centre.

Cozens & Bell, Sault St. Marie, have made another large sale of mining machinery to Captain Travers, of Chicago, to be used in the Worthington Siding nickel mines.

Eight hundred kegs of gunpowder from the Hamilton Powder Company's works were brought over from Vancouver, B.C., the other day from Nanaimo on the Cutch.

The men employed in the M. C. R. car shops, St. Thomas, commenced on Monday working nine hours, quitting at five p. m., as is the usual custom during the winter months.

A mountain of mica, of excellent quality, has been discovered by Julius V. Fleming, of Kamloops, on Canoe river. Specimens of the discovery have been exhibited on the Sound.

Upwards of one million rounds of ball ammunition of Canadian manufacture have been shipped, from the military stores in Quebec, to various points in the Dominion during the past few days.

The site for the James Stewart Manufacturing Co.'s building at Woodstock has been chosen—viz., the land known as the old race course property, west of the C. P. R. track and between the Frog Factory property and the C. P. R. station. The land taken will

have a frontage of 400 feet on Tecumseh street, so that the main factory will face this street and the railway. Almost four acres have been taken. Work will be begun on the new buildings at once.

Mr. Robert Hobson, son of the chief engineer of the Grand Trunk, was married on Saturday to Miss Mary Andrewina Wood, daughter of Mr. A. T. Wood, wholesale hardware merchant of Hamilton.

The firm of Hamber, Thynne & Henshaw, metal brokers, of Vancouver and Nelson, has dissolved partnership. Messrs. Thynne & Henshaw will continue the business at Vancouver and Mr. Hamber at Nelson.

A meeting of gentlemen interested in the manufacture of barbed wire, was held one night last week, in room 2, of the Windsor Hotel, Montreal. There were two delegates from Toronto. The business was private.

Burglars forced an entrance into the post office, Howden & Cameron's, and Dodds Bros', stores at Stratford on Friday night of last week. The tools used were taken from a tool chest at the foundry. Nothing of value was taken.

A fire broke out in Virden, Manitoba, on Thursday morning, 28th Oct., causing a loss of about \$50,000. Frame & Miller, Hardware merchants are about the heaviest losers by the conflagration, their stock and building being entirely destroyed. Loss \$17,000, partly insured.

A. O. Kittredge, Editor The Metal Worker, New York, writes: "I beg to thank you cordially for your very flattering notice of The Metal Worker Essays on House Heating. It may interest you to know that the demand for this work has been very large and we are already arranging for a new edition. To this we expect to make some very important additions."

The arrest and conviction of Archibald Chisholm, manager of the Winnipeg Barb Wire Works, for a scandalous crime, will in no wise affect the continuance of this industry. The Winnipeg Wire Works has been a very prosperous industry for some years, and the stockholders, who are men of abundant capital and business energy, will continue the business without interruption. While Chisholm will languish in prison, the industry with which he was lately connected, will, it is expected, be mere prosperous than ever. The stockholders have recently arranged to begin the manufacture of new lines, and the industry will be continued on a larger scale than heretofore.—Winnipeg Commercial.

A NEW CRISIS IN COPPER.

Writing the other day on the copper market, we pointed out that the limited supplies it has at present to digest are proving too much for it. For the first fortnight of October the arrivals in England and France were only 5,226 tons, or at the rate of little more than one hundred and twenty thousand tons per annum. This is only one-half the normal consumption of the world, and yet the deliveries for the same period fell short of it by about one-fourth. They amounted to only 3,943 tons, against 5,226 tons imported. The year's imports up to the middle of October have been practically stationary,

showing an increase of less than two thousand tons, while the deliveries have fallen off by nearly twenty thousand tons.

Had we felt inclined to be bilious over copper, we might have proceeded to show that this disappointing result had been realized under circumstances very favorable to producers.

Since the beginning of the year the supply from Chili has been cut down one-half by the civil war, since last April the greatest copper mine in the world, the Anaconda, has been practically shut down.

These two sources might easily have put on the market from two thousand five hundred tons to three thousand tons per month additional. Between the first of January and the middle of October the imports from Chili into Europe were seven thousand tons less than in the corresponding period of last year. Had the Anaconda been in full operation it could have added fifty per cent. to its last year's production, which exceeded thirty thousand tons. The deeper it is opened up the more imposing become its powers of production. The output of the mine might be doubled if it had smelters and refineries large enough to treat the ore. In these respects great progress has been made within the past two years, and when, owing to a dispute with the local railway which handles its freight Mr. Haggin closed the mine a second smelting plant of enormous size, was nearly ready to start work. We understand that it is now actually completed, and when the Anaconda resumes work, it will be with a greater capacity than it has ever had before. So much the more serious for the copper market are the rumours which have been current for several days past that the great Montana mine is about to be reopened. If it is, the days of £50 copper are numbered for awhile at least.

There can no longer be a doubt that the copper market is entering upon a new crisis. It has been drifting in that direction for some time, and there are now symptoms of its entering an acute stage. Several distinct causes are working together for a fall. In the first place the market itself has got into an unsatisfactory position, the supply having once more over-shot the demand. In the second place, it has become dependent to a dangerous extent on the Paris Bourse, and is inextricably mixed up with French gambling of the wildest kind. Yesterday, as on preceding days, Rio Tintos were one of the weakest stocks in Paris, and if, as seems probable, the present semi-panic should go farther, there is no saying what frightened bulls of Rio Tintos may do next. They may even repeat their celebrated skedaddle at the breaking up of the copper ring when Rio Tintos were sold from 27 down to 10. In the third place, if this Anaconda rumor should prove true—and it is bound to become true sooner or later, for even millionaires must tire by-and-bye of keeping so huge a property in a state of costly idleness—then the question will be not if copper is to fall farther, but how far the fall is likely to go.—Financial Times.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	Last week.	This week.
Tin—Spot—	£94 00s. od.	£94 00s. od.
Future—	92 12s. 6d.	92 12s. od.
Copper, B.E.S.—	51 to 54	51 to 54
Lead, S.E.	12 5s. od.	12 5s. od.
Spelter,	23 12s. 6d.	23 12s. 6d.
Antimony,	47 to 50.	50. 00s. od.
Tin Plates—Cokes	13s. 3d.	13s. 3d.
Pig Iron—Scotch } Warrants. }	47s. od.	47s. od.
No. 3 Middlesboro',	40s. 1½d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL Nov. 13, 1891.

The advance in freights has effectually killed all business for the time being in heavy material, and in no line is there anything to note. The conditions are unchanged. Iron stocks are small and holders show no anxiety to concede anything to secure business. Advices from Great Britain indicate a firmer tendency, and although makers brands have not advanced, pig iron warrants have moved up sixpence, recovering from a decline. Other lines are unchanged, except tin and copper, which show an easier tendency. Chemicals are quiet on spot, and the prices are steady with the one exception of caustic soda, on which the Union have announced a determination of reducing the price after January 1st.

PIG IRON.

It has been an extremely quiet week and we have no sales of anything at all to note. The high freights have effectually checked any desire for business at the moment, but as supplies in consumers hands work off, some demand is expected. Quotations are not changed in any particular. Eglington could be moved at \$20, Carnbroe \$19, and Summerlee and equal brands \$21 to \$22.

BAR IRON.

There is no news at all about bar iron, which rules nominally \$1.85 from makers and \$2 in the ordinary way.

SHEET IRON, ETC.

Sheets, hoops and bands, and other similar lines have furnished no business. For sheet iron up to No. 20 \$2.60 is asked; for the higher numbers proportionate increases have to be given.

TIN PLATES.

The demand from canners having subsided there is no call for tin plate. Cokes rule easy at \$3.60 to \$3.75, and charcoal \$4.25 to \$4.50.

TERNE PLATES

Terne plate has little or no sale in a wholesale way, and we quote \$7.75 to \$8.25, according to grade.

CANADA PLATES

Business in Canada plate is unimportant and prices are unchanged, from \$2.65 to \$2.75.

COPPER, LEAD, ETC.

Copper is dull and nominal. Tin is unchanged, and the same can be said of galvanized and zinc sheets.

NAILS

There is nothing to say about the nail market, the nominal idea still being \$2 to \$2.15, but makers are moving goods for less.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

CHEMICALS.

There is no business doing in chemicals. Advices from England indicate a firmer tendency and several lines have advanced, Soda ash 48 per cent, and quoted 4s. per ton higher, Madder and Tameris are also scarce in advancing, Caustic soda is easier and 70 per cent will be reduced 7s. 6d. per ton after January 1st.

OILS.

There is little or no business doing in oils except in a small way for actual requirements. Linseed is easy at 60 to 64c. for unboiled, and the others are unchanged.

GLASS.

There is no change in glass which is quiet and we quote \$1.35 to \$1.40 for first and second grades.

LEADS.

Leads rule quiet and unchanged. We quote: Choice, 6 to 6 1-2c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c.; red do., 4 1-2c.

NAVAL STORES.

The trade in naval stores is dull and there is no change of importance. Quotations are: Turpentine, 56 to 57c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT AND FIRE BRICK.

There is nothing new in cement, and business has fallen off under the advance in freights. Prices are firm at the following:—London brands, \$2.40 to \$2.50; Newcastle, \$2.35 to \$2.45; and Belgian, \$2.25 to \$2.35. Firebricks are moving off freely in good-sized lots, and business in this line is quite brisk. Quotations rule from \$17.50 to \$23.50 per 1,000, according to brand and quantity.

PETROLEUM.

Both American and Canadian are quieter and there is nothing of importance to note. Prices rule as formerly quoted. Canadian 12c. at Petrolea, 13¼c. in car lots at Montreal, and 15c. for single casks. American, 20¾c. in car lots, 21¼c. in 10 brl. lots, 21½c. in 5 brl. lots, and 22c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c. and Canadian 11½c. to 15c. Crude is quoted at \$1.35½ per brl. at Petrolea.

TORONTO MARKETS.

TORONTO, Nov. 13, 1891.

There have been no brilliant achievements in the way of sales to break the monotonous routine that has coursed through the past several weeks. The trade is a steady, plodding one, and though its lack of vim makes it unsatisfactory on account of the great expectations entertained, there is no denying that solid headway is being made. A very good volume of stock has been transferred from wholesale to retail hands this season. More would have found outlet in the retail demand but for the difficulty of making collections in the country. Some country traders say that they are yet lying out of their money for the twine which bound the sheaves whose threshed product still lies in the granaries. Though twine was sold on the expectation of payment on the first of October, there are more merchants yet un-

MARKETS—Continued.

cluded to work off their present stock on hand before loading up with more crude. The demand for refined oil still continues at 11½c., f.o.b. here for car lots, which is exceedingly low for the magnificent brands that are now being turned out by our refiners.

GLASS.

Glass is selling briskly. The new stock is arriving in almost daily instalments now. Prices are expected to harden about the first of next month, so that the present is rather favorable to buyers. In Belgium undoubted stiffness prevails, the strong United States demand having imparted vigor to the position of makers abroad.

OLD MATERIAL.

The trade in this is not very brisk, but the stock keeps coming in and moving out although slowly. Prices are not liable to sudden fluctuations. Scrap lead is down to 2c. The prices of other classes, with some additions to last weeks list are as follows:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to 11c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 23c.; railroad iron, 65 to 75c.; malleable scrap, 15c.

HIDES, ETC.

HIDES—Have weakened down another quarter, quoting at 4½c. for No. 1 green cows' and 5c. for No. 1 green steers'. Cars of buffs are dull at 5¼c.

SKINS—Sheepskins are taken readily at 80c. Fair supplies come forward. Calfskins are quiet at 6 to 7c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Nov. 12, 1891.

The most important item of news in the iron trade is the announcement that the Pennsylvania Railroad Company has placed orders for about 70,000 tons of steel rails, also for necessary track supplies and a considerable amount of rolling stock. Particulars were not forthcoming, but it is asserted that the order was placed with concerns located on the line of the road, that the Carnegie establishment was given 20,000 tons and that the makers' association prices were not shaded. It has been the rule that the Pennsylvania Company's order has served as a signal for action on the part of other intending buyers, but thus far it does not appear that the rule has been followed, although there is considerable business in treaty that may soon be put through now that the recognized leading buyer has made a move. Other branches of the market for heavy steel productions are bare of new feature. Business throughout is of merely routine character, and, with production still on a large scale and the mill capacity capable of taking care of decidedly more business than is coming up, prices for billets, slabs, rods, plates, etc., continue rather weak. In the lighter forms of manufactured steel and iron dealings are still of routine character and chiefly at old prices.

In crude material there is nothing doing that contrasts a great deal with what has been going on for some time past, and the market is devoid of really new feature. Furnace agents claim that old prices are obtained for popular brands of foundry and mill pig iron, but some buyers assert that the rates generally quoted are strictly "nominal" in the instance of more brands than one. The range quoted on standard brands of foundry iron is \$17 to \$18 at tidewater for No. 1 foundry, \$16 to \$16.50 for No. 2 foundry, and \$15 to \$15.50 for grey forge, but inferior brands could probably be secured at 50c. under the inside figures named. Bessemer pig has been selling at \$14.50 to \$15.50, at furnaces, as to brand. Foreign spiegel-

eisen quoted at \$23 to \$24 for 10 to 12 per cent., and \$27.50 to \$28 for 20 per cent., and 80 per cent. ferro manganese at about \$62 to \$63 delivered here. Scotch pig is slow at about \$22.50 for Coltness, \$22 for Summerlee and \$20 for Eglinton and Carnbroe. Old iron tee rails are quoted at about \$22 on cars, and No. 1 wrought scrap iron at \$19 to \$19.50, with demand moderate.

COPPER.—There are no traces of improvement in the demand for ingot copper for home consumption, and the export movement, except on old contracts, is slow, owing doubtless to the semi-demoralized condition of the foreign market. The leading producers make more or less effort in the direction of resisting adverse influences, but the tide is against it, for the moment at least, and, while 11½c. and upward is asked for Lake Superior product, small parcels have been offered from second hand at ⅙ to ¼c. less, as to delivery. On casting brands 10¾ to 11c. are evidently full prices. In the London market prices for merchant bars have been down to as low as £44 10s. spot and £45 5s. future, but latest cables showed 10s reaction at the close.

TIN—Prices for pig tin have varied somewhat in this market, responding slightly to the London pendulations, but speculation has been enlivened in a very moderate degree only, and trade purchases are still of strictly routine character. In short, the market remains positively flat, not only here, but in London, the result chiefly of the peculiar work of the speculative manipulators. Net cash price for ten-ton lots at the amount is about 19.80 to 19.85c., and ordinary jobbing parcels are quoted at 20 to 20½c. regular terms. The London quotations were £90 2s. 6d. for prompt and £91 for future deliveries.

LEAD—In pig lead there have been transactions involving about 200 tons. The trading was chiefly at \$4.10, but as low as \$4.05 was touched in an exceptional instance. The offering is free at the present time, the demand slow and the market weak in tone.

SHELTER—Spelter is finding slow sale. Buyers purchase very indefinitely, simply because the requirements are small and the situation the reverse of encouraging. For prime Western \$4.85 is full value at the moment.

TIN PLATE—Tin plate is being purchased in a very indifferent manner, and, while the assortment is broken, there seems to be quite enough stock to go around at former prices. Future deliveries receive only moderate attention, although offered rather more cheaply.

Enquiries solicited for the manufacture of

Lithographed Tin Signs,

Decorated Tin Boxes and

Sheet Metal Goods.

Thos. Davidson & Co.

Montreal, Que.

THE IRON AND STEEL INDUSTRY IN CHINA.

Mention has been made in several of the home and colonial papers of the movement now on foot to introduce into the Chinese empire the most approved appliances for the production of iron and steel. At the present moment two large blast furnaces of the Cleveland type, capable of producing 100 tons of pig-iron daily, with all the necessary appliances, are in course of construction on the slope of the Hamyang Hills, opposite the native city of Hankow. But this is not all, for a complete Bessemer plant is now on the way, including two five-ton converters, with cupolas, cranes, blowing-engines etc., and added to this there is the entire machinery for a large rail-mill, as well as a plate and bar mill, with some twenty puddling furnaces. A foreign technical staff has been secured, and in the course of a few months the production of steel-rails, soft steel for ship-plates, special metal for small arms, as well as plates and bars, will have become an established fact, and will prove one more instance of the slow but sure progress of the intelligent Mongolian to bring to bear the latest scientific improvements in the varied industries of that immense empire. The works will cover some twenty acres of land, and the designs and execution of all the works forming this vast undertaking have been carried out by the Tees Side Iron and Engine Works Company, Limited, of Middlesbrough.—Ryland's Iron Trade Circular.

THE FURNISHING IRONMONGERY TRADE.

The allegation that the furnishing branch of the ironmongery trade is suffering more or less severely from the competition of drapers, house-furnishers, cabinet-makers, and other tradesmen merits closer attention than it has received as yet on the part of such members of the trade as are chiefly engaged in that branch. The assertions of those who hold that furnishing ironmongery is gradually being diverted to the drapers and other outsiders may or may not be correct, looked at from a broad point of view, but we are inclined to accept the statement that to some extent certain articles which come within the category of furnishing ironmongery are being sold with increasing freedom and on a growing scale by tradesmen other than ironmongers. Amongst these articles iron and brass bedsteads are cited as being goods the sale of which has very largely passed into the hands of the drapers and house-furnishers, and, therefore, out of the hands of ironmongers. It is not to be denied that this transfer has taken place in many towns on a large scale, with the result that there are now several good centres of population where the ironmongers decline to stock bedsteads at all. The rule is by no means one of general application—indeed,

it would be possible to cite a number of large towns where the ironmongers stock and sell more bedsteads than all the other tradesmen of these places put together. But it should be noted that in all the places where the ironmongers have retained the bedstead business they have done so by dint of their taking a wide and comprehensive view of the situation. They have seen very plainly that the only reason why the drapers or furnishers have obtained a share of the bedstead trade has been because those tradesmen have also sold the whole of the articles necessary to fit up the bed, consequently they themselves have gone into the sale of mattresses, palliasses, quilts, and the like. Having embarked in these branches, the ironmongers who have had the courage of their convictions have fully retained the bedstead business, and are in no fear of being distanced in competition of that kind. The same remedy is open to other ironmongers; but it is obvious that all movements of the kind must be gone into intelligently and with prudence. Some ironmongers have not found it necessary to carry stocks of mattresses and other bedding, but simply sell these from the price-lists which are readily obtainable by any member of the trade. As with bedsteads so it is, or should be, in relation to most other sorts of furnishing ironmongery. The drapers, etc., sell the ironmongery goods simply and solely because they stock and sell the other articles which go with the ironmongery articles. It seems, therefore, that the most effective remedy for the ironmonger to adopt is for him to turn the tables upon his competitors by embarking in branches which they have hitherto monopolized. To do so is, no doubt, a reversal of the process of specialisation which has been in force for so long a period in this country; but when difficulties of a serious nature arise, they have to be overcome without much regard for what has been done in former times, and with no undue regard for what may be termed commercial sentimentality. There is no reason whatever why the draper should poach upon the preserves of the ironmonger, and yet be free from retaliation. The draper did it, no doubt, because he saw the opportunity of making money thereby. In some instances necessity drove the draper to run ironmongery goods alongside his other furnishing items, in order that he might effect the sale of both. Inasmuch as "necessity knows no law," no doubt the draper was justified in making the departure; but as the rule applies equally to the ironmonger retaliating in exactly the same manner. Self-preservation is the first law of nature, and no furnishing ironmonger with spirit will be content to sit down and see his business filched from him by his poaching local rivals. The ironmonger, as a rule, is not an aggressive tradesman, but if he is compelled by the force of circumstances to retaliate he should be at some pains to make his re-

tort effective. There seems to be no better course open to furnishing ironmongers who are threatened in the way we have indicated, and we are glad to notice that in several towns members of our trade are going into the furnishing trade proper with the resolution not to be beaten. This is as it should be, and we shall be pleased to record evidence of pluck and enterprise on the part of other furnishing ironmongers in different parts of the country. As regards ordinary furniture, it is not absolutely necessary to carry large stocks, seeing that the goods can be readily sold from the manufacturers' catalogues; but, whenever a large show-room can be devoted to the furniture, it is certain to sell more freely, as well as to promote the sale of furnishing ironmongery. In not a few good centres of population there is as yet no necessity for ironmongers to thus challenge their neighbors, simply because each tradesman respects the rightful calling of the others. But where it is otherwise the question should be discussed in order that it may be seen whether there is another course better than that to which we have referred.—The Ironmonger.

ALUMINUM AS A MILITARY METAL.

A new use for aluminum, on quite an extensive scale, has been suggested by the shipment of ten tons of the metal from Pittsburgh the other day for use in the German army. According to the dispatch, announcing the event, the order on which the shipment was made was originally for 100 tons, but can be filled only in part at present. Nor will the entire requirement, it is probable, be met for many months, owing to its unparalleled proportions.

The aluminum in this case is for use in army uniforms and accoutrements. The trappings of the hussar regiments will be made of it, and so will the ornaments on helmets, canteens, sword scabbards and the like. Its non-corrosibility will be a vast lightening of labor to the soldier, and its lightness will afford him relief from much of the burden that he has to carry.



DO YOU SELL COOKERS ??

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL : Ask your Jobber for them.

Sole Makers : **THE EUSTIS MFG. CO.,** 49 St., Bayonne, N.J.

MALLEABLE IRON.

Malleable iron castings are made in dry or green sand molds that do not differ materially from ordinary cast iron moulding. The iron is poured very hot and the product is a shiny, gray, highly brittle casting, these characteristics being principally due to the selection of pig iron. The castings are then taken and put into square boxes where they are embedded in oxide of iron mostly in the form of iron scale purchased from rolling mills. The boxes are put into furnaces and gradually raised to a high temperature, the limit being only short of the melting temperature of the iron under treatment. The higher the temperature maintained, the better the product. The boxes are kept in the furnace seven or eight days and then allowed to cool slowly. As soon as the castings can be handled they are ready for cleaning.

There is considerable difference of opinion among metallurgists as to the rationale of the process. The prevailing opinion is that the decarbonizing material, when kept at a high temperature, removes from the part of the iron penetrated the carbon, sulphur, silicon and manganese by a process of oxidation. An eminent chemist, however, who has given the subject profound study attributes the change in the physical properties of the castings after treatment to the separation of amorphous graphite within the metal, without which separation he holds

that the castings will remain brittle when the amount of carbon is decreased to the usual extent. Be this as it may the practice of cementation with oxide of iron on the proper castings produces a very tough casting that is filling a highly important place in American industries.—American Manufacturer.

IRON MILLS AS SELLERS OF SOFT STEEL.

The entrance into the market of iron rolling mills generally as sellers of soft steel bars is regarded with some apprehension by the pioneers in the field. The impression seems to obtain that the work of education in the use of steel for ordinary purposes has been so far accomplished that the only thing now necessary to enable a rolling mill to handle effectively a part of this trade is to be ready to furnish steel rolled in the shapes needed. But there is more than this to be considered. The manufacturers of soft steel have only been able to overcome a strong prejudice against steel by exercising the greatest care in its manufacture. They use no doubtful stock and accept nothing that has been rejected for lack of suitability to other processes. Soft steel with them is really low in all hardeners. Their trade has nevertheless increased slowly, if it has now grown to considerable proportions, as every new customer had to be convinced that he was getting a mate-

rial as easy to work as bar iron. The apprehension among these pioneers in the trade is not that there is too great competition now being threatened, but that there will be an avalanche of so-called soft steel which will not work satisfactorily and may cause consumers to return to iron.

A case in point, which will serve as a good illustration, is the manufacture of angles from steel rail crop ends. These angles may serve well enough for some purposes, but they are undoubtedly of unsuitable character to be riveted to plates or columns. They are too high in carbon to punch well or even to bend well, and it would require the appearance of but a few such angles in bridge and other shops to cast great discredit on steel. Bars made from crop ends or from billets of rail stock may also be very satisfactory for some purpose, but the trouble in welding them would cause a wagon maker, an implement manufacturer or a blacksmith to ask for iron again after fruitless efforts to turn out a good job with hard steel.—Iron Age.

Among the applications for incorporation is one from William Risdon and John Risdon, of St. Thomas ; Alfred Maybee Diamond, of London ; James Forbes Sangster, of Florence ; John Baird, Amelia Brotherhood and John Farley of St. Thomas, as the Kittelman Wire Fence Company, with a capital of \$10,000.

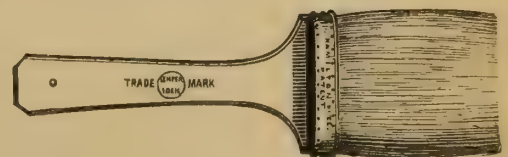
PAINTERS' BRUSHES.



TRADE



MARK.



We manufacture the **BEST BRUSHES** only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above **TRADE MARK**. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto.
HAMILTON & CO., 96 Clerkenwell Road, London, England.

LOOK AFTER THE STOCK.

Unless due consideration is given to the condition of a retail stock the very finest selling and buying talents will be rendered of little value to their fortunate possessor. How does it avail a dealer to be able to buy down to the lowest notch, and in the quantities most suitable for the needs of his business, if his stock is kept in such bad order that he can never tell just how many of certain kinds of goods he has on hand, or whether the shelves of the store do not contain articles that should have been disposed of long ago and have grown shop-worn and unsalable. At the recent sale of the stock of a bankrupt trader in a near-by town, it was discovered that several brands of specialties had remained on the retailer's shelves from the time of purchase, fifteen years ago, up to the day of the auction. These goods were of an ephemeral nature, had attained but a temporary popularity, and finally had disappeared from the market, their very names having been forgotten. Several hundred dollars' worth of these goods were in the bankrupt trader's possession on the day of the closing-out sale. Many dealers may consider this an exceptional case, and agree that the failure of the dealer was due to the neglect of one of the elementary principles of store-keeping, but it appeared that the bankruptcy was caused solely by speculation in stocks, and that the business had always prospered until too heavy drafts had been made upon it to meet losses on the speculative ventures of the owner. A merchant who retains in stock for fifteen years goods that are gradually but steadily deteriorating in value, may be successful in amassing a competence, but it is obvious that he would be better off without the drain through the loss of interest on the capital invested in slow-moving, or rather, stationary goods. We would recommend other merchants who, upon reading this, may feel like criticising the bankrupt above alluded to, to take a look around their own stores and first make sure that their upper shelves contain no stock hidden and forgotten, before condemning a fellow-merchant for similar neglect.

Equally negligent is the care of the stock in a store owned by a prosperous retailer in a neighboring city, judging by the experience of the writer a few days ago. Being asked for a certain well-known article a clerk in this establishment informed the inquirer that the proprietor had never handled the goods. Surprised at the reply, the intending customer pointed to a pile of the goods near the door, which he had seen in entering, and asked the clerk what label the goods bore, which was that of the brand wanted. The clerk looked confused for a moment and then apologized for his mistake, saying that there were so many varieties of these goods in the stock it was difficult if not impossible to remember them all. It is

not an uncommon experience of customers of retail stores, upon asking for a certain brand or article, to receive the reply: "Well, I believe we have the goods, but don't remember just where we keep 'em," and after waiting several minutes to be told that the goods will be delivered later, a promise which may be kept or may not, its fulfilment depending upon whether the goods have ever been in stock, or allowed to be sold out before replenishment. It is principally owing to the fact that brands have multiplied so greatly of late years that many retailers' stocks get into such bad shape and, as it were, beyond their control. In past years when one or two brands of a line were all that was deemed necessary in a reasonably well-stocked store, it required but little attention in order to keep the stock well assorted and in good condition, but with the increase of the number of brands of late years the difficulties attending the care of the stock have increased enormously, while the importance of the work has kept pace with the difficulties. It is evident that in the cases such as we have mentioned a stock book is a crying need—a volume in which the quantity of goods purchased should be entered. At frequent intervals the stock must be looked over and the quantities of goods remaining compared with the entries in the book. This constant overhauling of the goods is necessary to ensure cleanliness, as well as to freshen the appearance of the interior of the store, the more often the goods are rearranged on the shelves and the windows the better the impression produced upon customers. It is as though new goods had been received when the stock is thus rearranged, and while performing this task the comparison with the stock book is easily made.—*Merchants' Review.*

DISCOUNT YOUR BILLS.

This, says an exchange, is regarded by many of our most successful retailers a principal element of success. In fact, they lay stress upon the practice, as inculcating economy in store and living expenses. Regarding such a policy as imperative, they live economically and work long hours, keeping at it early and late. Their claim is that the extra discounts which prompt cash payments secure are in themselves a good profit. If a merchant doing \$60,000 or \$70,000 per annum can save 2½ per cent. by such a course, there is a clear gain of \$1,500, which in ten years would amount to about \$20,000. Is not that a capital in itself?

The man doing a retail trade of \$30,000 per annum, and saving 2½ per cent. on purchases, gains about \$750, or adds to capital in ten years, as the result of a wise policy in buying, about \$10,000. The amount saved by the believer in discounts often amounts to more than the yearly addition to capital of those who buy on credit. It only requires a few years of what we might term proba-

tionary work to make such a man independent, so that he no longer practices an enforced economy, being able to indulge fancies and enjoy things which previously were set aside in obedience to determination to save all discounts.

CHOOSING A BUSINESS.

The question of choosing a business is a serious one. As a rule, a young man should adopt the calling for which he has a preference. If he has no particular choice, it would be well for him to try different occupations, until he finds one that suits him. I do not council changing about to gratify a spirit of uneasiness, for once a young man is installed in the business that he is suited to, he ought to stick to it, writes Russel Sage to the New York Herald. I have known young men who entered employments reluctantly, and after a trial became fond of them. A young man must be determined to succeed. After all, there is one great lever, and that is will power. Without it very few men succeed.

It depends on the circumstances whether failures betray incapacity in a man. If a failure is due to a cause not general, then it may be attributed to a lack of foresight and understanding. A shrewd merchant will not stock up with unsalable things; a shrewd farmer will not plant his ground to raise unsalable crops. Both the merchant and the farmer must find out what is salable and act accordingly. There are exigencies, to be sure, like contagions, disasters, combinations, strikes and boycotts, that cannot be foreseen. The prudent man of business has prepared himself to stand losses from such causes, and when the troubles have passed the fact of his having weathered them makes his financial position in the community stronger than ever. The present condition of the coal trade well illustrates the uncertainty of things. The mild, open winter could not be foreseen, and has caused great dullness and loss in the trade. Then there is the march of improvement. This is an age of competition, and it requires energy and perception to meet it. It used to take 90 days to find out the condition of the tea crop in Japan or the coffee crop in Brazil. Now an inquiry can be sent and an answer secured in a single day.

The young man should start out in the world by the time he is 21. If he is qualified to begin life at an earlier age he should do it. I began as a clerk when I was 12. At 18 I was in business for myself, and I have kept my sign up ever since. I should say that the average boy could take a clerkship at the age of 16 or 18. A wrong start may not mean a permanent failure. Many of the most successful men have started wrong and afterward righted themselves. There are many instances where men educated for the pulpit have gone to the bar and been conspicuous successes. Then, again, men educated for the bar have gone to the pulpit and achieved success.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,
TORONTO

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING

SANDSTONES,

CALCINED PLASTER

Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:

McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We can now supply the following: American and Canadian Meat Cutters, Enterprise and other makes, also Sausage Stuffers and Lard Presses. Cow Ties, American and English.

Halter Chains, German and American.

Rope Halters, Hand and Machine-Made.

Web and Leather Halters in good variety.

Gross-cut Saws, "Disston's" Toledo Blade and ordinary perforated, also S. & D. Lance.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



SALES MADE OR PENDING.

The general store stock of R. D. Beals, Nictaux, N. S., is sold.

Joseph Symmington, Brandon, Man., has sold out to J. W. Wallace.

The crockery stock in the estate of Mrs. E. M. Crawford, Toronto, is sold.

I. Lawlor & Son, hardware and grocery dealers, Dartmouth, N. S., have been succeeded by Samuel Thomson.

J. W. Schurman, general merchant and lumber dealer, River Philip, N. S., advertises his business for sale by tender.

PARTNERSHIPS FORMED AND DISSOLVED.

Heckert Bros., general merchants, Commercial Cross, P.E.I., have dissolved.

Robert H. Langile has been admitted into partnership with E. Langile, stove and tinware dealers, Spring Hill, N.S.

REMOVALS AND DEATHS.

James Clesson, hardware dealer, St. Johns, N.F., is dead.

John Mahoney, general merchant, Guysboro, N. S., is dead.

R. Crittenden, general merchant, Lakelet, Ont., has removed to Belmore.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

G. Chartier, general merchant, St. Benoit, Que., has assigned.

L. P. Methot, general merchant, Fraserville, Que., has assigned.

James Methot, general merchant, Grand River, Que., has assigned.

A. Blondeau, general merchant, Black Lake, Que., has assigned.

Andrew Gillis, general merchant, Port Milgrave, N.S., has assigned.

F. X. St. Pierre, general merchant, Lyster Station, Que., has assigned.

Clare Bros., general merchants, Lamlash, Ont., have assigned to H. H. Miller, Hanover.

Alfred E. Nelson, hardware and store dealer, East Toronto, Ont., has assigned to Isaac Newlands, Toronto.

Yeo & Smith, dealers in hardware and house furnishings, and manufacturers of galvanized iron, have compromised, Thos. Yeo continuing in the business.

THE MANUFACTURE AND USE OF RAZORS.

English and foreign makers of razors employ different methods. The foreigner makes his blade very hard, and does not draw the temper so much as is done in America. A Swedish razor is very hard, indeed, and liable to break, but has a wonderful edge, and if it does not meet with acci-

dent will do good service for years. Rodgers also makes a very hard edge, as does also Crooke; other makers not going to the extreme. Some makers abroad and very generally in America make a blade so thin, with so fine an edge, that the latter will rise and fall very perceptibly as it is drawn along the thumb nail.

The tempering of a razor is a matter of great care. Should a drop of grease get into the cooling water the batch would be made brittle and spoiled. Instances have been known of an employe unwittingly rinsing off his hands in the water, and producing the same result. To draw the temper some makers tie a dozen blades together, dip the bundle in oil, and put it before a blaze long enough to burn the oil off.

There is a growing tendency in this country to do away with the barber, and shave one's self. There is skill required in this. The correct way is to draw the blade across the face as the mower does his scythe. This gives a clean shave. A great majority of shavers, however, simply scrape. Some razors are honed by laying the blade flat, while others have edges which do not allow this.

The edges of razors are half, three-quarters and full concave, the latter requiring smaller stones in grinding. Razors should be carefully wiped after using, and the English recommend a lint made in their country as the best material for that purpose. This lint is so soft that it will not harm the thinnest blade; its drying qualities are such that it will instantly absorb every particle of moisture, and moreover it is convenient in use. The making of fine cutlery and its care, are matters of importance, requiring a knowledge and experience very little known to the public at large.—N. Y. Hardware.

GOOD TIMES NOT ALWAYS FORESEEN.

A prominent hardware merchant: "A very correct rendering of a popular saying, as far as business goes, would be that 'it is the expected that never happens.' This was the element of safety last fall when the financial stringency was so great, and all feared a panic. Every man trimmed his sails to meet a storm that blew harmlessly over. On the other hand when the success of the crops was assured and it was seen that the yield was phenomenal, the reaction was instant, and the confidence was further heightened by the commencement of the return of that gold which we sent to Europe in such large quantities last year. As far as human prescience could forecast, there seemed absolutely no reason why we should not experience such prosperity as had been unknown for years; yet, as the end of the year approaches, the feeling is one of distinct and decided disappointment. There is absolutely no buying save for immediate wants, and such speculation as ex-

ists is confined almost entirely to Wall Street and the grain pit. Prices are at a standstill, for any further declines are impossible, and the advances are few and exceptional. The supply of manufactured articles far exceeds the demand, and the iron market—the index of the situation—is neither strong nor active. The general comfort extracted from the outlook is that the facts remain as cheering as before, whatever the impressions may be, and this spring should certainly see the incoming tide of prosperity—but a season of prosperity often comes like a thief in the night, and no amount of taking thought will hasten its advent."—Age of Steel.

Restore goods to their proper places as soon after using as possible.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J.B. McLEAN CO. (LTD.) PUBLISHERS.

LOOK

At the FINE POSTERS printed
from NEW TYPE with
BRIGHT INKS at the

**GREAT POSTER
HOUSE OF THE
DOMINION**

**THE MAIL JOB
PRINTING CO.**

TELEPHONE 647
W. A. SHEPARD, MANAGER

LOWEST LIVING PRICES

OFFICES: 100-102 Read e St., New York, U.S.A.

KEARNEY & FOOT CO

Manufacturers of **FILES AND RASPS.**
Superior quality fully guaranteed.

CAPACITY OF WORKS:
1,200 doz. per day.



PLEASE MENTION THIS PAPER WHEN WRITING US.

Illustrated Catalogue
Price Lists mailed on
application.

WORKS: Paterson, New Jersey, U.S.A.

You can lose more than we do
by not subscribing for this paper

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

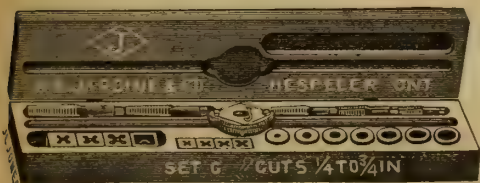
Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

TAPER TOOTH.



Write for Prices or Telephone 5120.



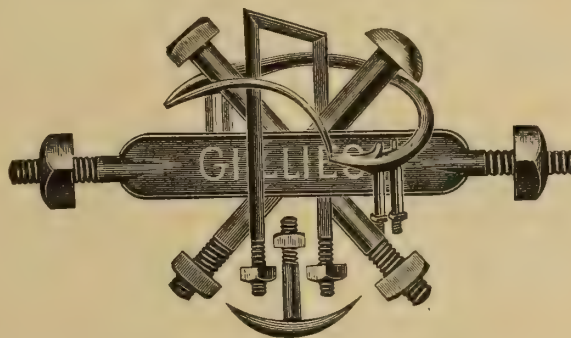
A. B. JARDINE & CO.,
Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

TORONTO ENG. CO.

CUTLERY--Good knives, good value. See our samples and prices.

SPOONS--Our "African" Silver retain their color and are cheap.

STEEL---Consumers want quality. Buy "Jessops" Standard make.

A. C. LESLIE & CO.,

445 St. Paul St., MONTREAL. 18 Front St. West, TORONTO.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

SPOONS, FORKS ETC. STAMPED

1847. ROGERS BROS. A1

ARE GENUINE, ROGERS' GOODS.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of
400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures
None are genuine unless bearing the

TRADE

GRANTED

MARK.



1764.

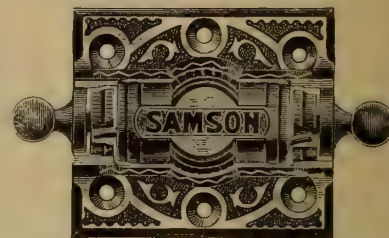
BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE LATEST



AND BEST

Shepard's "SAMSON" Spring Hinge
(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers--SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag--
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates--Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. \$6 00 \$6 25
I.X., " .. 7 25 7 50
I.X.X., " .. 8 50 8 75

Raven & P.D. Grades--
I.C., usual sizes .. 4 50 4 75
I.X., " .. 5 50 5 75
I.X.X., " .. 6 50 6 75
I.X.X., " .. 8 25 8 50
D.C., 12 1/2 x 17 .. 4 50
D.X., " .. 5 75
D.X.X., " .. 6 75

Note--Other brands might be shaded by 25c. per box.

Coke Plates--Bright.
essemer Steel--
I.C., usual sizes .. 4 00 4 25
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual sizes .. 4 85 5 00

Note--Round lots of 14x20 might be purchased at 10c. per box less.

Charcoal Plates--Terne.
Dean or J.G. Grade--
I.C. 20 x 28, 112 sheets .. 8 25 8 50
I.X. Terne Tin .. 10 50 10 75

Charcoal Tin Boiler Plates.
Cookley Grade--
I.X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 6 1/2 c, 7 c
" 14x65, " }

Tinned Plates.
72x30 up to 24 gauge .. 6 1/2 7
26 " .. 7 1/2 7 1/2
28 " .. 7 1/2 8

Iron and Steel.

Base Price.
Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 4 00 4 25
Swedish " .. 2 50 2 75
Sleigh Shoe Steel .. 3 00 3 25
Tire Steel .. 3 00 3 25
Machinery " .. 0 13 1/2 0 14
Best Cast Steel, per lb. .. 0 10 1/2 0 12
Russian Sheet .. 2 00 2 25
Tank Plates .. 4 50 5 00
Roller Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 10 1/2 c
1-inch .. 15

Boiler Plate.

1/2 inch .. \$2 45
5-16 " .. 2 35
3/8 " and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2 1/2 3
22 to 24 " .. 2 1/2 3
26 " .. 3 1/2 3
28 " .. 3 1/2 3

Canada Plates.

Blaina .. 1/2 bright 2 90 3 00
Abercarne .. 3 00 3 10

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62 1/2 per cent.

Galvanized Iron.

Queen's Head--
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2, 5 1/2
28 " .. 5 1/2, 5 1/2

Gordon Crown--
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2, 5 1/2
28 " .. 5 1/2, 5 1/2

Note--Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb .. 6 6 1/2
" 1/2 " " .. 5 1/2 5 1/2
" 5-16 " " .. 4 1/2 5
" 3/8 " " .. 4 1/2 4 1/2
" 7-16 " " .. 4 1/2 4 1/2
" 1/2 " " .. 4 1/2 4 1/2
" 3/4 " " .. 3 1/2 4

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70
Jack chain, iron, single, per doz yards .. 0 13 0 50
Jack chain, double, per doz yards .. 0 15 ..
Jack chain, brass, single, per doz yards .. 0 20 1 10

Copper--Ingot.

English B.S. .. 0 14 1/2 0 15
Bolt or Bar.
Cut lengths, round, 1/2 to 1 in. .. \$0 25 \$0 28
round & square

Note--Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60 .. \$0 18 0 19
Untinned, 14 oz, and light,
16 oz, irregular sizes .. 0 19 0 20
Note--Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x
48 and 14x60 .. 0 29 0 30

Brassers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb .. 0 22 0 26
" 35 to 45 " .. 0 21 0 22
" 50 lb and above per lb 0 20 0 21

Boiler & T. K. Pits.
Plain Tinned, per lb. 0 25
Spun " .. 0 29

Wire.
Pure, in coils--
From 1 to 20 gauge. 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.
Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up .. 0 26 0 32
Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.
Foreign, per lb. 0 05 1/2 0 06
Domestic " .. 0 05 1/2 0 05 1/2

Zinc Sheet.
5 cwt casks. 0 06 1/2 0 06 1/2
Part casks .. 0 06 1/2 0 07

Lead.
Imported Pig, per lb. 0 04 0 04 1/2
Domestic " .. 0 03 1/2 0 04
Bar, 1 pound .. 0 05 0 05 1/2

Sheets, 2 1/2 lbs, per square ft,
by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,
by roll .. 4 75 5 00

Note--Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note--Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2 c.

Solder.
Half-and-half (guar.) per lb 0 17 0 19
Note--Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb. \$0 15 1/2 0 16
Other makes " .. 0 14 1/2 0 15

White Lead.

Pure, Assoc. guarantee, ground
in oil, 25 lb. irons, per lb. 5 1/2 ..
No. 1 Do. 0 3
No. 2 Do. 0 4
No. 3 Do. 0 4

Prepared Paints.
(In 1/2, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.
(25 lb tins, Standard Quality.)
Venetian Red, per lb. 0 05
Chrome Yellow " .. 0 11
Golden Ochre .. 0 06
French " .. 0 05
Marine Black .. 0 09
Green .. 0 09
Chrome " .. 0 08
French Imperial Green .. 0 14

Colors, Dry.
Yellow Ochre (J.C. in bbls, per cwt 1 40
" (J.F.L.S.) " .. 2 75
Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 1 80 1 90
English Oxides " .. 3 25
American " .. 2 25

Paris Green, per lb. 0 08 1/2
Burnt Sienna " .. 0 08 1/2
Burnt Umber " .. 0 05
do pure .. 0 08
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
Greens " .. 0 12
Golden Ochre " .. 0 03 1/2

Varnishes (in bbls).
No. 1 Furniture, per gal .. 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
do Turpentine .. 0 90
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac .. 2 00
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls)
Raw, per gal .. 0 57 0 58
Boiled " .. 0 60 0 61

Turpentine (in bbls)
Selected Packages, per gal. 0 55 0 56

Castor Oil.
Best, per lb. 0 09 0 10

Cod Oil.
Cod Oil, per gal. 0 48

Glue (in bbls)
Common, broken .. 0 10 0 11
French medal .. 0 11 0 12
Cabinet makers .. 0 17 0 18
White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.

Canadian, dis. 7½ p.c.

Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each. 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross. 6 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled. 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross. 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross. 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's, dis. 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis. 45 and 50 p.c.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
Moulders, " 7 50 10 00
Blacksmiths' discount 35, 40 p.c.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis. 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Jenning's Gen, net list to 5 p.c. dis.

Expansive.

Gilmour's, 47½ to 50 percent.
Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross. 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascot " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's. 6 00 7 75
Barber's Ratchet. 10 00 11 00
Farmers'. 2 00 2 75
Millar's Falls. 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs. 0 50 3 40
Berlin Bronze Cana'n. 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8. 6 00
" No. 9. 7 00
Queen City. 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 25

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 per
cent

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 p.c., dis.
Loose Pins, " 60 & 5 to 65 p.c., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross. 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50

Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50 p.c. } to 50 and 5
Plate " dis. 50 p.c. } per cent.

Cattle Leaders.

No 31 and 32, per gross. 8 50 11 25

Cement.

Portland, car load lots. 2 70
Thorold " 1 10
Queenston " 1 10
Napanea " 1 10

Chalk.

Carpenters' Colored, per
gross. 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red " 0 05 0 06
Crayon, per gross. 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis. 70 per cent.
Canadian, dis. 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy, dis. From factory 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box. 3 60 13 00
Side. 3 60 4 00
Enterprise, No. 0. 1 35
No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 00
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Penns Corkstops, No 2 p.doz. 1 70
Petroleum, per doz. 4 50 6 50

Files and Rasps.

Kearney & Foot's discount Am. List,
50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis.
Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Toronto File Co., 50 and 10 to 60 p.c.,
Amer. list.

Jowitt's, dis. Can. list, 25 p.c. to 27½ p.c.

Horse Rasps, Kearney & Foot's dis.
Am list, 50 p.c. 50 p.c. to 50 and 5 p.c.

Horse Rasps, dis. 45 p.c. Amer. } Hellers
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Horse Rasps, Toronto File Co., 50 and
10 p.c., Amer. list.

Fluting Machines.

Each. 0 60 2 00

Forks.

Hay, Manure, etc., dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz. 4 00

Enterprise, discount 10 p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size inches.	Star.		Double Diamond	
	Per 50 ft.	Per 100 ft.	Per 50 ft.	Per 100 ft.
16 to 25	1.40	2.70	2.00	
26 to 40	1.50	2.90	2.25	
41 to 50		3.30		5.00
51 to 60		3.60		5.50
61 to 70		3.90		6.00
71 to 80		4.40		6.75
81 to 85		5.10		7.50
86 to 90		5.80		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

Ordinary.
1st break. 93 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 5 90

Picture Glass.

Pilkington's ordinary.
1st break. 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each. 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs. 0 40 2 50

Chisel.

Firmer per gross. 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross. 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.

" Shepard's Noiseless, dis. 60 p.c.

" Buffalo, dis. 60 to 70 p.c.

Light T and strap, dis. 62½ to 65 per %

Heavy, per lb. 0 42 0 05

Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets. 13 1 80

Screw, Eureka. 1 50 2 20

Gate, Clark's. 1 50 3 50

" Shepard's, dis. 50 to 60 p.c.

Spring. Per doz. pairs. 1 50 3 50

" Shepard's Niagara. 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per
cent.

Planter doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10

Clothes Line, " 0 27 0 63

Harness, " 0 72 0 88

Hat and Coat, per gross. 1 00 3 00

Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 35 to 37½ per cent.

HEADQUARTERS
—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.
Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.



Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 60 to 60 and 10.

Horse Shoes.

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, per lb 7½ per cent. dis. off
new list.

Copper, " " 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross. 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " " 6 00 9 00

Lava " " 8 75 10 00

Shutter, porcelain, F. &
J. screw, per gross. \$1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " " 1 87 3 85

King, wood, " " 2 75 2 90

glass " " 4 00 4 50

All glass, " " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " " 1 90 4 70

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent. 30 per cent. to
33½ per cent.

Padlock.

English and Am. per doz 50 6 00

Scandinavian, " " 1 00 2 40

Eagle, dis. per cent. 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " " 1 25 3 75

Lignum Vita, " " 3 85 5 00

Caulking, each " " 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Gutter

Enterprise, dis. 17½ to 20 p.c. dis.

Canadian, 37½ to 40 per cent.

Home, each " " " " " "

Mincing Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,

per keg base, price 2 20

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

Square, round and octa-
gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " " 0 18 0 18

Canada W.W. " " 0 20 0 20

American W.W. " " 0 25 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron

Oil Can, with Pump,

per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter 2 25 3 60

Picks.

er doz 0

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis. 45 to 50 per
cent.

Wood, fancy Canadian, or American
35 to 37½ per cent.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " " 22 33

Screw " " 27 1 00

Awning " " 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz 1 00 1 85

Conductors " " 9 00 15 00

Tinner's solid, per set 72

hollow, per inch " " 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs " " 2 50 2 75

Rail.

Barn Door, per foot 3 3½

Sliding Door, " " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis.

Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb.

7-16 in. and larger. 8½ 12½

¾, 5-16, ¾ in. 9 13

3-16 in. 10 13½

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute " " " " 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis. 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

N. P. " " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.

Emery, per quire 55 90

Sash Cord

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scraper.

Box, per doz 2 10 4 50

Foot, " " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. " 72½ " " "

" F. H. Brass 75 " " "

" R. H. " 70 " " "

Diamond Point wood screw nails,

bright, dis. 77½ and 20 per cent.

Bench, wood, per doz 3 25 4 00

Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Ætna, dis. 75 to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 37½ per cent. to 40 p.c.

Sieves

Wood Rim, black, p. doz 1 15 1 35

tinned, " " 1 35 1 60

Tin Rim, " " 2 30 2 45

black, " " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50

Acme, " " 3 00 5 00

Lock, Andrew's " " 4 50 11 50

Soap

Sapolia ½ gross boxes 3 25

" ¼ and ½ gross boxes per

gross net cash 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes.

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons, per gross 7 50 12 00

Dessert " " " " 21 00

Table " " " " 30 00 30 00

Dessert Forks, " " 24 00

Medium " " 27 00

Table " " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 25 50

Hindostan, per lb. 0 06

" Slips, per lb 9

Labrador, per lb 0 13

" Axe, " " 0 15

Turkey " " 0 50

Arkansas " " 1 50

Water-of-Ayr " " 0 10

Scythe, per gross. 3 50 5 00

Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimpe, blue, dis. 35 p.c.

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.

TRADE MARK FOR



HOLLOW WARE.

REGISTERED
TRADE MARK FOR



KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

TRAVELLERS

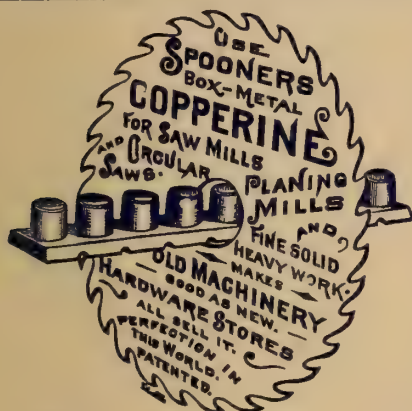
SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.



How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cummings Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose the above.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

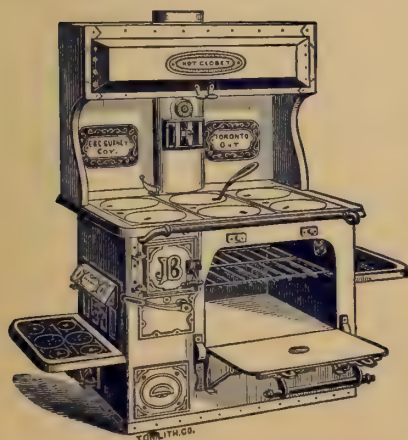
STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample of this elegant and useful line of stoves.

Made in all Styles and Sizes for Family, Restaurant and Hotel use.

Single, Double, Triple Ovens, with or without Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

**DOMINION
AMMUNITION**

IS FAST SECURING THE
WHOLE MARKET.

**DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,**

MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

—FOR—

Telephone,
Telegraph and
Electrical purposes.

—FOR—

Nails,
Rivets
Mattresses,
Brooms,

Also WIRE NAILS and WOOD
SCREWS.



Box 1964, Montreal, or
27 Front St. E., Toronto.

BRASS WIRE !

COPPER WIRE !

Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.

NOV. 21, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

TO THE TRADE.

WRITE FOR PARTICULARS OF OUR

\$5.00 TOOL BOX

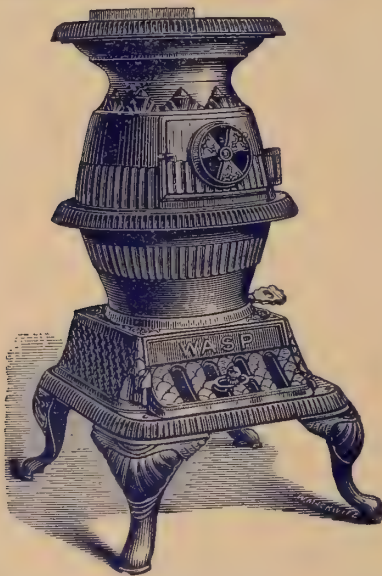
JUST THE THING FOR CHRISTMAS TRADE.

**RICE LEWIS & SON,
LIMITED.**

Cor. King and Victoria Sts.

TORONTO.

WASP.



Three sizes with extra heavy Fire Pots, 10, 11 and 12 inches in diameter. Two largest sizes have flues and damper in top which controls and keep a continuous fire. Low in price.

**THE CHOWN & CUNNINGHAM CO'Y
LIMITED,
KINGSTON, ONT.**

WESTERN AGENTS:

THOS. DAVIDSON & CO.,
11 Front St. W., Toronto.

SEAMLESS WROUGHT STEEL
Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

**KEMP MANUFACTURING CO.,
TORONTO, ONT.**

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, NOVEMBER 21, 1891

No. 47

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

QUESTIONS OF INTEREST.

"Inquirer" writes:—We must thank you for the many things you have told us about the Patrons of Industry and for the repeated warnings in many other respects, but like many others we have not remembered all we have read, and now when we would like to make use of the information we cannot recall it. Will you kindly, through your columns or by letter, answer the following questions, where you can do so without too much trouble:

Are the Patrons of Industry still working harmoniously and successfully where they first organized, or are they dying out?

How many of your subscribers, or hardware men who are not subscribers, have signed their contract?

Have they interfered seriously with business where they are well organized? It is rumored here that the Massey Harris Implement Co. have agreed to their terms. Have you heard such a report?

What proportion of mercantile men make a competency?

What proportion of mercantile men make a living?

What proportion of mercantile men fail?

What percentage of hardware men fail? Also any other information at your disposal, that will assist us to discuss the question intelligently. The Patrons are organizing here, and we wish to be as well posted as possible. A few weeks ago you published a copy of their contract. Can you send us a copy of that issue? We do not wish to impose on you.

The foregoing inquiries cover too much ground and are too important to be fully disposed of in the limits of one article. They open up questions of which the answer in some cases is of less importance than the reasons for the answer. For some of these

questions more lengthened treatment will be given in subsequent issues.

1. The Patrons are of United States origin. They have been longer established in certain parts of the country to the south of us than they have here, but have not revolutionized trade there yet. They have been overshadowed in the United States by the Farmers' Alliance, which in the campaign before the last became quite a political force in certain States. As the Alliance waxed the Patrons waned, the farmer element in their composition being more and more absorbed by the greater and more purely agricultural association, the Alliance. Very little is nowadays heard of the Patrons in the States where they flourished for a little hour. Nor has the Alliance been gaining ground. The New York Daily Commercial Bulletin refers to it as "the late Alliance." The farmers in the south and west have been steadily withdrawing their support from it. A year ago it exhibited great strength in these parts. At the last election it was almost extinguished as a political party in Mississippi, where it had threatened to sweep the State. In Kansas the Alliance elected one judge, though it bargained to elect ten. In that State a year ago the Alliance elected 91 out of 124 members of the lower house. The elections of a year ago, which were taken as a signal condemnation of the McKinley Act, were mostly Alliance victories. But now the Alliance is politically dead. Such associations all seem to go the same way. The Grangers, the Patrons, the Alliance, have each tried to revolutionize the social or commercial economy of their time, and have so far failed.

2. We do not know of any subscribers of ours who have made contracts with the Patrons. So far, the only way that information of any treaty between hardwaremen and Patrons has transpired is through the failure of the hardwareman, that event revealing

the connection as one of the causes of his failure. We consider that the number of hardwaremen in league with the Patrons is small.

3. They have embarrassed and disturbed local business among the general traders, where they are organized, but the lack of cash checks their power to cripple independent traders. They have to pay cash to get the big discount their contract calls for, and there are lodges in several parts that do not seem to be in a position to propose contracts, owing to want of money. Such lodges content themselves for the time being in pursuing the other objects comprehended in their constitution.

4. It is exceedingly improbable that the Massey-Harris Co. has agreed to the Patrons' terms. That company was no doubt formed mainly with the object of putting an end to the advantages the farmers were getting as a consequence of the big competition in implements. Now that it is formed, why should it concede what it was organized to obtain? The Patrons have no wider market to select from than any other farmers have, and importation would be just as costly to them as to others; therefore, they cannot retaliate upon the implement company, if the latter chooses to ignore them. Also, the farmer must as a rule buy his implements on credit, Patron or no Patron. Further, the Massey-Harris Co. has just taken another stride towards absolute monopoly by its absorption of the Patterson-Wisner Co. As between the two combinations, the Patrons and the implement concern, the latter is incomparably the stronger.

As questions 5, 6, 7 and 8 relate to another subject and involve the examination of statistics, the consideration of them is held over for another issue. The most searching examination, however, will fail to establish any constant average, as independently of business management one year's conditions will vary from another.

A DULL TRADE IN PIG IRON.

The present week will about witness the close of river navigation, and this, in addition to the advance in railroad freights noted by **HARDWARE** a couple of weeks ago, is having still more effect in interfering with the course of trade. Then, too, the extraordinary lowness of the water in the canals has been another factor, so that all in all there have been several influences working against a brisk trade in heavy material during the few weeks just past. This is especially notable in connection with the demand for pig iron, which is of the merest hand-to-mouth character, and nothing seems likely to induce buyers to take any other course. This naturally restricts business, but for all that it may be a good thing in disguise. At any rate it is hardly possible to have any unhealthy or depressing effect upon values, for with the extremely light supplies at present in first hands holders have no reason to reduce their figures. In fact, judging by the wants of previous seasons, there is just about sufficient reserves here to supply the demand that is usual between now and next spring; indeed, some go so far as to state that even with the most moderate call there is every likelihood of a shortage between now and next spring. It is worthy of note too in this connection that supplies in consumers' hands also cannot be heavy, for they have carefully abstained throughout the entire summer and fall from operating ahead sufficiently to accumulate a very great quantity of stock. Fresh supplies are, of course, always available from primary markets and the American seaboard, but with the extra costs this entails, it is not likely to be resorted to except in a very extreme case, and then the cost laid down in Montreal is certain to be such as to make it worth while to those interested in American pig to make a bid for some trade in the east which they are unable to secure under ordinary circumstances.

SOMETHING ABOUT COD OIL.

The operations of a big jobbing firm who recently got into difficulties in Montreal have somewhat unsettled the market for cod oil. It is understood that they sold large quantities to arrive to various firms in the city and elsewhere, and now there is some uncertainty as to whether deliveries will be made. This makes matters unpleasant for the purchasers of the second part, for, not knowing exactly where they stood, matters are more or less mixed up. The oil no doubt will have to be had, but the question arises, Can this be secured at a profit under the circumstances? and a negative answer finds the most numerous supporters. It is generally admitted that the oil in the first instance was cut pretty low, and the buyers who operated on this understanding will have to do some close figuring to come out even, always, of course, if the circumstances are as repre-

sented. The tone of the article at the moment is the reverse of easy, and holders being aware of the condition of affairs are not likely to do business for their health alone, when there is a chance to turn several "honest penys" more than they anticipated.

POINTERS FOR WINDOW DRESSING

Simplicity in arrangement is much to be desired.

Do not display a great variety of articles in the same window, as it will give the appearance of confusion.

A thinly dressed window should have a strong back-ground to bring it out boldly, and the articles arranged well back from the glass.

The floor of the window must be covered with some material of such a color as to show the articles placed on it distinctly and to advantage. Most small wares in hardware show very well on a red ground. The articles to be placed on the floor of the window, if small, should be arranged in some form or design.

Something new will attract. Print the following on a card and place it on an article in your window; then watch:

.....
This is worth \$1.50.
Our price for it is \$1.50.
.....

A pretty window can be made, showing saws and bells. Place small bells, such as sleigh-bells and door-bells on the floor near the glass, then farther back, large bells of the same kind, and still farther back, handles of various kinds, and if room permits at the back, mounted on a stand, a large farm-bell. These can be arranged according to the taste of the dresser. Then on the side hang saws on brass nails, or in any other convenient way. At the back, by means of wire, hang six or seven saws horizontally, beginning with the smallest size at the top and ending with the largest.

A splendid concrete lesson on window-dressing may be studied just now in the shop-front of Rice Lewis & Sons's retail department. In the front window to the left of the entrance and in the new windows flanking the west side of the building is a very beautiful array of new goods, some of the purchases of Mr. T. B. Lee during his recent visit to New York. The collection includes lamps, five o'clock tea-kettles, onyx-topped tables, ornamental house-furnishings, and other lines of brass goods. Filled with these elegant articles, the windows cannot but bring the least æsthetic passer-by to a standstill. They of course afford the very choicest material for the window-dresser to exercise his art upon, and the hands that put them in their places have done justice to

them, as the composition of the groups is faultless. It takes the artist in window-dressing to know what to do with beautiful wares. All the goods are the very latest products of style and manufacture, the majority of them being of lines that were not in existence three months ago. The lamps are of all descriptions of luxurious design, embracing piano lamps, stand lamps, hanging lamps, in brass, bronze, copper, oxydized silver and ebony. The ornamental house furnishings are equally diverse, massive and rich. There is a wealth of effect in those windows that would be hard to equal.

MODERN HARDWARE PRODUCTION.

Evolution, or rather revolution, is the most fitting term to apply to the changes that have taken place within the last few years in the line of builders' hardware. It was considered sufficient but a short time ago that the hardware manufacturer should carry a few stock patterns and a limited number of locks to enable him to fill all the demands for house trim. In the matter of bronze goods the design, if this application of the word may be used, was a conglomeration of stiff figures that had the appearance of being used simply to fill up blank space, and not as an attempt at decoration; nor with any effort to beautify the escutcheon, knob, or other piece of trimming. It is gratifying to know that the manufacturers have consigned these patterns to the scrap heap, and have replaced them with a line of hardware that, generally speaking, is artistic and elegant.

The old-style lock has gone on the same errand—that of swelling the scrap heap—and is replaced by the more modern styles that have combined in them strength, durability and security.

This line of business has shown a marked growth and improvement, and has entirely changed in a short time. The reason is this: People have advanced in education, the appreciation of art has grown, and the hardware manufacturer, to be in touch with the times, found it necessary to quicken his gait. Only a short time since there were a limited number of small concerns who made all the hardware used by the builder, and made it in such a style as was required, with the seemingly fixed idea that a lock that would keep a door shut under ordinary circumstances would fill the bill; that trimmings that trimmed were all that were necessary, and that the effect of the metal did not cut a figure; but now what have we in this line? Such firms as the Yale & Towne Mfg. Company; the P. & F. Corbin Company; A. G. Newman and numerous other firms, each one striving to outdo the other in the class of goods produced; and in this production employing thousands of skilled workmen as expert locksmiths, artists who are that in every sense of the word; designers who are capable, and who with their capabilities have produced some designs in builders' hard-

ware and house trimming that it is safe to say have never been surpassed, even by the ancients, whose proficiency in art metal work is proven by the relics of the past ages.

Art in the highest sense of the word is now employed in the manufacture of hardware, and though it may be a surprise to the layman, it is nevertheless a fact, that on the pay rolls of some of the largest manufacturers may be found the names of men who stand at the head of their profession in their several lines, which include designers, sculptors or plaster workers, chasers and wood carvers. This may be readily appreciated by a visit paid to the warerooms of any of the leading manufacturers, where samples may be seen of metal transformed into decorative trimmings, and in this transformation having taken to themselves artistic form that is only possible under the hands of skilled artisans all the different schools of architecture are employed in this line. The French and Italian Renaissance—names which are synonymous with grace and beauty—are much used, and generally with gold or silver plated surfaces; the Byzantine and Romanesque both play prominent parts in the present line of ornamentations, as does also the Gothic. The Moresque and the Elizabethan schools, while not so much favored, on account of a certain rigid stiffness, are still employed to a certain extent. The German Renaissance is growing to be more popular, and while graceful, has not the pleasing effect of the Italian or French. Hardware is a subject that is justly receiving more attention from the architect and builder, and the hardware clause is daily becoming more important. Most of the finer lines of trimming are designed by the architect at the same time that the plans for the building are made. But at this point it may be stated that one is indeed hard to suit who cannot select trimmings from the stock patterns carried by the leading manufacturers.

There is one fault that might be remedied when the matter of hardware comes before the builder—it is this: Delay in ordering the required trimming, and leaving the matter until the building is completed, and then finding fault with the manufacturer at the delay. There is probably not one man in one hundred who realizes what causes the delay or why it is that so much time is necessary in turning out the trimmings for a building. The owner explains to his architect that he wishes the hardware to be artistic and in keeping with the general architectural features of the building, and with this in mind the designs are made, more or less elaborate; the doors are to be made to a particular bevel or rabbet; the window stiles are all different in dimensions, no two on any floor being the same; the door stiles are made so narrow that they will not accommodate the ordinary lock, or may be are covered with molding. What is the result? The house is nearing completion, and the fact seems to have just been discovered that

the hardware has not been ordered. Then a hurry, a rush and a general worry, and the hardware is wanted at once, and now come the practical points. The hardware to trim the building will all of it have to be specially made. Each lock, escutcheon, sash fast and hinge strap will have to be made from a special pattern. What does this entail? Just this: Taking it for granted that the general design of the hardware is in the Renaissance school, the plans are sent to the manufacturer and the special patterns are started. To make the patterns and complete the hardware the following details come in.

The designs first go to the modelers in plaster. In this room the architect's ideas are transferred from the paper to plaster paris. The plaster is mixed and poured into molds, which have greater cubical contents than the piece of trim to be made. The plaster hardens quickly, and is soon in form for the expert modeler; and at this point the actual work commence. A tracing is made of the design, and it is then transferred to plaster in outline, and the modeler starts his work. Each leaf, each stem, each little line of shading is reproduced, and it is hardly necessary to say that in the intricate designs this work occupies days and sometimes weeks to complete.

The plaster pattern done, it is taken to the foundry, and here again care and nicety of workmanship is necessary. The plaster pattern is not like the regular metal pattern, ready to be put in the sand in an ordinary two-part flask. It has only one surface from which the casting can be made, and the molder must take two impressions from the pattern. One he uses to make the casting from, the other to get a sand impression from, to be used in connection with the first or face half. One half the flask contains the face of the piece to be molded; the other half contains the back of it. The space left between the two flasks will receive the molten metal and form the casting, which is generally about 3-32 inch thick. This casting makes the original or master pattern, but as it is in the casting it is as yet unfit for use. The casting goes now to the metal pattern maker, who finishes it roughly, puts in the spot marks where the screw holes are to be, cuts in the holes, if it is an escutcheon plate, for key and knob; puts in the company trade-mark, and now the pattern is ready, not for the molder; oh, no. The pattern is now ready for the chaser, and his work on it brings into relief all the little details. Each leaf has to be cut and shaded, and each little pearl has to be rounded and made perfect. The draft is put on here; by this is meant that the necessary cutting is done on the design to allow of its leaving the sand without holding any; or, in other words, to leave in the sand a perfect impression.

When the required number of castings are made from this pattern they go to the clean-

ing room, and here the gates or spurs are cut off and they are treated to a form of Turkish bath. The castings are first dipped in acid, then into a tub of boiling water, and finally they are dipped into a cold bath, at which point they are ready for the finishing room; but the acid has brought out a defect in some of the castings. This defect occasions one of those delays that are not understood by the waiting customer. The whole job is delayed another day, until another set of castings are made. When the whole number of perfect pieces are found they are sent to fitting departments and the necessary machine work is then done on them and they are then ready to go to the chasing room, and here the finished product go through the same treatment as the original pattern, and each piece is turned out as perfect in its detail as a fine piece of silverware. The hardware is now ready for the finishing touches. It is taken to the polishing room, where it is prepared to receive either a coat of lacquer or to go through the plating process—as a rule the latter. It may not be known generally, but it is nevertheless a fact, that most of the hardware in the finest design is either finished in gold or silver plate.

At this stage the hardware trimming is ready for the packing room and shipping room. The process we have described is that of bronze trimming. When the trim is to be of iron then the process is somewhat different; after leaving the foundry the iron castings go to the bower-barff department instead of the chaser and polisher—this after they are fitted. The bower-barff is a secret, patented process that gives the metal a dead black appearance and renders it, to a more or less degree, rust proof.

Now follow the locks, and even though it is a fact that a lock is seldom made entirely new, for a special door, still changes have to be made in the front to suit special bevels or rabbets: the bolts have to be lengthened or shortened, as the case may be, or an entirely new front or bolt may be necessary to suit some unusually outrageous form of door stile. It may be said here that the architect seems to have an aversion to using the standard in matters of door stile, bevel, rabbet, etc., although there is for each a certain acknowledged though not fixed standard. It might be well for the architects to have this in mind, especially where hasty construction is necessary. All this tends to show that the production of special hardware takes time, is expensive, and also that unavoidable delays occur; that each and every one adds its share to the work of the owner, the contractor and the unfortunate salesman who has taken the order on a promise of delivery on a certain date. The object in view in stating the facts of production is: That nothing in the line of art will bear hurrying without marring the effect of the work. High-class hardware of to-day is artistic in every sense of the word, and the rule applies most forcibly. To get good results in this line a full two weeks should be allowed for the most ordinary house trim, when the house is small and the trim plain; when the hardware is all special, for a large building, a month should be allowed, and as much more as is possible. The results will be readily appreciated by all concerned and the effect of the trim will be manifestly more pleasing. Hardware production is a matter of care, of detail, an uncontrollable delay that should be taken into consideration.—W. H. B. in *Iron Age*.

STYLES IN HATCHETS.

"You would hardly think," said a gentleman connected with a large hatchet manufacturing concern, to a reporter of the Express, of Portland, Me., "that there would be any difference in the hatchets intended for the same use; but there is, and it plays an important part in our trade. The lathers' hatchet is a good example. You know that is a narrow hatchet used by the lathers in nailing, and having a blade but little wider than a lath. The style used is what is called the Boston hatchet, and it has a long head square except at the blade. That is the style used throughout New England and along the coast. In the West a hatchet is used that in the trade is called the Chicago. It is different from the other in having a much shorter head. But you could not sell a Chicago in the East or a Boston one in the West under any pretext. They are used in exactly the same work, and it is curious what causes the difference. There is also a hatchet that is used exclusively in the South. That is made with a round pole head flaring out at the eye and then tapering down. The same different opinions as to shape exists as to other tools, but in our line that is the most noticeable example."

INFLUENCE OF ZINC ON STEEL.

In connection with the bursting of a gun on board an English vessel, attention is being directed to the characteristics of certain qualities of steel. A correspondent of Iron-monger holds that steel is liable to be changed by the action of time, unaided by any external, mechanical, or chemical influences. In support of his view that time alone appears to be sufficient to produce these changes, he cites several examples of failures which have occurred within his own experience. At one of the engineering establishments in London a number of flat steel plates cracked spontaneously, with loud reports, several months after they had been received, and without any work having been subsequently done to them. Some solid steel armor plates, supplied to a Continental navy, are said to have failed in the same way, and others from the same batch cracked on being tested by dropping. Numerous boiler plates have cracked after the boilers had been at work for years, and weeks after the steam pressure had been reduced and the water run out, and this, too, in spite of the fact that every boiler is tested to double its working pressure when new. Another instance is the cracking of hardened armor-piercing steel shells several months after they have been delivered to the authorities. This is attributed to the after effects of the hardening process, but if these were independent of time, the shells ought not to crack at all.

At the May meeting of the British Iron and Steel Institute, Dr. Anderson, of Woolwich, in a paper on the "Tests for Steel

Used in the Manufacture of Artillery," dealt with the question in a very interesting manner, and the paper showed that the peculiarities mentioned are caused chiefly by the unequal tension of the metal, whether caused by the process of oil-hardening or in some other manner. The metal may remain for a long time in this strained condition, and then a slight change in temperature or some other relatively slight cause brings about a rupture. To obviate the risks thus incurred is a task not beyond the skill of metallurgists; but even after science has had its full play and chemistry its fullest functions, it may be that the influence of time will deserve consideration. It is well known, for instance, that some cutlery firms prefer to keep their cast steel ingots two or three years before working them up, because experience has demonstrated that the steel is improved thereby.

HAND AND MACHINE CUT FILES.

As the outgrowth of a controversy in the columns of the Sheffield, England, Telegraph, quite an elaborate series of tests was recently made to ascertain which was the superior article, the hand-cut or the machine-cut file. The partisans of the two chose a third gentleman, to whom were turned over 24 files, of which 12 were provided and one side cut by each of the contestants, after which the second side was cut by the other. The files thus completed were then sent to eight leading firms, users of files, without informing them concerning the nature of the contest involved, though of course, they bore marks for identification. The reports of these concerns went to the umpire, who opened them in the presence of the two parties. They were tried on a number of different materials, and a system of marking was adopted to give numerical expression to the differences found, 0 denoting quality, 1 representing better, and 2 much better. While crude, this system might be relied upon to bring out clearly great differences. This it did do, and the burden of the reports of the eight firms who tested them is that there was little difference, some of them giving the preference to the hand-cut and others to the machine-cut files. On the whole, the advantage seemed to rest with the latter. Richard Hoskin, consulting engineer, who was the one who distributed the files and received the reports, summarizes the result as follows:

	Machine-cut.	Hand-cut.	Equal.
Bastards.....	4	2	2
Second cuts..	4	2	2
Smooths.....	2	4	1
—	—	—	—
Total..	10	8	5

A second test was conducted personally by the champions of the two kinds of files, the filings being weighed after every 50 strokes by a third party. After 500 strokes

the result was as follows in three trials aggregating 1,500 strokes, the weight of filings being given in grammes.

	Machine-cut.	Hand-cut.
Wrought iron.....	42.7999	31.1595
Cast steel.....	41.7875	28.7810
Cast iron.....	48.2857	44.2731

The partisan of the hand-cut file declined to accept this test, on the ground that the "superior skill and ability in filing" of his adversary would give him no chance with him of "nipping off soft material with any file, however good." The verdict of the tests, to those who are not embarrassed by preconceived notions, would be that the mechanical file has a slight advantage, and that between the two systems as such, other points affecting quality being equal, the relative price will determine the choice of buyers.—Iron Industry Gazette.

HALF DOLLARS NOT POPULAR.

There is one unpopular coin issued by Uncle Sam, says the New York Times. It is the half dollar, and it has a tendency to work its way back into the treasury vaults, where it isn't wanted. As money nobody objects to the half, but the popular fancy is for the same value in another form. That is, the average citizen prefers to have two quarters. They are a trifle more convenient. If he wants to pay out half a dollar he can use the half or the two quarters with equal convenience, but if twenty-five is to be paid out the quarter is far the handier coin. This may not seem to be a very important matter, but it counts in the long run. Little by little the halves find their way back to the government vaults, and there they stay, like poor relations. In fact so far as coming home in disgrace goes, the half dollar is the prodigal son of the mints. A very large proportion of the \$20,000,000 of fractional silver on hand at Washington is made up of halves. This is the lot which Secretary Foster was so anxious to get rid of, and about which he talked with the New York bankers when he made his visit here. Nobody then manifested any wild desire to take the secretary's load off his shoulders.

It is probable that a good many of the halves stored up in Washington will be re-coined into quarters and dimes. In that way they will be more convenient for popular use. Of course lots of halves are used, and will continue to be used. Their coinage will be kept up, and nobody will have any difficulty in getting them than usual. But the proportion of other coins will be increased because the people like them better. The New York sub-treasury has its share of halves on hand, and the other day it tried to work off some of them. It was a day when pension checks were being paid, and nearly every one was cashed partly in halves. Before the close of the day a good many of the halves were back to the sub-treasury. And they are there yet.

H. S. Howland, Sons & Co.,

WHOLESALE HARDWARE,

37 Front Street West, - - - TORONTO.

--- SKATES IN STOCK. ---

No.		GENUINE "ACME."		List,	90c.	pair.
0.		All Sizes from 7 to 12 inches.		"	\$1.50	"
3.	No. 0. Nickel Plated.	"	"	"	2.90	"
7.		"	"	"	3.90	"
10.	No. 7. Nickle Plated.	"	"	"		

Wrenches, Repairs, Etc.

FORBES' NEW PATENT "ACHIEVED."

H. P.	Ordinary Pattern Runners,	-	All Sizes from 8 to 12	inch.	List,	\$4.00	pair.
F. P.	Full Patent Runners,	-	All Sizes from 8 to 12	inch.	"	4.50	"
F. P. N.	Full Patent Runners, Nickel Plated,	-	All Sizes from 9 to 11½	inch.	"	5.50	"
				Discounts on Application.	Orders Solicited.		

SPONTANEOUS COMBUSTION.

The manner in which fires originate in a seemingly mysterious manner, says an exchange, may be comprehended to a certain degree if a man takes a search through the obscure corners of certain mills. These out of the way corners seem to be provided especially for the accommodation of dirt, dust and waste. A very trifling cause may cause the origin in some one of these neglected corners of a most disastrous conflagration.

Rags saturated with animal or vegetable grease will ignite when thrown into heaps and left there undisturbed. Certain combinations of grease and fibrous material are much more apt to become ignited than are other combinations. In mills where the machinery is modern and kept in good shape there is much more labor spent than is necessary on keeping in order a large number of useless bright parts. There is also a habit of using turpentine or benzine for cleaning the parts that have become covered with grease.

This is a point well worthy the attention of the insurance men. Rags and grease, otherwise harmless, owing to their peculiar nature and composition, seem to become quickly ignited upon the introduction of a few rags wet with turpentine. The reason of this is that turpentine, or at least most varieties of this substance, are very volatile, while the chemical constitution is such that it easily absorbs oxygen, and it is not surprising that oxidization at once commences. Where there is a limited supply of fresh air, as would occur in a pile of rags, the air supply being small, hardly any of the heat generated is dissipated; therefore, over-heating and inflammation take place and a fire is started in some cupboard or "dog hole," where a little of everything and a good deal of nothing is kept.

Rags that are well worn and have become linty are more apt to ignite; each fiber has become separately coated with turpentine

and a large surface is presented for the absorption of oxygen when exposed to the action of the warm air. There is one other ingredient that may be introduced into the dirt and rag heaps that is a factor in causing spontaneous combustion, this is fine metal filings, particularly those of copper. They have a great affinity for oxygen, especially when dry and not at all greasy.

Make the experiment of preparing some fine filings of this substance from clean metal, mix them with some cotton waste that is only slightly greasy, place in a room where the temperature is high and they are not exposed to the circulation of the air. It will be but a very short time before the cotton is ablaze. With other metals this may be illustrated in a more striking manner. Platinum, when finely divided, may be rendered red hot by simply passing over it a current of oxygen gas. This is a standard experiment with students in chemistry and philosophy, but insurance men do not seem to be so well acquainted with the affinity this metal has for oxygen, and also with the conditions under which copper will act to a certain extent in the same manner.

The only safe way to deal with cotton waste and rags used for wiping mill machinery is to burn or cleanse them every day. It should be the duty of some particular man to see that such rags and waste are taken care of before the mill is left for the night.

Greasy paper is another prolific source of fires. A machinist once desired to copy some drawings. Having no tracing paper at hand he saturated some thin writing paper with turpentine and benzine. Boiled oil was mixed with the other ingredients to prevent too rapid evaporation. Some of this paper was left in a zinc tube; it had proved rather too oily for immediate use, and the machinist thought that he would keep it until part of the oil had evaporated. One morning a slight fire in the drafting room was ex-

tinguished by the watchman. It was found that one end of the zinc tube was completely melted, the paper was burned, and there seemed to be no mistake about its being the cause of the fire. It came to light afterward that the tube had been left open, the cap not being placed upon it when the paper was laid away.

Printing offices very often get afire through the combination of printing ink and waste paper. Low-grade inks are particularly easily oxidized. This is an inducement for printers to use better ink. Statistics show that there are a greater number of printing office fires in England than in the United States. This is partly explained by the fact that English printers use ink of a grade inferior to that used in America. Still paper makers are aware that English ink is much harder to remove from the paper than that used in America.—The Metal Worker.

Ten new brick stores with plate glass fronts, some entirely new and some rebuilt, have been erected and occupied in Brussels, Ont., this summer. Its numerous factories, all prosperous, the salt well, flax mills, woolen mill, grist mills, cabinet factory, carriage factories, fire engine works—indeed, every institution in the town—is doing well.

The Ingersoll Board of Trade has chosen the following officers:—President, Mr. Stephen Noxon; First Vice-Pres., Dr. McKay, M. P. P.; Second Vice-Pres., Mr. H. Richardson; Secretary, Mr. W. H. Jones; Treasurer, Mr. W. B. Nelles; Council, Messrs. Sumner, Frezell, Mitchell, Enright, J. S. Smith, Ellis, O. E. Robinson, Gurnett Bellamy, Podmore and C. C. L. Wilson. Auditors, H. Richardson, and J. S. Smith.



BRITISH COLUMBIA MICA MINES.

It has been for a long time known that mines of mica of a superior grade existed somewhere in British Columbia to the north of the Canadian Pacific Railway. The evidence of this is found in the sand benches along the rivers which flow south-ward—the Fraser, the South Thompson and the Columbia. The sand is mixed with small flecks of mica along all these rivers, in quality pure and transparent, and when shone upon by the sun, makes the sand appear luminous and bright with the reflected sunlight. This effect is more noticeable at Revelstoke on the Columbia than at any other place where we have taken observations. The banks of the river, 30 to 50 feet deep in places, formed by the action of the water in the lapse of centuries, are all composed of this admixture of sand and mica. The source, or at least one of the sources, whence the mica comes has been found and was located by Louis Victor Bennett, of Kamloops, during the past summer. The discovery was made last fall, but the depth of the snow prevented tracing the ledge. Two of these ledges have been discovered, the one first found being one and a half miles from the Canoe River, and about 100 miles from its mouth. The second one is nearly 40 miles further northwesterly, and about seven miles from the Fraser. Mr. Bennett has altogether something more than 30 claims located by himself and purchased from other locators; in fact, he controls the entire discovery so far as it has yet been made. The locations have been made and recorded in the Cariboo district, in which the property lies, but work has been discontinued for this year, snow having already fallen in that section. He states that his investment so far is between \$9,000 and \$10,000. Some beautiful looking samples were brought in last week by train, about 1,000 lbs. in all. The ledges have not yet been thoroughly explored, but are believed to be 100 to 150 feet wide, the mica being found in pockets in a formation of light brown or cream-colored quartz, which is smooth and hard, almost like flint, but brittle, and breaking easily.

The distance to the mines from Kamloops, by way of the North Thompson, is something like 250 to 270 miles, the trail crossing the divide between the North Thompson and Canon Rivers. About \$1,000 expended on the trail would make it passable for packing down the North River. The mine is about 235 miles from Revelstoke by way of the Columbia and Canoe rivers, but if boats were constructed on the ground to transport the product, they could be used only once, as they could not be taken back to the starting point, owing to rocks and rapids in the rivers, and at some places in the Columbia the down trip would be difficult, and even dangerous. It is understood that Mr. Bennett has received an offer of all that the property has cost him for a half interest, but that he declined to accept it.—Inland Sentinel.

A USEFUL INVENTION.

Says the Cornwall Freeholder. Everybody who burns coal realizes that there is a great waste in the ash heap, but just how much is hardly known, and most people let it go because it is such a disagreeable job to sift the cinders. A. W. Flack, Cornwall, has been experimenting in the direction of saving coal, and has invented a machine which seems to do the work thoroughly and with very little trouble. It consists of a wooden case in which are two drawers and a revolving sieve, with an opening into which the ashes are put. The sieve is revolved slowly three or four times and the ashes fall into one of the drawers. The hooks fastening the opening in the sieve are then loosened, the handle turned a few times, and the cinders drop into the other drawer, where the slate and coal can be removed by hand and the good coal used. All the ashes that are made in an ordinary house can be sifted in five minutes, and there is no dust during the operation, which can be carried on under cover. It is a moderate estimate that 20 per cent. of coal can be saved by the use of the sifter, which is quite an item, and would pay for the machine two or three times in one winter. Mr. Fleck has patented his invention and is turning out the machine as fast as possible, but is not able to keep up with the demand as the merits of the device sell it almost on sight.

COPPER IN TELEPHONE WORK.

The Houghton Mining Gazette reports an interview with one of the wire inspectors of the American Bell Telephone Company, from which we quote:

At present they have under way 50 lines of long-distance telephone construction from Chicago to New York. Each of these 50 lines takes two lines of wire, making 100 lines of single wire, and as the distance from New York to Chicago is about 980 miles, the length of wire used in connecting these two points would be 98,000 miles of wire. The size of copper wire used in the construction of the long-distance telephone weighs 174 pounds to the mile, making the total weight of copper turned into wire for this one undertaking 17,052,000 pounds, or 8,526 tons, or 3,000,000 pounds more than the total production of the Tamarack for the last year, or within about 1,800,000 pounds of the combined output of the Quincy, Osceola and Franklin; or omitting the Calumet and Hecla, Tamarack and Quincy, more copper than the remaining combined Lake Superior copper mines produced in 1890. When one stops to think that in the matter of the long-distance telephone construction has hardly commenced; that all published reports regarding electrical companies go to show that their business is on the increase, and that new uses for copper are being introduced every day; that during the last year

the visible supply has been brought down to a normal condition—why, then, when you think of these things and also see no way for any great increased production in the world's supply, why then the outlook for the future to the copper market looks bright, although for the moment it is in the dumps, and a better price than 12 cents seems anything but improbable.

ALLOYS OF METALS.

At last week's meeting of the Institution of Mechanical Engineers a very interesting report to the Alloys Research Committee was made by Professor Roberts-Austen. At the request of that committee the professor began in April, 1890, to investigate the effects of small admixtures of certain elements on the mechanical and physical properties of iron, copper, and lead, the investigation being conducted on the lines of previous inquiries made in connection with the "periodic law" as applied to the mechanical properties of metals. This law states that "the properties of the elements are a periodic function of their atomic weights," and one of the chief features of Professor Roberts-Austen's investigations was to determine whether the effect of impurities added to the metals named is nearly proportional to their atomic volume, the larger the volume of the atom the greater being its effect. The researches of Osmond and Le Chatelier had cleared the ground considerably in relation to iron, but the professor makes sundry comments which deserve perusal, as also do his diagrams relating to the action of the pyrometer, and the cooling of silver and steel. In the course of the discussion which followed the presentation of the report some useful and weighty remarks were made by Mr. R. A. Hadfield, who has paid much attention to the subject of alloys. He thought that copper ought not to be placed in the same class as carbon, nickel, and manganese, and quoted the opinion of M. Brustlein in support of that view. It should rather be classified along with sulphur, phosphorus, and arsenic, and perhaps with silicon and aluminium. He suggested that the committee should submit a classification which, whilst necessarily approximate, might describe the known physical qualities of alloys hitherto produced. Carbon, said Mr. Hadfield, alone produces "water-quenching hardness," and also possesses the special characteristic that small quantities produce most powerful effects. Nickel, manganese, chromium, tungsten, etc., stiffen iron, but they do not confer the property of "water-quenching hardness." Mr. Hadfield then proceeded to give the results of his own experiments in alloying iron or steel with lead, tin, cobalt, bismuth, and cadmium, and wound up by remarking, "This intensely interesting subject offers great scope for research, and if systematically and carefully carried out, I believe that discoveries are to be made which will prove invaluable, and even necessary, to the future mechanical engineers." Coming from eminently a practical source, these remarks should serve to stimulate metallurgists to steadily pursue their inquiries in the direction indicated.—The Ironmonger.

—USE THE—
STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences; Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA.
NEW YORK.

CHICAGO.
LONDON.

KANSAS CITY.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

MANDER BROS.,
Varnishes

Are acknowledged by the leading Painters
and Coach Builders to be the best. If you
deal in paints and varnishes you should not
be without them, and the renowned

CARMINETTE.

WALTER H. COTTINGHAM & CO,

Sole Agents for Canada,
56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.



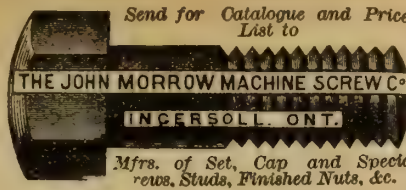
Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

**We manufacture High
Grade Knives only.**

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.



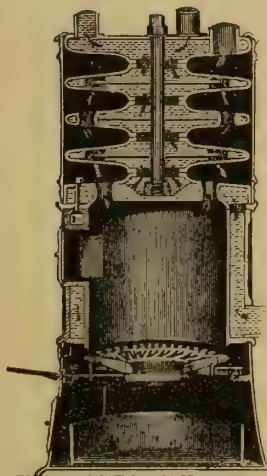
BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

ROBERTSON'S STANDARD CROSS CUT SAWS.
"THE INVINCIBLE."



All our saws are made from Extra Refined Silver Steel, and are warranted to give per-
fect satisfaction. Owing to the large demand for our "Invincible," we would ask the trade
to order early, so as to enable us to give prompt shipments.

MANUFACTURED BY
JAMES ROBERTSON & CO.,
TORONTO.



-THE-

"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



COW TIES.



OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout.
There is no other chain on the market that will compare with these chains for strength, lightness
and handsome appearance. We confidently believe that our ties of a given number are fully equal in
strength to a size larger of any other make on the market.

If you have not yet tried **THESE COW TIES** SEND FOR SAMPLE half-dozen and discounts.
Manufactured by **THE B. GREENING WIRE CO., Ltd.,** Hamilton, Ont.



It is reported from Chili that a large contract for fire arms will be given to manufacturers in France.

There will be plenty of work at the locomotive works Kingston during the winter months. Ten engines will be built.

Mr. R. Lewis, of the Ontario stained glass works in London, has received a contract for four magnificent figure windows for the Roman Catholic Cathedral at Victoria, B.C.

Mr. Elliott, of Brantford, has represented to the Postmaster-General the necessity for better postal service along the line of the Brantford, Waterloo and Lake Erie Railway.

Mr. John Millar, of the Pease Furnace Co., Toronto, delivered a lecture before the Toronto Architects' Association Monday evening, on the heating and ventilation of buildings.

It is reported that Brockville has offered a bonus of \$50,000 to secure one of Gananoque's leading industries. The Gananoque papers are howling over the attempt to steal an industry.

The Sheffield cutlery and saw trades are suffering from the decline of exports to the United States. No orders are being received from America either for table cutlery or pocket-knife blades.

A good many Toronto merchants and business men are left with unpaid bills owing to the recent departure of George Anderson, a former assignee here, and now living in Minneapolis, Minn.

A joint stock company is being formed in Orangeville now to manufacture the McMaster self-binders. Its promoters want \$30,000. Over \$15,000 has already been subscribed by citizens and neighboring farmers.

The Chamber of Commerce and 75 business men of Duluth spent Thanksgiving Day in Winnipeg. They were entertained by members of the Winnipeg City Council and the Board of Trade. A public reception was given the visitors in the opera house.

Messrs. Scott & Plewes, of Toronto, having purchased the boiler of the steamer Quinte, at Deseronto, have a number of men busy breaking it up for shipment. The Messrs. Frankel, of Toronto, have purchased the iron of the hull of the Southern Belle.

On Sunday evening a large fire occurred in Bellville, and among the buildings damaged was the storehouse of Walker's foundry, in which was stored a varied assortment of machinery and a number of valuable patterns and flasks. Besides foundry supplies there were also destroyed several tons of coal, a plough-bending machine, and much

other stuff not yet known. The loss of Walker & Co., will be over \$2,000. The building and contents are insured in the City of London and Aetna for \$450.

John Cowan, a South River general store-keeper, who made a composition with his creditors some time ago, has been forced to ask Assignee Barber to wind up his estate, as owing to sickness he finds himself unable to meet his engagements.

Mr. Wm Stafford, proprietor of the Lancaster Machine Works, Cornwall, has received a diploma from the Central Canada Exhibition Association, for the "Stafford" Patent Whey Faucet, which was exhibited at the recent Central Fair.

Mr. W. Wigmore has been appointed general agent for Northwestern Manitoba for the new Massey-Harris Implement Company. Mr. W. Forsythe has been appointed manager of the Portage branch. The amalgamated companies begun business on November 1st.

Frank and Harry Cockshutt, of Brantford, Ont., representing the Cockshutt Plow Co., of that city, have leased the Massey-Harris warehouse on Princess street, Winnipeg, where they will carry on business. The new manager for Winnipeg will be sent on from the head office in the east.

A London, Ont., merchant received a registered letter the other day from Montreal containing \$100 on a debt of \$135 contracted at Cornwall in 1868. This is the third amount he has similarly received during the past month which he considered as lost. He has in his mind others whom he would be glad to say were just as honest.

John Wilson, Sheffield, who makes a speciality of butchers' knives and steels and shoe knives, has lately put on the Canadian market a couple of lines of American pattern shoe knives with ferruled handles. They have sold well, the first shipment being entirely sold out. The next shipment will arrive about the end of the year, when all orders now booked will be filled.

A fire occurred last week at Petrolia on Eureka street, at a tank owned by Messrs. Hunter & Hallett, the latter gentleman having taken a lantern from the engine house to inspect the tank and to see if the well was pumping all right, when the gas from the tank became ignited by the light and exploded, burning Mr. Hallett so severely that he is now in a very precarious condition.

Hickson Creek, north of Quesnelle, British Columbia, is being opened by Quesnelle men. The Blue Lead Hydraulic Co. are opening their claim, but had to give up early in the season for want of water. The Quesnelle Quartz Co. on this creek have spent \$130,000 in opening their claim and putting in their machinery, but have done practically nothing this season. They have a five-stamp mill and steam hoist in their plant, but are handicapped by heavy expenses in

bringing in supplies, and will wait until they can change matters in this respect before working their property to any extent.

The Cookshire Machine Works Company held their first general meeting at Cookshire, Que., on Monday evening of last week with Mr. R. H. Pope, M. P., in the chair. The work thus far accomplished on the buildings has been very satisfactory. The directors elected for the ensuing year, were R. H. Pope, L. J. D. Gauthier, Alden Learned, W. W. Bailey and F. H. Sleeper. At a meeting of the directors held later Mr. L. J. D. Gauthier was elected President, Alden Learned, Esq., Vice-President, and Mr. W. H. Learned, Secretary-Treasurer.

The Kingston City Council have exempted Chown & Cunningham, stove manufacturers on the following conditions:—That the real and personal property of the firm, except school taxes to the extent of 75 per cent. of assessed value for ten years, on condition that they pay an average weekly wage to their employes during each year of \$400 per week; that they run their establishment full time except stoppages for necessary repairs, not to exceed five weeks each year; that they pay school taxes in full and upon the other conditions annexed to the grant of the exemptions to the Dominion Cotton Mill Company. A number of other industries have also petitioned for exemption.

It is not generally known that the light of the sun and the moon exercises a deleterious effect on edge tools. Knives, drills, scythes, and sickles assume a blue color if they are exposed for some time to the light and heat of the sun; the sharp edge disappears, and the tool is rendered absolutely useless until it is retempered. Purchasers should therefore be on their guard against buying tools from retail dealers and peddlers which for show purposes, have probably been exposed for days together to the glare of the sun. The unserviceableness of tools acquired under these conditions is generally attributed to bad material or to inferior workmanship. A similarly prejudicial effect has been exercised by moon light. An ordinary crosscut saw is asserted to have been put out of shape in a single night by exposure to the moon.

Mr. A. W. Humphries, says the Parkhill Review, hardware merchant, of this place, has had extensive improvements made in the conveniences of his shop to accommodate and facilitate his growing trade. He has leased the shop adjoining his former shop in the same block, Mr. Kinnisten's, and a wide arched doorway has been cut through the dividing wall, thus virtually making the two shops into one. This second shop is used for the display of his large and varied stock of wood and coal stoves for halls, kitchens, dining-rooms and parlors; cross-cut saws, harvest tools, paints, nails and window glass. Of the last he has a large stock just received from Belgium. In this department will be found a full line of all heavy hardware stock. Beneath the two shops Mr. Humphries has two large cellars in which are stored a large stock of paint and lubricating oils, unpacked window and lamp glass, putty, etc., etc. By unrelenting attention to business, honorable dealing and courtesy to customers, Mr. Humphries has built up in a few years an extensive business, and it is still growing, an evidence that his business qualities are appreciated by the public.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.



EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£91 7s. 6d.	£94 os. od.
Future—	92 oos. od.	92 12s. od.
Copper, B.E.S.—	50 oos. od.	51 to 54
Lead, S.E.	11 7s. 6d.	12 5s. od.
Spelter,	23 2s. 6d.	23 12s. 6d.
Antimony,	50 oos. od.	50. oos. od.
Tin Plates—Cokes	13s. od.	13s. 3d.
Pig Iron—Scotch } Warrants. }	47s. od.	47s. od.
No.3 Middlesboro',	38s. 6d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL Nov. 20, 1891.

The week has been an extremely dull and uninteresting one in all lines of heavy material, and there is hardly a single feature to report. However this is not an abnormal condition of affairs, but rather the usual result of the advance in freights, and generally speaking holders although complaining about a quieter trade this fall, expect good things in the future. One thing is certain at any rate, and that is that no dealer has any more stock than he can conveniently carry, rather the reverse in fact, so that matters in this connection are on a sound enough basis. Indeed the reserves are smaller than usual, while the stocks in consumers hands cannot be heavy, for they have taken very sparingly throughout the summer and fall. With the small stocks in first hands therefore it would not be surprising if there was a shortage before the spring, on some lines of material.

PIG IRON.

The week passes with no improvement, but this is not unnatural at this season, as after the advance in freights there is always a spell of dulness. This is certainly the case at the moment, consequently there is nothing of the slightest importance to report. All kinds of pig rule steady, and there is no

change in prices to note. Low grades Carnbroe, etc., are at \$19 to \$20, and Summerlee and equal grades \$21 to \$22.

BAR IRON.

There is positively no business to report, and prices are nominal, \$1.85 from makers and \$2 in an ordinary jobbing way.

SHEET IRON, ETC.

Sheets, hoops and bands are without feature under a movement that is one in name only.

TIN PLATES.

There is no change in the dull, quiet feeling, being as prominent as ever. There is no actual change in values to report, but cokes could be moved at \$3.60 to \$3.70, while charcoal is at \$4.25 to \$4.50.

TERNE PLATE.

There is no demand for the article and prices are nominal in the absence of business. We quote \$7.75 to \$8.25 according to grade.

CANADA PLATES

A few odd transactions is all that can be reported in Canada plate, and prices are what holders make them in the absence of business. About \$2.65 to \$2.75 is the idea.

COPPER, LEAD, ETC.

Copper is dull as ever, and there is no business on which to base a price, but it is very likely that concession would result if an order was in view. Tin, lead galvanized and zinc sheets are unchanged.

NAILS

There is nothing to say of nails, which are hard to quote. The popular idea is \$2 to \$2.15, but only the actual buyer and seller in each case can state definitely what the exact basis is.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

CHEMICALS.

The movement in chemicals, like that in other heavy lines, is small, and there is very little of importance to relate this week. Advances from primary markets show firmness in some lines and weakness in others. Soda ash, madder and tumeric are noted in the former respect and caustic soda in the latter.

OILS.

Business in oils is unimportant and only in a small way for actual requirements. There is no particular change in prices to note.

GLASS.

The glass market is quiet and unchanged, \$1.35 to \$1.40 being the basis.

LEADS.

The lead market rules dull and nominal with no business of importance to report. We quote: Choice, 6 to 6 1-2c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c.; red do., 4 1-2c.

NAVAL STORES.

The ship chandlers have been doing a fair business locally but as far as outside trade is concerned there is none to report. We quote: Turpentine, 56 to 57c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT AND FIRE BRICK.

There is nothing but dullness to report in cement since the advent of the cold snap. Prices are as before on the whole:—London brands, \$2.35 to \$2.50; Newcastle, \$2.30 to \$2.45; and Belgian, \$2.30 to \$2.40. Firebricks are in good demand, several large lots having been disposed of at our inside prices. We quote: \$17 to \$19.50 per 1,000 for Newcastle, and Scotch \$23 to \$24.

PETROLEUM.

Trade has been somewhat quieter in petroleum, but a fair jobbing movement is to be noted. We quote as follows:—Canadian 12c. at Petrolea, 13½ to 13¾c. in car lots at Montreal, and 15c. for single casks. American, 19¾c. in car lots, 20¾c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Nov. 20, 1891.

A more general feeling of satisfaction pervades the hardware trade. The flight of orders towards wholesale sources begins to be less sparse, thickening, as it was expected to do, as we approach Christmas, and as the weather begins to harden. The long credits that hold in the hardware trade, do not deter buying so much as if quick sales had to be effected to obtain money for payment. In some other lines of trade where the time is shorter and the terms are stricter, business still waits on the realization of the good times. In hardware, though trade is more

MARKETS—Continued.

active, there is no rush at all. A good healthy activity is maintained. An increasing demand for cutlery, fancy goods, lamps, or namental house furnishings, etc., has received attention this week. Heavy hardware has also moved quite freely, the trade in pipes, fittings, etc., being notably better. The tendency of prices in several seasonable lines is towards firmness. The cold snap has given an impulse to the stove business, better orders being quite free since the drop in the temperature. The sale of tinware has falle off slightly since Thanksgiving, before which there was quite a run of business.

In the iron and metal market on the other hand, ground has been lost. Business has been lower than for some weeks, though prices on every line of metals, with the exception of antimony, are easier.

IRON AND STEEL—Crude iron has had a dull week of it. In the interval between this and last report the business done hardly suffices to save the period from being one of practical suspension. There is nothing to excite buyers, who perceive that the end of the tether so far as navigation is concerned is reached, so that worse cannot follow unless prices rise, which does not appear probable. The pressure of inadequate supplies does not yet begin to tell on the situation, and most consumers look forward to buying after the turn of the year, believing that prices can gain nothing by being let alone till that time. Several foundries are still receiving supplies engaged for by yearly contract with United States furnaces. Prices are steady at the following quotations:—

BRITISH—

No. 1 Calder \$23.	No. 1 Middlesboro \$20.75
No. 3 Calder \$22.	No. 3 Middlesboro \$20.25
No. 1 Sum'ree \$23 to 23.50	Carnbroe \$20.50.

AMERICAN—

Soft Southern \$20.50-\$21.50.
Scotch \$22.50-\$23.50.
Rockwood \$21-\$21 50,
Gloss \$22-\$23
Woodward \$22-\$23.

CANADIAN—

No. 1	Siemens	\$22.50.
" 2	"	\$21.50.
" 3	"	\$21.

In bar iron and steel there has been less doing. Purchases of steel for the various purposes for which it is wanted in winter manufacture—as machine-making, implement-making, carriage-making, etc.—have been about all made for this season. All

orders for bar iron have also been rather fully supplied, and at present prices are stiff at \$2.15. Trade in other descriptions of iron has been inactive.

COPPER.—The price abroad has eased, and in New York it is no firmer than it was a week ago, though in the latter a stiff stand is being made by the bulls, which, however, may not prevent a further decline. Ingots are easier at 14½ to 15c., and sheets at 18 to 20c.

TIN.—Trade is a matter of small orders and not many of them. The price is stationary, outside downward fluctuations being pretty evenly balanced by upward ones. The prices are : for 56 lb, ingots 23 to 24c., for 100 lb. Straits ingots 23 to 23½c., and 24½ to 25c. for strips.

ZINC AND SPELTER—A week of very fair sales has been experienced by holders of spelter. The lots were for the most part of average size. Domestic is 5 1-4c., imported is 6c. Sheet zinc is quiet at 6 3/4 to 7c.

ANTIMONY—The quantity handled has not been so large as the tendency of advancing prices was expected to make it. The English market is stiff and on the upward move. Quotations here are still 14 1-2 to 15c. for Cookson's and 13 1-2 to 14c. for other brands.

TIN PLATES—A very limited trade has been done. Occasional orders for a few boxes in a sorting-up way form the bulk of the business done. The quotations are:— I C coke, \$4 to \$4.25; I C charcoal, \$4.50 to \$4.75; I X charcoal, \$5.50 to \$5.75; I X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES—Few sales have been made this week. Trade is very dull and prices are easy at \$8.25 to \$8.50.

CANADA PLATES—The greater part of the stock needed by manufacturers for some time has been bought, and business is consequently not large. The prices are steady at \$2.90 to \$3..

GALVANIZED SHEET IRON—There is no break in the continuity of business, though there is a lull that affects trade unfavorably. Case lots of 28 gauge are 5 to 5¼c., and 26 gauge is 4¾ to 5c.

BUILDERS' HARDWARE—The trade is light, cold weather causing a shrinkage in the demand. There is no line in which any change has taken place.

NAILS—Are selling at about the usual rate of demand at \$2.20.

HORSE SHOES—Though stocks are light prices continue to favor buyers, \$3.40 to \$3.50 being still quoted. These figures re-

present little profit to wholesalers. The trade has fallen off somewhat from last week's rate.

HORSE NAILS—Are steady and easier at 60 and 10 per cent. off the list.

CORDAGE—Another advance has taken place. The basis of Manila is now 12¾c., and that for Sisal 9¼c. New Zealand is scarce at 8½ to 9c.

PAINTS, OILS AND COLORS.

The paint and oil market is without feature, being almost at a standstill for want of buyers. All prices are easy at last week's quotation. On account of the flatness of the pig lead market and the cessation of the demand for lead in oil, the price of white is easier at $5\frac{1}{4}$ c., in large quantities and $5\frac{1}{2}$ c. in ordinary trade lots. Linseed oil is very quiet at 57 to 58 c. for raw and 60 to 61 c. for boiled. Turpentine is unchanged at 55 to 56 c. All colors are dull and without change.

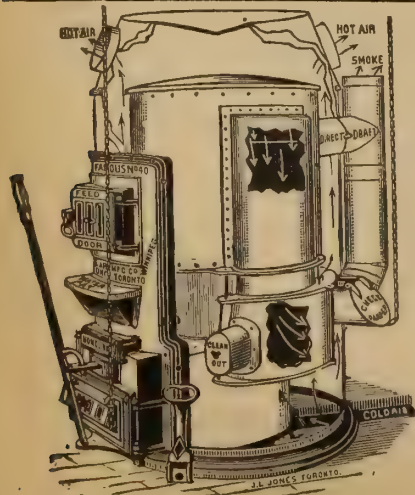
PETROLEUM.

Business is active but prices are stationary at points of quotation that have been reported for months. No new feature comes up for notice.

The Petrolia Advertiser reports : Petrolia crude \$1.30 per bbl. ; Oil Spring crude \$1.30 per bbl. The prices of crude oil on the exchange and private sales during the past week have not demonstrated any special features of interest, business for the most part having been dull, and the drop about 5 cents in the oleagenous has proved our oft repeated advice not to rush the drill and increase the production, thereby playing into the hands of the manufacturers. The course of the crude oil market now appears to be more affected by the hifalutin and absurd reports received from day to day, showing up in almost every case big wells. The refined oil market is about the same as that recorded in our last, but if crude comes down to a dollar, which it will do if this fanatical process is continued, the producers will have no one to blame for it but themselves.

GLASS:

The demand is still ahead of the supply, though the market is receiving accessions of stock every day. There is a considerable amount of buying from importers by wholesale hardware men who have a lot of orders that have been kept waiting on receipts. The firmness noted last week is as marked as ever. The manufacturers in Belgium are looking for more money, and local prices have gone up 10c. on all breaks but the first, which has been at \$1.40 for some time.



This cut shows our Steel Dome Low Radiator Furnace which is winning the highest praise from users.

It will pay to investigate its merits.

We would ask our friends to anticipate their stove wants as much as possible as we are running short of many lines.

The McClary Manufacturing Co.

LONDON. TORONTO. MONTREAL. WINNIPEG.

MARKETS—Continued.

OLD MATERIAL.

Business in this material is of a steady plodding nature; but the total is quite large. Just now dealers who are sending to the city receive lower prices on account of the advance in freight rates. For instance, country dealers get about 10c. a hundred less for bones on this account. City prices are as follows:—No. 1 heavy scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to 11c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 15c.

HIDES, ETC.

HIDES—No. 1 green, cows', are 4 1-2c., and steers' are 5c. Cured are 5 to 5¼c. The hide market is dull.

SKINS—Sheepskins made their usual half-monthly advance of 5c. on Monday, which brings them to 85c. Calfskins are 5 to 7c.

WOOL—The first transaction involving the export sale of fancy wool of this season's clip took place on Monday, when a lot of 75,000 lbs. of choice fleece was sold at 19½c. There were several tons offered at the same price, but the United States market is dull. Trade lots are 18 to 19c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Nov. 19, 1891.

During the past few days business in nearly all descriptions of finish iron and steel has been rather slow. Railroad patronage does not come in as freely as was anticipated

some time ago that it would by the middle of November, and the call for structural material used in other lines is still rather disappointing. In the various lines of merchant iron, such as bars, sheets, etc., the dealings are chiefly of routine character, and orders that are placed occasionally for round lots have little, if any, influence upon values. Foundrymen are fairly well employed, but the reports from this branch of the industry indicate that there is room for improvement, and that early expectations as to the autumn season trade are not realized. Except where manufacturers are in combination, values tend to weaken under the influence of competition for business resulting from the present heavy productive capacity.

Pig iron prices are somewhat unsettled and rather weak, the combination of heavy output from furnaces in nearly all sections and sluggish condition of demand seeming to be the disturbing factor. Some sellers admit a decline of about 50c. per ton on foundry grade iron, and the same on mill pig, while buyers claim that they can do better by \$1 per ton now than they could thirty days ago. The decline is not restricted to any quarter. Both Northern and Southern brands have been sold at the concession, and one leading producer has booked orders for 1892 delivery, with a guarantee of protection to the buyers in the event of a reduction in prices later on. Northern brands are quoted at \$17 to 18 at tidewater for No. 1 foundry, \$15.50 to 16.50 for No. 2 foundry and \$14.50 to 15.00 for grey forge. Southern brands sell at about the same prices, tidewater delivery, and the range of \$12 to 13 at furnace for No. 1, \$11 to 12 for No. 2 and \$10.00 to 10.50 for No. 3, future delivery. Bessemer pig remains at \$14.50 to \$15.50 at furnaces, as to brand. Foreign spiegeleisen quoted at \$23 to 24 for 10 to 12 per cent and \$27 to 28 for 20 per cent, and 80 per cent ferro manganese at \$62 to 63 delivered here. Scotch pig slow at about \$22.50 for Coltness, \$22 for Summerlee and \$20 for Eglinton and Carnbroe. Old iron tee rails are quoted at about \$22 on cars, and No. 1, wrought scrap iron at \$19.00 to 19.50, with dealings moderate.

COPPER—No change has taken place in the condition of the market for ingot copper. Home consumers buy as individually as they have at any previous time during the past

three months; new export business is slow, and while the leading producers express confidence in the future, there is enough competition from one quarter and another to hold prices down to 11¼ to 11¾c. In point of fact, business at those figures seems to be somewhat anxiously sought after. Casting copper for early delivery is still rather scarce and held at 10¾ to 10¾c., but not over 10½ could be obtained for round lots for future delivery. The London market is easier, with latest cables quoting merchant bars at £45 5s. for prompt and £46 for future delivery.

TIN.—Prices for pig tin have receded a fraction under the weight of lower London cables, but outstanding "puts" still act as a check upon any serious decline, despite the very tame speculative interest manifested and indifferent buying for trade account and consumption. Shipments from the East during the first half of the month were only 450 tons to Great Britain and America, and 100 tons to the Continent. Ten ton lots for prompt or near future delivery were valued at about 19.95 to 20c., net cash, and for jobbing parcels 20.15 to 20.30c. regular was quoted. Latest London cables were £91 5s. for spot, and £92 for future delivery.

LEAD—The pig lead market is firmer. At 4.15c. to 4.17½c. about 200 tons were purchased, but smelters subsequently raised their pretensions to 4¼c. and refused offers of 4.22½c. for carload lots. The change is due chiefly to action of producers who seem to be making desperate effort to hold prices in the face of heavy output and merely routine demand.

SPELTER—Remains very quiet, with prices rather weak at 4.80 to 4.90c., as to brand and delivery.

TIN PLATE—Trade in tin plate runs light. Spot stock is taken only as urgent wants necessitate, and future deliveries are purchased in a very conservative way, although prices in the foreign market have receded to about the point at which some buyers were inclined to take hold early in the month.

The chief requisites for a successful collector of bad debts in a certain Southern State are specified in the following advertisement: "We desire an able-bodied, not-to-be-put-off and not-to-be-backed-down young man, to collect for us. Must furnish his own horse, saddle-bags, pistols, bowie knife, and cow-hide. We will furnish the accounts. To such a young person we promise constant and laborious employment."

Enquiries solicited for the manufacture of

Lithographed Tin Signs,

Decorated Tin Boxes and

Sheet Metal Goods.

Thos. Davidson & Co.

Montreal, Que.

HARDWARE: BIRMINGHAM AND DISTRICT.

The hardware manufacturers are doing a very fair business on home account, and some of the foreign houses are also buying moderately good quantities. The most recent mails are encouraging so far as advices are concerned, but orders are coming in slowly from various foreign markets, though the Australian demands are very satisfactory. The South African and Indian merchants are offering moderate lines for general ironmongery, while the South American buyers are inquiring for steady parcels. For the United States and Canada the wants appear to be of a slow character, and some of the European houses are ordering only limited quantities. Home demands are rather more regular for Christmas season goods, and in the heavy branches a good trade is in progress. The engineers, machinists, and galvanized iron manufacturers are all in steady occupation, and the ironfounders are doing a large output in heavy castings, while in light ironfoundry hollowware goods are enquired for at a satisfactory rate. The brass-founders, jappanners, and ironplate workers are all doing a steady output, and for edge tools, wrought iron tubes, and constructive ironwork inquiries are coming in more freely, though prices do not furnish additional profit. The harness and saddlery ironmongery people have booked some rather larger orders than recorded of late, while the manufacturers of lamps and heating and lighting appliances are moderately well situated for home orders. In various other departments the demand moves steadily, but manufactures complain of the unremunerative character of prices.—Iron Trade Circular (Ryland's).

ALUMINUM PRODUCTION.

The rate at which aluminum is being produced at the present time may not be without interest. Since the closing down of a number of works in Europe owing to their inability to compete with the electrolytic process, the manufacture of aluminum has been confined to four concerns. The largest of these is the Aluminum Industrie Actien Gessellschaft of Neuhausen, at the Falls of the Rhine. This concern produces 1,000 pounds of aluminum per day. The next in production is the Pittsburgh Reduction Company, whose works turn out 600 pounds per day. The Metal Reduction Syndicate, Limited, which is the English branch of the Pittsburgh company, is now producing 300 pounds of aluminum per day. The Cowles company claims a production of from 600 to 700 pounds per day, a large part of which is alluminum alloys. Thus it is seen that the present alluminum production of the world, at the largest estimate, cannot be more than 2,600 pounds per day.

It is conceded that the largest amount of commercially pure aluminum ever gathered together was seen at the works of the Pitts-

burg Reduction Company not long since. At the time referred to this company had in stock 38,800 pounds, or a little over 19 tons. The nearest approach to this amount was seen at the works of the Societed' Anonymed' Aluminium, of Paris, which shut down early in 1890 with a stock of perhaps 10 tons. The Alliance Aluminium Company of New Castle England, shut down with about eight tons on hand, and the Aluminum Company, Limited, whose works were located near Birmingham, England, ceased operations with a stock of perhaps 6 tons. These figures according to a good authority show the largest stocks ever carried by the establishments mentioned.—American Manufacturer.

SCISSORS HINTS.

One needs many pairs of scissors and true economy consists in having a pair for every kind of work. The cutting of paper is very trying to sharpened steel, and a pair might be kept for that purpose. Long slender shears are very handy for general use; button-hole scissors should find a place in every basket; a pair of scissors for trimming lamps in the kitchen is necessary where there is no gas; grape scissors for the table are not altogether new; scissors to cut flowers in the country are a convenience. Few people carry pocket scissors of the folding sort. Those who do never part with them. Convenient for manicure use, to cut a clipping from a paper at a moment's notice, a string, etc., they answer almost every purpose of the pocket knife, and are more convenient to handle. Give a person accustomed to their use a knife and the pocket scissors, and he will part with the former first. No cutting blade should be put in the fire, as it will then lose its temper, which is denoted by its turning blue. Such a knife blade will never keep its edge.—Hardware (N.Y.)

The Penetanguishene stock of Corbeau Bros., general merchants, has been sold for 55 cents: the Sault Ste Marie stock brought 50 cents.

The Bankrupt general stock of Fergus Park, of North Buxton, was sold by auction at London on the 18th inst., to H. Macklin, of that city, for 56c. on the dollar,

A Montreal merchant, A. Frappier, is missing. He did business under the name of A. Frappier & Co., oil and paint merchants, and they have assigned with liabilities of about \$9,000.

On Monday evening the business men of Ottawa met for the purpose of bringing into active existence again the Board of Trade, which has been dormant for years. No definite action was taken.

H. Baker's forged steel wire fencing plyers are securing a strong hold on this market. They give much greater satisfaction to users than the old cast iron article, which has been on the market for some time. Com-

plaints are being made however, that some of the dealers are offering a cast iron plyer as a forged steel one.

The McClary Manufacturing Company London, have let tenders for an addition to their stove department, and also to convert the Cousins House, recently purchased, into a head office and show room.

Sylvester & Dougherty, hardware dealers, Stouffville, Ont., write: We like "HARDWARE" very much and would not care to be without it, as it is always readable and instructive. Silvester & Dougherty—Stouffville.

Newell & Blanchard, hardware, Carman, have dissolved. Mr. Blanchard retiring. Mr. Newell has formed a partnership with Miller, to carry on the business, under the style of Newell & Miller.

The Patrons of Industry are organizing strongly throughout Brant county. In Onondaga there is a lodge of 100. Several Brantford merchants were waited on the other day and asked to supply the Patrons with goods at a percentage lower than ordinary prices.

The Canadian Association of Stationary Engineers met in Shaftsbury hall, Toronto, the other evening, President Edkins in the chair. The attendance was good. Two propositions were received, and the remainder of the evening devoted to a discussion on governors and pumps.

Messrs. McLeod, Hanley & Clegg, Brandon, Man., formerly agents for different firms of agricultural implement manufacturers, have now formed a partnership and will carry on business in Mr. McLeod's old stand on Ninth street, Brandon, where they will handle a full line of threshers, wagons, plows, etc., both for Canadian and American goods.

Messrs. A. C. Leslie & Co. are showing some very handsome samples of Dickinson's (Sheffield) cutlery. Their carving sets are a particularly varied and attractive line, and can be sold at prices that will ensure purchase. The case-sets are made up of 3 and 5 pieces, with stag or ivory handles tipped with nickel. The goods will be very desirable Christmas stock.

It is announced that the Patterson & Wisner Company have become part and parcel of the Massey-Harris Company, Ltd. This now gives the Massey-Harris Company control of the Toronto factory, lately owned by the Massey Manufacturing Company; the Brantford factories, lately owned by A. Harris, Son & Co., Ltd., and J. O. Wisner, Son & Co., and the Woodstock factory, formerly owned by the Patterson & Bro. Company, Ltd., as also the entire business of Massey & Co., Ltd., Winnipeg.

The following motion was carried unanimously the other night at a meeting of the Dundas town council; giving to J. M. Williams & Co. 10 years ex-emption:—That the property known as the Dundas stove foundry be exempt from taxes for a period of 10 years from this date provided the works be kept running continuously during the term of the ex-emption, but the said property shall be assessed for its share of any further sums of money which it may be found necessary for the town of Dundas to raise by debenture or otherwise for public improvements, and that in the passing of this by-law any other by-law referring to the ex-emption of said stove foundry be cancelled. The word continuously shall, for the purposes of this by-law, mean, should the works be stopped for say not more than three months at any one time then said by-law to be void.

DO YOU SELL COOKERS ? ?

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL : Ask your Jobber for them.

Sole Makers : **THE EUSTIS MFG. CO.,** 49 St., Bayonne, N.J.

P. CORRIDI,

Accountant, Auditor, Etc.

EXPERT AUDITING, BUSINESS INVESTIGATIONS and GENERAL ACCOUNTANCY A SPECIALTY.

Accounts Adjusted, Books Opened, or Audited. Books written up. Trial Balances and Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

Tulloch & Co'y

Manufacturers' Agents and

Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmans' Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

60W

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J.B. McLEAN CO. (LTD) PUBLISHERS.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

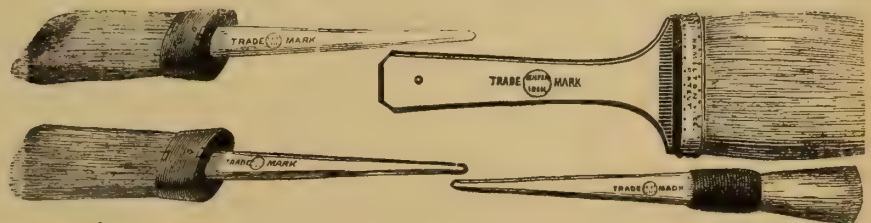
For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers.

Toronto and Winnipeg.

PAINTERS' BRUSHES,



TRADE



MARK

We manufacture the **Best Brushes** only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,

96 Clerkenwell Road, London, England.

A SALESMAN'S DECALOGUE.

In a recent address on "Procrastinating and Puttering," Professor Wells, of Ohio, gave what he terms his decalogue of work, his ten commandments of labor. They are: Do not procrastinate. Do not putter. Take your own pace. Read work's parables. Remember the promises. Be ambitious. Be easy. Be intelligent. Be orderly. Be upright.

The first commandment of labor is, he says—Do not procrastinate. There was once a Yankee farmer whose acres were covered with boulders, and very much needed stone fences. "I'll build 'em," said the Yankee, "to-morrow or next day, I guess." But after many to-morrows and next days a good fairy took him in hand. Wherever he walked, she threw boulders before him. He lifted them out of the way. She sent immense stones in front of his plow. He got a crowbar, and rolled them into the next furrow. She piled them on his wheelbarrow. In surprise he threw them off. At last she sent him a dream,—a dream of a stone fence, broad, square, neat and strong, and far-reaching about his farm. "This is the fence," she cried in his ears, "the fence you might have made with the strength you used in throwing stones out of your way."

Do you ever think of this, that it takes a certain amount of energy to reject tasks when they press upon you for the doing, that the worry over an unaccomplished duty is a burden it takes strength to bear? Do you realize that procrastination requires power, and often a power that, when summed up, would do the deed? Oh, how we cheat ourselves! How we hammer away on cold iron! How we set the mill to grinding after the water has passed, so that we must laboriously turn the mill-wheel ourselves!

The waste of strength is not the worst of it. "By the street of 'By and By' one arrives at the house of 'Never.'" That's the worst of it. Putting off means leaving off. Going to do is going undone, ten cases out of nine.

The second commandment about labor is. Do not putter. This is the second in the order of time, but the first of all in the order of importance. For a worker's prime virtue is vim. Yet there are thousands of workmen, so-called, whose practice, if not whose lips, read the text in this way. "Whatsoever thy hands find to do, dilly-dally with all thy might." Drive your business, or your business will drive you. Go at your work in a straightforward, sensible way. Hold firm reins. Don't jerk and twitch and flap and fuss. Don't putter. For if you do, worry and vexation and disappointment and impatience and wasted time and strength and reputation will harness your soul to the tasks you should have ridden upon, and you will be driven unmercifully by the very powers you were made to drive.

There is a beautiful word, which every one who aspires to the high title of "worker" must manage in some way to get into the

vocabulary of his life. That word is "alert." What a picture flashes into our minds when we say it? "Alert,"—bright eyes, quickly moving as the Greeks loved to see them; body in nice equipose ready for prompt obedience; motions delicate, exact, and swift; speech clear-cut, quiet, and steady. That word "alert" is the poetical form of the American adjective, "business-like," the opposite of "puttering."

A straight line, your geometrics tell you, is the shortest path between two points. The same definition fits the word "alert," the word "business like." It means taking the shortest and easiest way to your goal.

THE MAN MAKES THE BUSINESS.

We cannot sympathize with the tracer who feels ashamed of his business, or who continually complains of it to others as being excessively laborious or unremunerative, although occasionally a successful and otherwise level-headed dealer may be guilty of such weakness. One's business, both in point of profitability and in the esteem in which it is held by the public, is chiefly what one makes it. If it yields a small return for the capital and labor sunk, let the merchant submit his own conduct, his capabilities and character to an examination before condemning an avocation that must in the very nature of things depend almost entirely upon the man instead of upon circumstances. If the business is regarded with contempt by outsiders, it may be worth the while of those engaged in it to ask themselves whether the fact is not due to their lack of self respect, as evidenced by an indulgence in practices which sap the moral character of the individual, among which are over-charging, short weights and measures and fraudulent adulteration.

The dealers whose dissatisfaction with the profits of their business takes the shape of constant complaints, of course assist to create the disfavor in which it may be held by outsiders. Looking upon their trade with contempt themselves, it is natural that others should take the cue from those familiar with it and act accordingly. One way in which many retailers evince a certain contempt for the business which has given them wealth and reputation is in training their sons to any other business than their own. One

reason for this is no doubt a feeling that the boy should be protected from the trials of his parent, and that his path in life should be made smoother. But at bottom there is the other feeling, which the dealer perhaps may be unconscious of but which still exists, viz.: That the business isn't good enough for the boy. Consequently instead of being bred to a suitable career, the dealer's son is given a college education and a profession in which he finds it difficult to make his salt. The business that is good enough for the father ought to be good enough for the son, and the business that enables a man to earn an honest livelihood and gain the respect of his neighbors and customers, is fit for any man to engage in, however luxurious his early training or high his pride of birth, and such a business we consider the retailer's to be.—*Merchants' Review.*

WHAT GERMAN RETAILERS HAVE TO COMPETE AGAINST.

Retailers in Canada suffer occasionally from competition with manufacturers and jobbers who sell to consumers direct, but we are well off as compared with the trade in Germany. There manufacturers in most cases go direct to the consumer. Many of the larger ones have retail stores in all large business centres in which their goods are sold. They also do an extensive business by mail. The post office is under government control. Five kilo, or eleven pounds, will go at equal to 12c. to any part of Germany. For distances of less than 125 miles the price is only 6c. It is usual to see 10 lbs. of coffee, sugar, files, cutlery, etc., pass through the mails. The authorities carry parcels from warehouses and factories just as the express business is done here; they go about the street, and when a shipper wants to send a parcel he hangs out a card. For an additional charge of five cents and upwards they will collect c.o.d. parcels and pay over the money to the shippers. The post office also collects notes and drafts at the rate of about 1-10 of 1 per cent.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

THE HALIFAX SHOVEL Co., LTD.,

HALIFAX, N.S.

Sole Makers of Fenerty's Patent Socket Shovels, Spades and Scoops.

Here is what the users say:

HALIFAX, N.S., April 1st, 1891.

Messrs. HALIFAX SHOVEL Co., Limited, Halifax.

Dear Sirs,—Your make of Shovels (Fenerty's Patent) is just what we want for our draw kilns. We use no other, and always recommend them. They are fine goods. Not the least of their many merits is that a broken handle can be so easily replaced.

Yours truly,

BRAS D'OR LIME COMPANY, LIMITED,
A. MILNE FRASER, Secretary.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail
Orders. Mention this Journal.

The Art Metropole
131 YONGE STREET,
TORONTO.

The Cheapest House in the
Trade for Tube Colors, Brushes,
Canvas and all Artists' Materials.

SEND FOR CATALOGUE.

JOHN WILSON'S
Butcher Knives

and Steels,
Farriers' and
Shoe Knives

Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

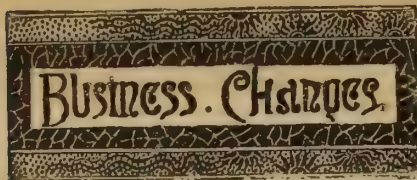
We have just received fine line of POCKET CUTLERY special brands, "MAPLE LEAF" equal to anything in the market, also full line of Carvers in cases, of RODGER'S, LOCKWOOD'S and BUTLER'S make, and complete line of PLATED WARE. We also solicit enquiries for prices on SKATES, SLEIGH BELLS, SNOW SHOVELS, FIRE IRONS and STANDS, etc., etc.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL



SALES MADE OR PENDING.

H. N. Young & Bro., hardware and stove dealers, Orangeville, Ont., have sold out to R. H. Hemstreet.

J. F. Warbrick, hardware dealer, Bolton, Ont., has sold out his stove and tinware department to Clements.

PARTNERSHIPS FORMED AND DISSOLVED.

Hamber, Thyme & Henshaw, manufacturer's agents, Vancouver, B. C., have dissolved.

McKenny & Kelly, hardware, stoves and tinware dealers, Orangeville, Ont., have dissolved, J. J. Kelly continuing.

Knight & Morrow, general merchants, Souris, P.E.I., have retired and been succeeded by McDonald & McEachern.

REMOVALS AND DEATHS.

R. S. Bessonett, of Bessonett & Wilson, hardware dealers, Halifax, N.S., is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

A. Frame & Son, general merchants, Maitland, N. S., have assigned.

L. B. Cochrane, general merchant, Medicine Hat, N. W. T., has assigned.

L. Theroux & Co., general merchants, Yamaska, Que., have compromised.

John Chester, general merchant, Widder, Ont., has assigned to Thos. Kenny, Sarnia.

John Stinson, general merchant, Singhamton, Ont., has assigned to E. R. C. Clarkson, Toronto.

Solomon Wigle & Son, general merchants, Leamington, Ont., have assigned to Henry Baker & Co., Toronto.

TRADE SALES.

The bankrupt stock of A. Hay & Co., of Wallaceburg, valued at over \$6,000, was sold to Mr. Delmage of Wallaceburg at 63 cents on the dollar.

The salvage stock, of J. J. Shragg, general merchant, Winnipeg, amounting to a considerable amount, was sold the other day by the assignee, S. A. D. Bertrand, to A. Chevrier.

Our progressive contemporary, the British Columbia Commercial Journal, is kind enough to make reference to us in the following terms: "HARDWARE, as the name implies, is the recognized authority on hardware throughout Canada, and is published at Toronto, Ont. But the paper is not devoted exclusively to that branch of trade. Scarcely an issue comes to hand that does not contain something of interest to men in every branch of trade.

The neglect to look after minute details in the factory is a source of great loss to many producers.

Here it is again---FORBES' NEW PATENT,

ACHIEVED !

ACHIEVED !

ACHIEVED !!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

READ

what a customer has to say of

MANDER BROS. VARNISHES

(Fac-Simile of their Letter.)

ESTABLISHED 1878.
KELLY & MURPHY,
CARRIAGE AND BLEIGH
MANUFACTURERS.

St John, N. B. Oct. 31st 1891

Walter H. Cottingham & Co.
56 St. John St
Montreal

Gents We thought at time of
having order for 500 lbs of varnish
that we might see what
stock of other makers we had on
hand as your agent saw where here
but we have to give it up
as it is impossible for us to
finish a lot recently without as
our foreman sent says Charles
Mander for ship using good layers
and in chemistry so changeable
he thinks it best to be prepared
in this matter

therefore Gents
you will have our order filled
and shipped at once as we
will see to it that it enters
to give us the satisfaction it has in past
Yours truly
Kelly & Murphy

MANDER'S VARNISHES are peculiarly well
adapted to the CANADIAN CLIMATE.

SOLE AGENTS FOR THE DOMINION :

Walter H. Cottingham & Co.,

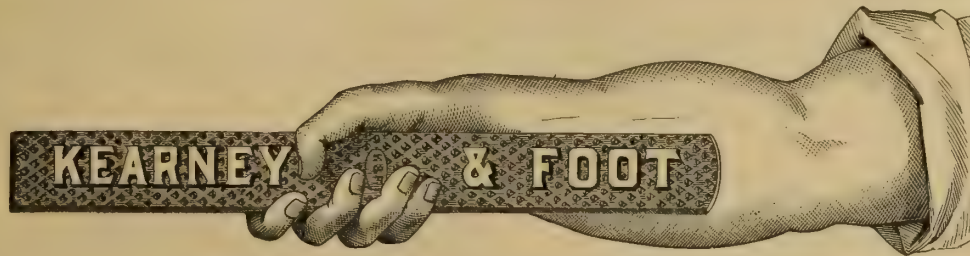
Montreal.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

Manufacturers of **FILES AND RASPS.**
Superior quality fully guaranteed.

CAPACITY OF WORKS :
1,200 doz. per day.



Illustrated Catalogue
Price Lists mailed on
application.

WORKS : Paterson, New Jersey, U.S.A.

PLEASE MENTION THIS PAPER WHEN WRITING US.

You can lose more than we do
by not subscribing for this paper.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

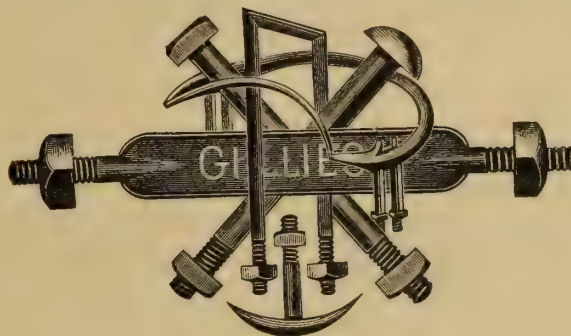
—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

TAPER TOOTH.



Write for Prices or Telephone 5120.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER.

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES
Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

TORONTO ENG CO

CUTLERY.

Good Assortment, splendid value.

CARVERS, with or without cases, a specialty.

A. C. LESLIE & CO.,

Manufacturer's Agents,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

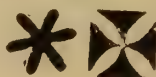
Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures

None are genuine unless bearing the

TRADE



GRANTED

MARK.

1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



Shepard's "SAMSUN" Spring Hinge
(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers—SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	25, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S.	Per box
I.C., usual sizes	\$6 00 \$6 25
I.X.	7 25 7 50
I.X.X.	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X.	5 50 5 75
I.X.X.	6 50 6 75
I.X.X.X.	8 25 8 50
D.C., 12 1/2 x 17	4 50
D.X.	5 75
D.X.X.	6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

esmer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual	
sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	
" 14x60, "	62c, 7c
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6 1/2 7
26	7 1/2 7 1/2
28	7 1/2 7 1/2

Iron and Steel.

Common Iron, per 100 lb	Base Price.
Refined	\$2 05 2 10
Horse Shoe	2 45 2 55
Band	2 50 2 55
Hoop	2 50 2 55
Swedish	4 00 4 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 00 3 25
Best Cast Steel, per lb.	0 13 1/2 0 14
Russian Sheet	0 10 1/2 0 12
Tank Plates	2 00 2 25
Roller Rivets	4 50 5 00

Boiler Tubes.

2-inch	10 1/2
1-inch	15

Boiler Plate.

1/2 inch	\$2 45
5-16	2 35
3/4	2 25

Sheet Iron.

1 to 20 gauge	2 1/2 3
22 to 24	2 1/2 3
26	3 1/2 3 1/2
28	3 1/2 3 1/2

Canada Plates.

Blaina	1/2 bright 2 90 3 00
Abercarne	3 00 3 10

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 62 1/2 per cent.	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5 1/2
28 gauge, "	5 1/2, 5 1/2
26	5 1/2, 5 1/2

Gordon Crown—

16 to 24 gauge, per lb	5, 5 1/2
26 gauge, "	5 1/2, 5 1/2
28	5 1/2, 5 1/2

Note—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb.	6 6 1/2
" 5-16 "	5 1/2 5 1/2
" 3/4 "	4 1/2 5

" 7-16 "	4 1/2 4 1/2
" 1/2 "	4 1/2 4 1/2
" 3/4 "	4 1/2 4 1/2

Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70

Jack chain, iron, single, per doz yards	0 13 0 50
Jack chain, double, per doz yards	0 15

Jack chain, brass, single, per doz yards	0 20 1 10
--	-----------

Copper—Ingot.

English B.S.	0 14 1/2 0 15
--------------	---------------

Bolt or Bar.

Cut lengths, round, 1/2 to 1 in., 30 25 30 28	
round & square	
1 to 2 in.	0 23 0 26

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light,	
16 oz, 14x48 and 14x60	\$0 18 0 19
Untinned, 14 oz. and light,	
16 oz, irregular sizes	0 19 0 20

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x	
48 and 14x60	0 29 0 30

Braniers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb.	0 22 0 26

" 35 to 45 "	0 21 0 22
" 50 lb and above per lb.	0 20 0 21

Boiler & T.K. Pitts.	
Plain Tinned, per lb.	0 25
Spun "	0 29

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up.	0 26 0 32

Sheets, hand-rolled 2x4 ft.	0 25
-----------------------------	------

Zinc Spelter.

Foreign, per lb.	0 05 1/2 0 06
Domestic "	0 05 1/2 0 05 1/2

Zinc Sheet.

5 cwt casks.	0 06 1/2 0 06 1/2
Part casks	0 06 1/2 0 07

Lead.

Imported Pig, per lb.	0 04 0 04 1/2
Domestic	0 03 1/2 0 04
Bar, 1 pound	0 05 0 05 1/2

Sheets, 2 1/2 lbs, per square ft,	
by roll	5 00 5 25

Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2 c.

Solder.

Half-and-half (guar.) per lb	0 17 0 19
Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.	

Antimony.

Cookson's, per lb	\$0 15 1/2 0 16
Other makes	0 14 1/2 0 15

White Lead.

Pure, Assoc. guarantee, ground	
in oil, 25 lb. irons, per lb.	5 1/2 5 1/2
No. 1 Do.	0 5
No. 2 Do.	0 4 1/2
No. 3 Do.	0 4

Prepared Paints.

(In 1/2 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities	0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)	
Venetian Red, per lb.	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French	0 05
Marine Black	0 09
" Green	0 09
Chrome	0 08
French Imperial Green	0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1 40
" (J.F.L.S.)	2 75
Venetian Red (R.C.2)	1 50
Ven. Red, Cookson's	1 80 1 90
English Oxides	3 25
American	2 25
Paris Green, per lb	
Burnt Sienna	0 08 1/2
Burnt Umber	0 05
do pure	0 08
Drop Black	0 09
Chrome Yellows	0 12
" Greens	0 12
Golden Ochre	0 03 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal	0 70
Extra	1 00
Brown Japan	0 70
do Turpentine	0 90
No. 1 Carriage	1 50
Gold Size Japan	1 40
Pure Orange Shellac	2 00
Hard Oil Finish	1 50

Linseed Oil (in bbls)

Raw, per gal	0 57 0 58
Boiled	0 60 0 61

Turpentine (in bbls)

Selected Packages, per gal	0 55 0 56
----------------------------	-----------

Castor Oil.

Best, per lb.	0 09 0 10
---------------	-----------

Cod Oil.

Cod Oil, per gal.	0 48
-------------------	------

Glue (in bbls)

Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 07

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Shot.
Canadian, dis. 7½ p.c.

Wads.
Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled..... 3 60 7 30
Saddlers, "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... 7 25 8 00
" Sewing, ".....

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 68½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis. 45 and 50 p.c.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths' discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Jennings' Gen, net list to 5 p. cent dis.

Expansive.

Gilmour's, 47½ to 50 percent.
Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... per doz. 1 25 1 75
Mascot..... " 1 35 1 85
Erminie..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 75
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8..... 6 00
" No. 9..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 0 70 per
cent

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.
Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World "..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc. } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold "..... 1 10
Queenston "..... 1 10
Napanea "..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz..... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 07..... 1 35
" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 00
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcetts.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, "..... 2 80 3 90
Fenns Corkstops, No 2 p.doz..... 1 70
Petroleum, per doz..... 4 50 6 50

Files and Raspers.

Kearney & Foote's discount Am. List,
50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5

per cent.

Toronto File Co., 50 and 10 to 60 p.c.,

Amer. list.

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Raspers, Kearney & Foote's dis

Am list, 50 pc. 50 p.c. to 50 and 5 p.c

Horse Raspers, dis. 45 p.c. Amer. } Hellers

50 p.c. Can. }

Horse Raspers, Spencer's, dis. Can. list

33½ p.c.

Horse Raspers, Toronto File Co., 50 and

10 p.c., Amer. list.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50

and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00

Enterprise, discount 10 p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's, dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star. Double
Diamond
Per Per
50 ft. 100 ft. 50 ft. 100 ft.
1.40 2.70 2.00
1.55 3.00 2.25
41 to 50 5.00
57 to 60 5.50
61 to 70 6.00
71 to 80 6.75
81 to 85 7.50
86 to 90 8.50
91 to 95 9.50
96 to 100 10.50

Pilkington.

Ordinary.
1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 7c

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50
Store door "..... 1 00 1 80
Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50
Socket Firmer "..... 3 25 8 00
Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c

" Shepard's Noiseless, dis. 60 p.c

" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb..... 0 42 0 05

Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets

Screw, Eureka..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring..... 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoes.

Garden, Mor ar, etc., discount 40 per

cent.

Planter doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross..... 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.
Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 60 to 60 and 10.

Horse Shoes.

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new
list.

Copper, per lb 0 40 0 45

Enamelled Can, 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross. 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " 6 00 9 00

Lava, " 8 75 10 00

Shutter, porcelain, F. &
L screw, per gross. \$1 30 4 00

Ladles.

Melting, per doz. 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " 1 87 3 85

King, wood, " 2 75 2 90

" glass, " 4 00 4 50

All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent. 30 per cent. to
33½ per cent.

Paddock.

English and Am. per doz 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent. 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vita, " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter.

Enterprise, American dis. 17½ to 20
per cent. dis.

Canadian, 37½ to 40 per cent.

Home, each 42 2 35

Mincing Knives.

American, per doz. 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price 2 20

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American. 1 85 3 50

Nail Sets.

Square, round and octa-
gon 3 38 4 00

Diamond. 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " 0 18 0 18

Canada W.W. " 0 20 0 20

American W.W. " 0 25

S. R Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass, " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz. 2 25 3 25

Pencils.

Jixon's, per gross. 1 00 4 25

" Carpenter. 2 25 3 60

Picks.

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis 45 to 50 per
cent.

Wood, fancy Canadian, or American
35 to 37½ per cent.

Bailey's (Stan R & L Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz. 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L Co., dis. 65 p.c.

Poppers.

Corn, square, per doz. 1 35 2 00

Pruning Shears.

Per doz. 4 00 5 50

Pulleys.

Hothouse, per doz. 55 1 00

Axle, " 22 33

Screw 27 1 00

Awning. 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz. 1 00 1 85

Conductors' " 9 00 15 00

Tinner's solid, per set. 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs. 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot. 3 3½

Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Straps.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to
50 p.c.

Burrs, Iron, 30, 33½ per c.

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb. 13½ 13½

7-16 in. and larger. 9½ 13½

¾, 5-16, ¾ in. 10 13½

3-16 in. 10½ 13½

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

" N P. 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A. sand, 30 p.c. to 30 and 5 p.c.

Emery, per quire. 55 90

Sash Cord

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D. dis. 30 to 35 per cent.

Hack, complete, each. 1 75 2 75

" frames only 75

Saw Sets.

Per doz. 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50

Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. " 73½ " " "

" F. H. Brass 75 " " "

" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz. 3 25 4 00

Bench iron per doz. 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N.P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Ætna, dis. 75 to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves

Sliding Door, per set ... 77 1 40

Shovels and Spades

Canadian, dis. 37½ per cent. to 40 p.c.

Sieves

Wood Rim, black, p. doz 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes 3 25

" ¼ and ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons per gross 7 50 12 00

Dessert " " 21 00 30 00

Table " " 30 00 30 00

Dessert Forks. " 24 00

Medium " " 27 00

Table " " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 25 50

Hindustan, per lb. 0 06

" Slips, per lb 9

Labrador, per lb 0 13

" Axe, " 0 15

Turkey " 0 50

Arkansas " 1 50

Water-of-Ayr " 0 10

Scythe, per gross. 3 50 5 00

Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gim, blued, dis. 35 p.c.

" tinned, dis. 45 p.c.

Swedes' iron, blued or tinned, dis. 42½ p.c.

Upholsterers' dis. 42½ p.c.

Copper Tacks and Nails, dis.

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.

TRADE MARK FOR



HOLLOW WARE

REGISTERED
TRADE MARK FOR



KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

Hardwares. Please stock
Spooners' PHENYLE Disin-
fectant Deodorizer and Germicide
Powder (Bannerman's Patent).

The most effective known to Modern
Science. Prevents disease and "Sweetens
things generally" urgently needed in epi-
demic localities. Send for information,
everyone can afford it. (Brother-in-law to
Copperine), good seller winter and summer.
Nicely put up.

ALONZO W. SPOONER,

Maker for Dominion.

Port Hope, Ont.

How to Sell Goods

Send Ten Cents to the HARDWARE PUB-
LISHING CO. for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose
the above.

Commercial Travellers.

To any traveller who will send us one
new subscriber for three months we will
send all the back numbers of the paper con-
taining "Drum Taps." A most entertain-
ing sketch of a week spent on the road by a
well-known American Traveller.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

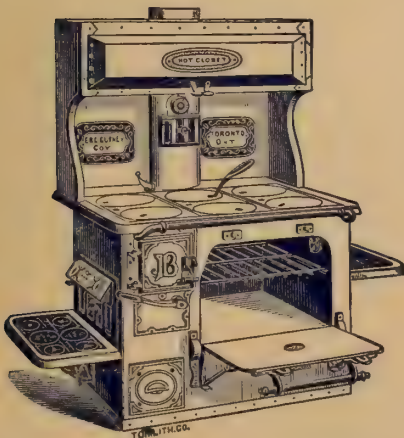
STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample
of this elegant and useful line of stoves.

Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams
kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

“TRAP”

—AND—

“DOMINION”
BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,
MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.
H. D. WARREN, Pres. and Treas. CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

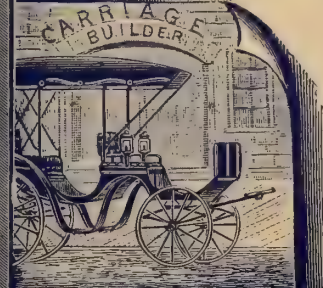
Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

NOV. 28, '91

2.00 a Year.

10 Cents a Copy



PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

SKATES

FINE CUTLERY.

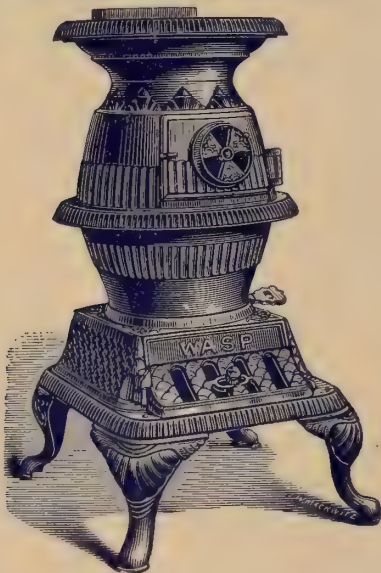
FANCY HARDWARE.

RICE LEWIS & SON,
LIMITED.

General Hardware Merchants.

TORONTO.

WASP.



Three sizes with extra heavy Fire Pots, 10, 11 and 12 inches in diameter. Two largest sizes have flues and damper in top which controls and keep a continuous fire. Low in price.

**THE CHOWN & CUNNINGHAM CO'Y
LIMITED,
KINGSTON, ONT.**

WESTERN AGENTS:

THOS. DAVIDSON & CO.,
11 Front St. W., Toronto.

SEAMLESS WROUGHT STEEL
Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vcl. 3.

TORONTO, NOVEMBER 28, 1891

No. 48

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

GOODS WELL BOUGHT.

If there is one lesson the retailer has learned from the logic of short profits it is that he must be a close buyer. He must get all he can by negotiation, or he will find his prices intractable for the purposes of sharp competitive business. The "dickering" buyer is peculiarly called for in these times, the conditions of trade have invoked him, and he is here. The close buyer corresponds to the aggressive competitor. He has learned to hammer prices from the example of his customers, between whom and the wholesale distributors he must grind out a living. What he cannot get out of his customers he must try to make out of the jobbers by whatever means he can command—whether ready money to secure discounts, or means to buy in round lots to obtain concessions, or insight into the market to perceive when a purchase will miss an advance. Timely buying, cash buying, extensive buying, or buying in any circumstances that favor cheap selling, are usually made the most of by all dealers, according to their strength.

This valuable and necessary practice will stand the trader in good stead wherever he has to face the competition of a Patron store. The system of the Patrons really places a premium on high buying. What object has a man to buy low when he knows beforehand that his profit is assured at 12½ per cent.? It can benefit him nothing to buy nails 5c. a hundredweight below a given asked price. Whatever he buys at he has but to add 12½ per cent. to and he is fulfill-

ing his contract. In fact the higher the price he pays the greater will be his profit. Further, as Patron merchants are not looked upon with the utmost favor by wholesalers, who cannot have unreserved confidence in any man what contracts to bargain away at 12½ per cent. profit all the stock anybody sells him, such fettered merchants will not have so wide a field to spread their efforts over for the purpose of getting at bottom prices. Hence their opposition will be less formidable than it would appear at first sight to be. The independent merchant who makes a bold push to seduce customers from the Patron store will be likely to succeed, as in many cases his prices will prevail. Twelve and a half per cent. on the Patrons' prices will sometimes be as good as 15 or 16 per cent. or even more on the free merchant's prices. That difference may be got at in the majority of cases by the careful buying of the independent trader.

Successful competition against the Patron trader will not fail to cause some mistrust that he is not quite aboveboard with his customers. He in turn will have misgivings that not all the Patrons' wants are filled at his store, for the bruit of cheap goods in his rival's store will dispose him to suspect some defection of custom to that store. This mutual want of confidence will make shipwreck of many a contract. All the non-Patron trade will naturally drift to the rival store in any case. The Patron trader is bound by his contract not to give people outside the association the benefit of Patron prices, it being the policy of the order to exclude outsiders from equal trade benefits, for the purpose of bringing everybody within the fold. This outside consumers will resent by dealing with the man who controls his own business.

It is a fact that Patron merchants are a little tricky when they are out of the sight of their masters, whom they have bound themselves to honor and obey. They break their

frail vows whenever they ask for a fraudulent invoice, or when they commit the sin of concealing their cash discounts. It is touching to hear of traders begging the wholesaler from whom they have bought a bill of goods to say nothing in the invoice about the discount which was conceded for cash. Thus 5 per cent., which represented the discount in a particular case, was saved to add to the 12½ per cent. contracted for. If this were discovered the wrath of the betrayed Patrons would undoubtedly be visited upon the trader who had proved recreant to the trust reposed in him.

ONTARIO'S PURCHASING POWER.

The unusual wealth of this year's yield in agricultural products has been expressed often enough in vague general terms, all glowing however with a strong optimistic tinge. The indefinite epithets "lavish," "prodigious," "unequalled," etc., have now been reduced to statistical expression in Bulletin 18 of the Ontario Bureau of Industries, in which an estimate of the year's production has been made, along with a review of the atmospheric conditions under which the crops grew. The report confirms the general sense that this has been an uncommonly fruitful year for the province. The value of the farm produce taken off the soil this autumn amounts to \$17,000,000 more than did that of last year. This does not include the increase in the value of live stock, which, however, is but a small matter this year. This year's wheat crop in Ontario aggregates 32,584,026 bushels, which is about one and a half times that of last year. One third of the total is spring wheat. A comment upon the value of this cereal just now is the action of the Russian government in prohibiting the exportation of wheat. Not only in that country, but in Germany, France and England as well, the wheat crop has been very much below the average. The balance

must be redressed from this side of the Atlantic, and it is satisfactory to feel at such a time that Ontario has more to spare than she ever had before. Our oat crop is larger by twenty-two million bushels than it was a year ago, and we have 3,000,000 bushels more of peas than were grown last year. The market for both is healthy with a tendency that at present favors holders. Our turnip crop exceeds that of a year ago by 21,812,889 bushels. At a very reasonable valuation the province is \$17,000,000 better off in agricultural products alone than it was a year ago.

This Bulletin ought to be very assuring, to everybody who has anything at stake in the commerce of the province, that there is an adequate basis for a big buying capacity among our consumers. In it exact, demonstrated facts are deduced and presented, which take the place of well-grounded but undefined suppositions. The purchasing power of the farmers ought to be increased by this seventeen millions. That sum represents the excess over what was realized on last year's crops. There therefore remains an amount equal to what was derived from last year's crops, to be added to this seventeen millions, but the former may be allowed for the paying off of mortgages, instalments on land purchases and implement debts. The seventeen million dollars will represent expenditure for which value has to be got from traders and others this year. This ought to give heart to the trade.

LONG-ROOM SERVICE.

The wholesale merchants of Toronto have long suffered great inconvenience and loss of time in getting goods through the customs, owing to the habit of customs brokers monopolizing the computation wickets. There have been several instances of one of these wickets being held for hours by a single agent. One broker is known to have invested a wicket from 9 a. m. till 4 p. m., blockading to every other person that particular medium of business with the office. A messenger kept him supplied with entries, and of course the computing clerk had nothing for it but to give him attention as long as he was there to receive it. This sort of thing went on too long, and if it had not been remedied there would be room for suspicion that the customs officers were abetting the brokers in a plan of obstruction, which would finally force the merchants to give over their customs business to the

brokers. But reform has at last been vouchsafed. It has come in the form of a division of labor among the computing staff. To one clerk has been allotted the work of attending to brokers' entries, while the three other clerks look after the merchants' business. A desired improvement would be conceded if an addition were made to the staff, which is taxed to its utmost to attend to the entries that are now put through. The business at this port has increased immensely during the past few years, and the service that was adequate in 1885 is now unequal to the work. Two additional clerks at least ought to be put on the present computing staff.

EXECUTIVE WORK AND DETAIL.

If a trader employs a sufficient number of capable shop-hands to do the mere mechanical and routine work of his business, ought he himself to do such work? Does he further the ends of his business by making frequent headlong sallies into the packing room, into the warehouse and into the midst of rough service generally, where, with sleeves rolled up, he lifts on heavy cases, tears packages open, and throws things around like a porter? Such a man is much like an impetuous but not well-disciplined foot-ball player, who cannot be brought to believe, when the ball is out of his sphere of action, that it is in somebody's else; he feels that the winning of the game depends upon his exertions, and he cannot be kept in the one place where his usefulness is appreciated and trusted. He spreads himself all over the field, and dissipates his energy to comparatively little purpose, though he may toil and sweat "like to a harvest man that's tasked to mow or all or lose his hire." When the ball gets to his place the man relied on to take care of it is probably not there, and in default of his presence a goal may be scored by the team he is working against. So it is with the trader who makes a practice of leaving the post for whose keeping he is more particularly responsible.

A man may feel that the contagion of his fervid energy will react beneficially upon the industry of his clerks and porters, but he ought also to remember that his own particular duties are entitled to as much of his spare ardor as he has in reserve. Picture a manager whose salary is \$15 per day dancing round a big package of goods knocking the cover to pieces with an axe, then yanking out the contents and strewing them over the floor, while a \$5-a-week clerk looks on nonchalantly, having long been accustomed to this officious assistance, and having therefore become case-hardened against the stimulating lesson of the example. The manager was really not doing his duty. Instead of being at his place busied with some of the executive problems or devising some of the financial schemes that relate to his proper work, he is really earning but \$5 a week,

though he draws \$15 a day. The clerk could knock that box to pieces with less fuss and in quicker time, if he is employed in a concern whose affairs are properly administered, and the man who is responsible for their proper administration is taking the job out of the clerk's hands.

The manager should be able to make his influence felt throughout all the grades of the staff without being under the necessity of taking a hand occasionally for example's sake in the rudimentary or detail work in which employees are engaged. The tone of his rule may be detected in the work of his subordinates, who can be infused with the right ideas and held answerable for the full discharge of their duties by the graded responsibility plan. The vigor of the chief will inform the whole staff if the head of each sub-division is sharply watched by the manager. Then the latter can confine himself to the work for which he is paid, and that work will be done all the better for the undivided attention it receives. There can be no doubt that trained, highly-valued powers are not well employed when the possessor of them is working at what the crudest mind can do as well as he.

It is necessary of course that the manager or the head of a business should know all about the detail involved in competent service in any part of that business. Too much such knowledge no man in a leading position can possess. But he is supposed to have acquired it in his training. It is one of the qualifications which fit him for the direction of others. Under judicious management he rose through the different degrees of service till he reached the topmost one, and it is probably as much due to the fact that a disciplinarian was at the helm as to any other external influence. The command of detail, not the slavery of detail, is what is expected of the manager.

Failure is sometimes the penalty of misplaced energy. In a big concern there are plenty of chances to give attention to other people's business instead of one's own, as there usually are several other people. The opportunities for neglecting one's own duties are correspondingly numerous, and a business will be apt to drift. A certain business man is in mind who was the proprietor of a large store, engaging many hands. This man was noted for his wonderful physical energy. He would go like a shot from one place to another, but often fruitlessly, frequently neglecting to take note of the fact that what he wanted was at hand. He spent his bodily powers prodigally, but he never made all the use of his head he should have done. In all that he tried it was the same way. In a certain athletic exercise he excelled in quickness, but he often was beaten by a weaker, less capable man, simply because the latter did more head-work. Those who have the control of a business ought to transmit their energy through their mental rather than their physical mechanism.

A VISITORS VIEWS AND IMPRESSIONS.

Mr. J. Samuel, the Liverpool member of the firm of M. & L. Samuel, Sons & Benjamin, wholesale metal and hardware merchants, Toronto and Liverpool, who has been in Canada for some weeks, will return to Liverpool in a few days. He is a Canadian by birth, but has not been here for over 12 years. Besides the jobbing business, he is interested in a number of manufacturing concerns on this side. The British merchants and manufacturers were amazed at the marvellous improvement that had taken place in the past few years in the quality of the hardware, agricultural implements, edge tools, engines and boilers and wood working machinery. They had to admit that they now nearly approached the very best English goods in style and finish as well as in quality. In some lines they were much better. He was much struck in visiting the manufactories in Canada to see how well they were adapted in every particular for the work, and how orderly and systematically the work was carried on. We are a long way ahead of European manufacturers in this respect. The general use of telephone and electric light was a revelation to him. There are more telephones in use in Toronto than in London, England.

The pig iron industry had suffered terribly through the introduction of Alabama iron into Canada. The majority of the furnaces in Scotland were now blown out, but the owners were hoping for an improved Continental and South American trade. Canada's tariff had not affected her volume of trade with Great Britain. It was now larger than ever. Instead of Canada importing manufactured goods, however, she now was bringing in increasing quantities of raw material, free of duty, and doing her own manufacturing.

Mr. Samuel is an extensive dealer in tin plates and has studied the effect of the McKinley tariff thoroughly. He has come to the conclusion that the United States will eventually manufacture tin plates and in large quantities too, but he does not think the Welsh industry will be as seriously affected as many imagine. The general feeling at home is not despondent.

Manufacturers do not believe there is any danger for the present at least. In fact, the indications at the moment are that the States cannot produce for a long time tin plates in sufficient quantity, or at low enough prices to supply the demand. Labor is very much cheaper in Great Britain, but the Americans hope to meet this competition by using machinery, and the machinery has yet to be invented. An important factor in the situation that must not be overlooked is the rapidly increasing demand from canned goods. There has been an enormous increase in the export trade in American tinned goods. This will continue to be supplied by

Welsh tin plate, for 99 per cent. of the duty on the plate is returned when it is exported. The McKinley tariff is a decided gain to Canada in this respect. Tin plates are admitted free, and cost of living is much lower here. American manufacturers of tinware who do an extensive export trade are looking to Canada as a base from which to work their export business. Already several firms have established themselves here. The export trade is done chiefly with the West Indies, South America and the Australian colonies. We in Canada are now in a better position than ever to do an export trade in tin goods in competition with American manufacturers.

A SENSIBLE VIEW OF COMPETITION.

It has been truthfully said that it is little short of crime to transact business without making a profit. No one will dispute that it is at least foolish, and, in the majority of instances, most disastrous to those who make the attempt. In order to successfully carry on a business the merchant must have a thorough knowledge of it, possess a certain amount of executive ability, employ competent help and expend considerable money outside that directly invested in stock, in carrying on his business. The quality instead of the price of goods should be the merchant's point in competition. No shrewd business man cares to enter into competition where he will lose money instead of making it. While it is true that there are a certain class of consumers who will accept inferior goods at a slight reduction, in preference to paying full price for better grades, fortunately that class is very small, numerically, and consequently need not be catered to as much as the majority. The merchant who embarks in business usually does so with the view of continuing the same for a prolonged period, and the one who bases his success more upon the future than the present will, in the majority of instances, come out ahead. To secure business at a figure less than what might be considered profitable to the seller, and to be compelled to furnish an inferior quality of goods in consequence of accepting the business at a low figure, is not the sort of a foundation to place beneath what is intended to be a permanent business. Such a foundation will eventually crumble away and let the structure down with a crash. The safest plan is for a merchant to secure the best goods in the market, fix a percentage above cost at which he can sell the same, and rigidly adhere to the figures fixed, always being certain that they are not what will be designated as exorbitant prices. The purchaser is better satisfied if he knows that the seller is a man who will, under no circumstances, cut prices. The cause of a great deal of dissatisfaction among consumers is engendered by a knowledge of the fact that they are paying one price for an article while their neigh-

bor is getting it for another. Once a customer has secured a cut under a legitimate figure the merchant is at his mercy, as well as at the mercy of all his patrons in the long run, because they are bound to eventually discover the fact. The safest plan is to transact business on business principles, have one price on an article, and adhere strictly to it. Let competition be based upon quality more than upon price.—Stoves and Hardware Reporter.

PLUMBAGO MINING IN CEYLON.

A Colombo journal gives an interesting description of the manner in which the natives of Ceylon mine for plumbago. A native usually drives a shaft until he is no longer able to contend with the flow of water in the mine. He then stops working and afterwards drives galleries, and this he continues to do as long as his lamps will burn, but the moment they are extinguished by the gases collected in the gallery he ceases working in that part and continues upwards, refilling the shafts he has dug with the debris from the mine. In other cases, instead of sinking a shaft, a large open cutting is made, in which the vein is followed and galleries afterwards run as occasion may require. There is no system for ventilating the mines, and the result is that after a blast much time is wasted before the mine is sufficiently cleared of foul gases to allow working to be resumed. The great object of the native proprietor is to keep his expenses as low as possible. As to the timber he is using, he knows nothing of its strength, and is quite unable to work out the strain it will stand. He doubtless knows certain timber will resist damp, and is stronger and tougher than other woods, but as the wood is generally green and full of sap it cannot resist the ravages of damp as it would do if it were properly seasoned. The result is that the shafts and galleries are frequently insufficiently timbered. The windlass used is frequently not strong enough and has no ratchet wheel, so that serious accidents may occur in raising and lowering miners. The rope is the ordinary coir rope of the country, the strength of which varies very much, according to the make and the quality of the fibre used. Instead of ropes, ladders are frequently used by the miners, and these are made of the roughest materials and frequently tied with jungle rope or ordinary coir yarn. There is no regulated distance between the rungs, and the ladder is placed perpendicularly to the bottom of the pit, and when it is remembered how highly lubricated the wood must get from the hands and feet of the natives who have been working plumbago, the great danger they run every time they mount and descend can be well conceived. Various minerals are dug out of plumbago mines with which the natives have no acquaintance, and consequently are sometimes thrown away. Pitchblende, known as a valuable ore of uranium; has been found inside plumbago; pyrrhotite also is found largely in plumbago mines, from which in other countries the greater part of the nickel of commerce is extracted.

THE EVOLUTION IN BUILDERS' HARDWARE.

Locks, bolts and bars have at all times in the world's history played a more or less prominent part, but at no time a greater than in the present age. In all lines of metal working marked progress has been made within the last few years, and in the particular field in question prodigious strides have brought us to a point where we can proudly say—At no time since metal first played its part in building has the degree of excellence which we have attained been surpassed.

Ancient metal workers at one time devoted much attention to artistic effects in hardware, and evidences of their skilled workmanship are still extant. The schools of ornament to which they were inclined are still adhered to, and examples in the Gothic, Renaissance, Byzantine, Romanesque, Moorish, and Elizabethan designs, of the present time, are found that are in general feature very closely allied to ancient ornamentations.

When a certain degree of high art in hardware trimmings had been attained by the metal workers of the past, they seemed to have ceased almost all efforts in this particular line; and only within the past few years has there been a thorough awakening from this seeming lethargy, and this awakening has had the result of bringing out and perfecting artistic conceptions in building ornamentation that is creditable to the artist and the interpreter of his ideas.

The field in metal ornamentation is practically limitless, and day by day the progressive manufacturer is producing trimmings that are not simply trimmings, but masterpieces of high art. Since iron has become so popular for decorative purposes, the field has been still further widened, and effects in rustless-finished iron are at once artistic, strong and pleasing. No metal has the effectiveness of iron, combining as it does the essence of strength and softness of effect, when treated by the dead-black process. The grille work that may be seen on many of the prominent buildings of to-day is an example of what may be done in this metal.

The locks now offered by the manufacturer, are combinations of strength and security that have never at any time during the world's history been equalled. The ancient lock was, in the better grades, a marvel of careful workmanship and oftentimes artistically decorated but never having any particular amount of security, and in fact such examples as may be seen are entirely without tumblers, the whole protection being attained through the intricacy of the guards and key biting. The key itself was a wonder, both from its size and the nicety of work in producing it. A Chinese Maze has an exaggerated similarity to the biting of some of the old styled keys.

The lock was generally made by hand of wrought iron, and commonly speaking was a prodigious affair, riveted together at intervals

around the edge of case. In contrast we have the plain lock of to-day, in most cases entirely without ornamentation, but possessing a certain amount of security from the fact that the tumblers automatically lock the bolts in or out as the case may be, and in the finer grades having the key mechanism entirely separate from lock itself. The key now commonly used is a small affair; and not as of old regulated in size, by the size of the lock; as the largest bolts are readily thrown by the same sized key that opens the jewel case. An advantage gained in our present key system is that of being able to have any number of locks with pin or tumbler mechanism different and pass keys to each distinct, while a master-key may be made that will operate the whole number. Master-keying is now applied to most all the locks made, and it is a possibility to have a thousand locks with a key to each different and still have one master-key to open the whole thousand.

The key mechanism most commonly in use, is arranged with a certain number of pins of unequal lengths, so adjusted that they penetrate the key hole. These pins are in a moveable barrel; directly above them are another set that project from the case surrounding barrel, and they lock the barrel, by penetrating or falling into the holes not filled by lower set. Key is so cut that it will raise the lower pins; they in turn raising the upper ones just sufficiently to bring the break on pin on time dividing barrel from case, and allowing barrel to turn.

Window fastenings are to be had that are secure, and at the same time are an ornament; this particular item is an example of radical change in house trim; as is the present sash pulley over the old-style side rail pin that did duty, both as finisher and sash weight. The old style hinge strap has been superseded by the more modern butt-hinge having three or more knuckles in place of one as in the old hinge.

In combination with the present butt the hinge plate is used but rarely for sake of ornament; nevertheless it is advisable to apply it, as it is a great addition to the artistic effect of the door.

The present advanced stage in this particular line has no excuse for inferior trimmings, and when instances are seen of handsome buildings covered with hardware that is cheap and offensive then there is "a screw loose somewhere." The most pleasing effects are not always gained by the most expensive goods.

The facilities of the present time are such that goods in this line may be had at reasonable figures, and it lies with the architect to see that the contractor obeys the instructions specified; although it is a fact becoming daily more apparent that the architects' plans and specifications are often lacking in detail and the contractor is allowed to interpret as suits his fancy. Artistic trimmings may be used on the front door together with

a first-class lock; while at the back of the house the hardware is often of the cheapest kind and back door lock is one that may be opened with a button-hook. With the high class art applied in trimmings; with the skill of the artisan applied to the locks and other mechanical details, and with present cost of both, there is no excuse for some of the miserable effects daily seen on buildings that in all respects but the one in question are credits to the present age of advancement.

INVESTING IN CANADIAN ORE.

Mr. Chas. Merryweather, of Ishpeming, is in Canada inspecting iron lands located in the vicinity of Gunflint Lake, where he and other gentlemen of this city have money invested. The location is about eighty miles from Port Arthur, and a railroad is now being constructed that will run to or near the field. We believe sixty miles of the total distance has already been covered. The ore here is pronounced to be of excellent quality, and large bodies of it have been revealed. The gentlemen interested bought the land four years ago and have thus far done nothing upon it, but will soon, as the Canadian Government requires that certain attention must be given mineral lands so held. With the new line of railroad completed to the field it is thought that it will be possible to do some marketing of ore to American points even in the face of the duty of 70 cents per ton. The ease with which the ore can be secured is said to favor this idea, and a trial will be made at the earliest possible moment.—Iron Ore.

BRONZES OF THE HINDUS.

The brass and bronze trade is kept alive by the religious customs of the Hindus, who are not allowed to use wooden and earthen vessels freely, and brass and bronzes are to them as important as glass and china to the westerns. Almost all Hindu vessels, says the Nineteenth Century, are made of brass, copper or bronze, and it is the custom to present the female portion of a Hindu family with a valuable batterie de cuisine made either of brass or copper, and a still existing Hindu ceremony is that of carrying the utensils in procession at a wedding. The result of the custom is that almost all the platters, trays, bowls, nut-crackers and all brass and copper utensils are most beautifully ornamented, and there are lovely combinations of brass and copper and silver and copper. All Hindu lamps are made of brass. The Hindu women used to have lovely brass caskets, covered with ornamentations, called chellams, manufactured in Malabar in which they kept their jewels, but these are fast being replaced by the vulgar English japanned dispatch box. At Sivogana a beautiful but seldom patronized brass trade exists, which makes toys and most life like representations of animals, frogs, lizards, etc.

H. S. Howland, Sons & Co.,

WHOLESALE HARDWARE,

37 Front Street West, - - - TORONTO.

--- SKATES IN STOCK. ---

No.		GENUINE "ACME."		List, 90c. pair.
0.		All Sizes from 7 to 12 inches.		" \$1.50 "
3.	No. 0. Nickel Plated.	" " "		" 2.90 "
7.		" " "		" 3.90 "
10.	No. 7. Nickle Plated.	" " "		" 3.90 "

Wrenches, Repairs, Etc.

FORBES' NEW PATENT "ACHIEVED."

H. P.	Ordinary Pattern Runners,	-	All Sizes from 8 to 12	inch.	List, \$4.00 pair.
F. P.	Full Patent Runners,	-	All Sizes from 8 to 12	inch.	" 4.50 "
F. P. N.	Full Patent Runners, Nickel Plated,		All Sizes from 9 to 11 1/2	inch.	" 5.50 "

Discounts on Application. Orders Solicited.

ADVERTISING VS. TRAVELLING SALESMEN---SOME JUDICIOUS HINTS FROM AN EXPERT ADVERTISER.

Chas. E. Bonnell, Chicago, writes to the American Artisan under date of Nov. 17 :—

I note in your issue of the 14th inst. an extract from a letter in which a comparison is made between verbal and newspaper advertising, one of your correspondents claiming that \$1 in verbal, or, we presume, travelling salesman, produces better results than \$5 in newspaper advertising. I am disposed to take issue with your correspondent. Of course the circumstances have much to do with results. If the advertiser has an article of only local interest, if his trade is confined to local trade, then, perhaps, his premise is correct; but given an article on which there is no territorial limit, an article of merit, then I speak from experience when I say that he is wrong. Judging from his language—"the — was tried as an experiment lately but did not get there"—he tried some journal for a few issues, and, perhaps, for a year orders which he could trace to the journal containing his "ad." did not loom as he perhaps thought they should, hence "advertising is a failure." Having put in the largest half of my few years as an advertiser to a greater or less extent, and much of that time having unbounded faith in advertising and but little money to back it with, I found it necessary to give it much more thought and care than do some firms who spend a fortune annually. I not only watch my own "ads," but I watch others. I read trade papers and my conclusion is that a large percentage of the money spent for advertising is wasted, even with meritorious articles and good mediums. Large advertisers are beginning to realize the value of this branch of their business and are employing high-priced men to manage it, but in a majority of cases when the amount spent is from \$2,000 to \$5,000

per annum the advertising is in the hands of perhaps the busiest member of the firm. In the beginning of the year after profits have been figured a stipulated sum is set aside for newspaper advertising, the size of advertisement is determined upon, then the one in charge writes up the matter, devoting less time to it than he would to a business letter involving a \$100 transaction, the composition is sent to the job printer to be put in type; if all the words are spelled properly it is marked "O. K." and a given number of electros ordered. Now the advertising man is equipped. Everything that comes along is patronized if the price is cheap, the main object being to get contracts to the amount of the appropriation. When that point is reached he heaves a sigh of relief, for now there will be no more bother with advertising or advertising men until the next year. These are the kind of people that usually think there is no benefit in advertising, but some competitor does it and they must do likewise. The writer does not wish to pose as an advertising expert, but having built up a business that affords at least three square meals a day, and solely by advertising, he feels that his views on the subject are not wholly theoretical. Of course I claim the advantage of having meritorious goods, for even liberal and profuse advertising can not perpetually "boom" disreputable productions.

And now for my hobbies: Use your best efforts to select only good journals which go to the trade you want to reach; a circulation of 5,000 with possible customers is better than 20,000 of whom only 20 are probable buyers; the best is always the cheapest although it may cost most money. Always if possible take preferred space, that is, next to reading matter, or if the paper runs a department under which your article comes get next to that; this costs extra but it pays. A small "ad" in the right place is better than a big "ad" where it is not so apt to be

seen. Use striking head lines to attract attention. Say as little as possible and yet make your "ad" tell the whole story. Don't go on the principal that because you are an old house that everybody when they read your firm name knows all about you. There are lots of people who never heard of you and do not know what you make or what its especial points are. Change copy often and change every month. Don't neglect the "news notes," lots of people whom you want to reach read those that otherwise would never see your "ad." All trade papers are glad for any pointers given them for these items; in fact, make it a part of your contract that you are to have such mention. Lastly, but most important, stick to it; it's not as productive of immediate sales as traveling men, but when it does win it wins big. No better introduction can be given a traveling man than an "ad" in the best trade papers, and if you employ both means don't give the traveling man all the credit; give each his due. It must not be inferred that the writer opposes the employment of salesmen; I simply say that if the entire United States are to be covered it can be done much cheaper and in the end with much better dividends for the advertiser by judicious advertising than by traveling men.

A fire occurred the other morning in McKelvey & Birch's machine room, Kingston, by which a screwing machine was partially destroyed. The fire was caused by spontaneous combustion and started from steel shavings saturated with oil. A board under the machine for holding dies was destroyed. The damage by fire and water is estimated at about \$200 and is covered by insurance.



NEW GOODS.

WROUGHT STEEL WARE.

One of the newest articles manufactured in Toronto is a Spider, a cut of which is shown. It is made of one sheet of steel, drawn down into shape and possesses two long-desired qualities, namely, lightness and durability.

This class of goods, by constant daily use is said to harden and polish until the surface is much like glass. They are manufac-



tured by the Kemp Manufacturing Co., a firm which has introduced another article for which they have had a ready sale, namely, a Sink, made from sheet steel like the Spider already described. It is very light and cannot be broken by a crack of the plumber or carpenter's hammer, nor cracked by the frost. The retailer will save freight by buying this line of goods, and will secure an article of superior quality.

CONTRACTS CLOSED.

Bennet & Wright have been awarded the contract for the plumbing in the new Confederation Life building: while Wm. Clendinning & Son, of Montreal, are to supply the structural iron for it. Both firms have large contracts to perform.

The Gutta Percha Mfg. Co., of Yonge st., have taknn a large contract from the C. P. R. to supply belting for the latter's large grain elevator in course of erection at Fort William. This firm are doing a good trade and have found it necessary to run their factory at night to keep even with the demand for their goods.

IT BANGS BANAGHER.

Well, yes. Spooner is a great boy entirely. You know Spooner, of course. Everyone knows Copperine Spooner of Port Hope. He has struck a new line now and when Spooner gets started on a line he streaks along it till he reaches the end, though he breaks a leg in getting there. There are some men who go wriggling through the world with nothing more in their heads—fit to mention—than a receipt for making soft soap. Spooner is none of that kind. He is an everlasting pusher, and does it withal so genially that he will load a man up with his Copperine, non-frictional, bearing freezer, who does not know habbit metal from Yorkshire pudding. But what's this got to do with Phenyle. That's Spooner's new line.

Phenyle. It is something that no family can do without. It is hopeless to expect domestic happiness without Phenyle. It is the most effective Disinfectant-Deodorizer and Germicide known to modern science. Most of us go plodding along putting in our time dodging the tax collector, and thinking ourselves mighty clever, though if we were to see it we could not tell a protoplasmic molecule from a jack rabbit. But sience tells us that everything and everywhere is just chuck full of molecules. Phenyle is to molecules and insect life, what Chicago whiskey is to

humanity—certain death. Phenyle destroys all offensive odors. It will knock the odor of a pig pen cold, and make a tan yard smell as sweet as if it were called by any other name. It purifies cellar drains, cess pools, out-houses, stables, and has won testimonials from Mayors, Jailers, Stock-yarders, Presidents of Boards of Health, and all the great men of this great Continent, and is only 25c. a package. Health, happiness and sweetness, is everything. Twenty-five cents is nothing. Try a package of Spooner's Phenyle and be happy.—Bobcaygeon Independent.

HOW DID IT GET THERE?

A Workman at the Burlington Wire Mattress Company was surprised Saturday to have his circular saw strike something in the heavy black walnut plank he was sawing that almost ruined the saw teeth. Upon looking for the cause it was found that in the heart of the knot, in the centre of the plank,

a broken mule's shoe was firmly imbedded. Stranger still, a short piece of iron chain was found attached to one piece of the shoe, which was, after much difficulty, dug out of the wood. Mr. Allen is led to believe, from this circumstance, that the shoe and chain had been used as cannister during the late war, as the timber is from the south, and lead bullets have often been met with in timber from the same region. If Mr. Allen's surmise is correct, the shoe and chain had been in the heart of the tree, which meanwhile had grown from a sapling to a monarch of the forest, for nearly thirty years. It would be interesting to know when, at what battle, and under what circumstances the mule shoe and chain were sent screaming through the woods and found a lodging, not in a human breast, but in the heart of the young walnut tree, which received it and swallowed it up.

Another has a theory that the shoe was worn by the champion kicking mule of the south and that his propulsive hind-quarters were chained to discourage his efforts at kicking. That, spurning the heavy chain he let out with his hair-trigger, back-action battering rams with such force as to break the chain, and imbedded the shoe in the young walnut where it remained fast when the mule withdrew his foot. Mr. Allen's theory is much more poetic and at the same time more plausible, and it probably will be believed.—Burlington (Ia.) Hawkeye.

About 7 o'clock on Saturday night a fire broke out in the hardware and tinware establishment of Geo. Bowditch, Woodstock. Only a few feet from where the flames started were stored a large number of barrels of oil and a quantity of gunpowder. Had the fire once caught here it would have meant total destruction to the whole block. As it was the building was considerably damaged and the stock suffered much from water.



Backwoods Farmer (who has just finished the sign):—I kinder like the idea, somehow 'r other there's a religious feelin' runnin' through it, an' at the same time means business! —Canadian Almanac.



—USE THE—

STAR * VENTILATOR For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences; Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY.

MANDER BROS., Varnishes

Are acknowledged by the leading Painters
and Coach Builders to be the best. If you
deal in paints and varnishes you should not
be without them, and the renowned

CARMINETTE.

WALTER H. COTTINGHAM & CO,
Sole Agents for Canada,
56 St. Peter St. MONTREAL.

Patent Automatic Knife

Nothing better made.



Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

We manufacture High
Grade Knives only.
Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.



Send for Catalogue and Price
List to

THE JOHN MORROW MACHINE SCREW CO.

INCERSOLL, ONT.

Mfrs. of Set, Cap and Special
ews, Studs, Finished Nuts, &c.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.

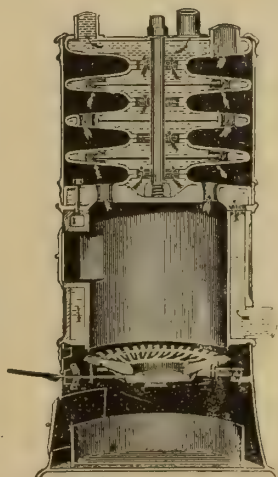
PARIS, ONT.

ROBERTSON'S STANDARD CROSS CUT SAWS. "THE INVINCIBLE."



All our saws are made from Extra Refined Silver Steel, and are warranted to give per-
fect satisfaction. Owing to the large demand for our "Invincible," we would ask the trade
to order early, so as to enable us to give prompt shipments.

MANUFACTURED BY
JAMES ROBERTSON & CO.,
TORONTO.



-THE-
"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



COW TIES.



OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout.
There is no other chain on the market that will compare with these chains for strength, lightness
and handsome appearance. We confidently believe that our ties of a given number are fully equal in
strength to a size larger of any other make on the market.

If you have not yet tried THESE COW TIES SEND FOR SAMPLE half-doz. and discounts.
Manufactured by THE B. GREENING WIRE CO., Ltd., Hamilton, Ont.



Patrons will have a store in Welland shortly.

Hatchley Patrons are buying goods from a Patron store in Hamilton.

F. W. Golden, merchant, Morrisburg, has assigned to Sheriff McIntyre.

The St. Clair tunnel will be opened for passenger business on Dec. 7.

A company is being organized in Halifax to run a line of freight steamers to London and Liverpool.

In Winnipeg 225 new buildings have been erected this year, representing over a million dollars in value.

The St. Thomas City Council offers \$1,000 reward for the conviction of the fire bug who has been operating there of late.

The supply of gutta percha is being rapidly reduced, and the French Government has undertaken to produce it in Algeria.

Parkhill is to have a Board of Trade, at which business man of McGillivray and East and West Williams will be eligible for membership.

The Drury Nickel Mining Company is the township of Drury. About one hundred men are at work erecting a smelter and extensive buildings.

The twine works are now running night and day and will do so for the remainder of the season in order to fill their large orders for next year's twine.

The heaviest shaft forged in Canada was turned out of the Kingston locomotive works the other day. It is thirty feet long and eighteen inches in diameter.

S. Bailey, of Bailey & Co., broom makers, Kingston, did a good stroke of work in securing forty carloads of broom corn before the advance in prices occurred.

Mr. Howard, the manufacturer of the Gatling gun, has been in London, Ont., prospecting with a view to the establishment of an explosive manufactory there.

William, eldest son of Rev. John McRobie, Petrolia, died a few days ago, aged 23 years. He was a member of the hardware firm of McRobie & Dunlop.

The Metallic Roofing Company of Canada, Toronto, have just put into their works a complete plant for the manufacture of corrugated sheets of every description.

The big derrick of the new Toronto Oil & Natural Gas Company at Mimico was blown down by the wind on Wednesday and damaged to the extent of \$150 to \$200.

At a meeting of the Board of Trade at Moncton, N. B., held Nov. 19, the following resolution was passed: "That the City Coun-

cil be requested to give notice of an Act relating to exemption of manufacturing concerns from taxation. Such proposal of exemptions to be subject to a ballot vote of the people.

There are now 624 workmen on the payroll of the G. T. R. shops at Stratford. When the electric light is put in and overtime work is general, these will represent a staff of nearly 1,000 workmen.

The Coyne's Corners, Elgin, Patrons association has about 65 members and is prospering. They have recently bought goods in Toronto and London, as also have the members of the Tyrconnell association.

A number of Pembroke store keepers have agreed to close their stores, at 7.45 every Wednesday evening, to allow themselves and clerks opportunity to attend the prayer meetings in the different Protestant churches.

Mr. H. Bishop's hardware and tinshop at Parkhill was burglarized a few nights ago. Four revolvers, a number of knives and razors, and about \$2 in change, which had been left in the till, were taken, in all about \$40 worth.

The site for the James Stewart Manufacturing Company's building at Woodstock has been chosen, viz., the land known as the old race course property, west of the C. P. R. track. Almost four acres have been taken. Work will be begun on the buildings at once.

Mr. E. B. Eddy, Hull, was in town this week. He is one of the most energetic business men in Canada. He left home recently with his superintendent on Sunday night, travelled 1,600 miles in the States and Canada, did business with thirty-six firms, and was back in Hull Saturday morning.

The town of Dunnville is now supplied with natural gas, and coal and wood for heating purposes have been driven entirely out of use. As at Kingsville, gas for stoves is supplied for \$1 to \$2 a month, and as there is no limit to the length of piping, one stove can be made to heat a good sized house.

Mr. Thos. Dunn, hardware merchant, intends leaving in a few weeks on an extended business trip to Europe. He will visit the leading factories and markets of England and Scotland and then go on to Belgium and France to extend his knowledge of the glass industry. He will make connections for buying whatever new things in hardware he may think would be of use in his Province. It is now 15 years since Mr. Dunn was across the Atlantic.

The duty of presenting to a deserving charity in the city the sum of \$60, the surplus from last year's Commercial Traveller's banquet, has devolved on Messrs. Murdoch, Bane, and Blackey. For this season Mr. C. H. Murdoch and Mr. W. A. O. Hurst have been appointed chairman and secretary-treasurer respectively. A meeting will be

held on Saturday at 3 p.m. in the association rooms to select a committee for the annual smoking concert and banquet. All Toronto travellers are cordially invited to attend this meeting.

Nominations for the Board of Management of the Commercial Travellers' Mutual Benefit Society for 1892 took place on Saturday. The following were elected by acclamation: President, Joseph Bonnick; vice-president, James Greenfield; treasurer, Warring Kennedy. Nine Toronto trustees have to be elected and ten were nominated, as follows: T. M. Bayne, T. Dunnett, J. Taylor, H. Goodman, H. Lamont, R. H. Crean, S. R. Wickett, W. B. Dack, J. A. Ross, J. G. Crawford. Two have to be elected for Hamilton and three were nominated, as follows: William Bremner, George A. Black, E. A. Dalley.

For some weeks small advertisements have been inserted in the Empire and Hamilton Spectator calling attention to the "Industrial Protective Alliance, devoted to the interest of the merchant, the manufacturer and mechanic; head office, Stratford, Ont." These flashily worded advertisements usually ended with a "send stamp for reply." The Alliance consisted purely and simply of a Beacon compositor named W. H. Spears, who hit upon this scheme to swindle the unwary. He got several hundred letters, many of them enclosing stamps, and it is said he got from \$50 to \$100 from "members" who were imbecile enough to send him \$1. Recently he learned that the game was up and left for Buffalo.

The Kemp Manufacturing Co. of this city have almost completed a large new building to meet the needs of their extending business. The new building is 65 feet wide and 125 feet long, and is connected with the Japan room by a 35-foot bridge and with the main factory by a 20-foot bridge and an enclosed passageway at the front, this latter being composed mainly of large arches. The building is five storeys in height, including the basement. The fronts of both buildings will be fitted up with large plate glass windows, the show-room and offices will be enlarged and refitted, and a number of other improvements will be made. This shows the enterprise of the firm and the careful business management under which the concern is prospering.

A meeting of the Sault St. Marie Nickel Mining and Agency Company, Limited, was held on the 17th inst. The following officers were elected to hold office until the first annual meeting of the Company, which will be held about the second week in January. President, John McKay; vice-president, E. S. B. Sutton; treasurer, John Dowson; secretary, D. M. Brodie; auditors, Duncan Bole and R. H. Knight. The managing director submitted to the meeting a considerable amount of correspondence received by him since the last meeting of the shareholders, among which was an inquiry from a mining expert in Denver, Colorado, in respect to the Company's mine, and an offer from a leading party in Pennsylvania to purchase nickel matte. The Company feel satisfied they have a mine containing a vast quantity of nickel ore, and the fact that there is a market now for nickel matte with the almost certain assurance that such market will rapidly increase, gives a bright prospect to this Company as they start out in their venture in a new district.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

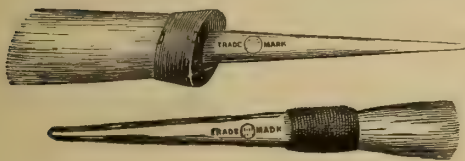
NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

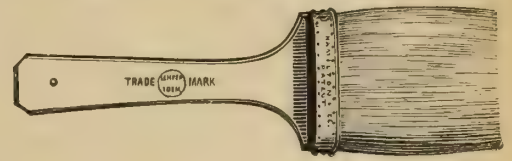
OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

PAINTERS' BRUSHES.



TRADE

MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto. HAMILTON & CO., 96 Clerkenwell Road, London, England.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION 51
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J. B. McLEAN CO. (LTD) PUBLISHERS.

THE HALIFAX SHOVEL Co., LTD.,

HALIFAX, N.S.

Sole Makers of Fenerty's Patent Socket Shovels, Spades and Scoops.

Here is what the users say :

HALIFAX, N.S., April 1st, 1891.

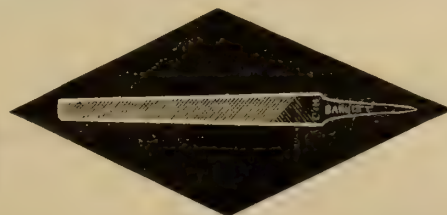
Messrs. HALIFAX SHOVEL Co., Limited, Halifax.

Dear Sirs,—Your make of Shovels (Fenerty's Patent) is just what we want for our draw kilns. We use no other, and always recommend them. They are fine goods. Not the least of their many merits is that a broken handle can be so easily replaced.

Yours truly,

BRAS D'OR LIME COMPANY, LIMITED,
A. MILNE FRASER, Secretary.

BLACK
DIAMOND



FILE
WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

— MANUFACTURERS OF —

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.

MACHINE BAND SAWFILES.

CHISEL POINTED SAWFILES.

CLIMAX SAWFILES.

GREAT AMERICAN CROSS-CUT SAWFILES.

GULLETING SAWFILES.

LIGHTNING SAWFILES.

— AND —

EVERY OTHER DESCRIPTION OF SAWFILES.

MARKETS

EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	Last week.	This week.
Tin—Spot —	£91 7s. 6d.	£95 os. od.
Future—	92 oos. od.	92 12s. od.
Copper, B.E.S.—	50 oos. od.	49 to 53
Lead, S.E.	11 7s. 6d.	11 15s. to £12
Spelter,	23 2s. 6d.	24 12s. 6d.
Antimony,	50 oos. od.	62. oos. od.
Tin Plates—Cokes	13s. od.	12s. 9d.
Pig Iron—Scotch } Warrants. }	47s. od.	47s. 6d.
No. 3 Middlesboro',	38s. 6d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL Nov. 27, 1891.

The market for all kinds of heavy material is quiet, and there is no extensive movement in any line, but with supplies generally in limited compass values all round are steady. Iron is dull with a few jobbing sales of pig to report, and chemicals are without feature.

PIG IRON.

There have been only a few jobbing sales of pig iron, and there is practically nothing to note in the way of change. Supplies here have all been moved into yard, and the supply is not excessive. Quotations are not changed in any particular. We quote: Calder \$21 to \$21.50; Langloan \$21; Summerlee \$21.50 to \$22; Gartsherrie \$21 to \$22; Barnbroe \$19 to \$19.50.

BAR IRON.

There is no change in bar in the absence of any important business, and prices are nominal on the basis of \$2. Swedes and Lowmoore are unchanged, while hoops and bands are steady at \$2.40. Sheet iron rules firm on the basis of \$2.60 for sizes up to No. 20, with proportionate advances.

TIN PLATES.

The demand is of a purely jobbing character, and the market is entirely without feature. Cokes rule at \$3.60 to \$3.75, and charcoal \$4.25 to \$4.50.

TERNE PLATE.

Remarks about tin plate can be duplicated in the case of this line also. Prices are unchanged under a small trade at \$7.75 to \$8.25 according to grade.

CANADA PLATES

There is no business at all in Canada Plates, and prices are nominal as before, the basis being \$2.65 to \$2.75.

COPPER, LEAD, ETC.

Copper is dull and nominal with an easy tendency at 13½ to 15c. Lead moves quietly as before at \$3.50 to \$3.75, and zinc and galvanized sheets unchanged at former prices. Scrap iron and other lines are dull and without particular feature.

NAILS

The nail market continues without feature. The popular idea is \$2 to \$2.15, but it is only a nominal basis.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy "	3.35
8 dy to 60 dy "	3.60
7 dy to 60 dy "	3.90
6 dy to 60 dy "	4.20
5 dy to 60 dy "	4.20
4 dy to 60 dy "	4.50
3 dy to 60 dy "	5.40
3 dy fine,	6.50

CHEMICALS.

There is no business doing in chemicals. Advices from England continue firm, and there is little doing on spot, except in a small jobbing way. Bleaching powder \$2.25 to 2.50; Bicarb soda \$2.35 to 2.50; Sal Soda \$1 to 1.20; Caustic soda \$2.50 to 2.80; Soda ash \$1.75 to \$1.25; Chlorate potash 20 to 22c. Alum \$1.75 to 2; Copperas 80c. to \$1; Sulphur flour \$2.50 to 2.75 Sulphur roll \$2.25; Sulphate of copper \$4.50 to 5.50; White sugar of lead 8 to 12c.; Brown sugar of lead 7 to 10c.; Bich, potash 8 to 10c.; Bich, soda 6 to 8c.; Logwood, per 100 lbs \$2 to 2.25; Sumac, Sicilian \$70 to 75; Pruss, potash, yellow 27 to 30c.; Cutch 8½ to 9 and-a-half cents; Gambier 6 to 7c.; Madras Indigo 60 to 80c.

OILS.

The oil market does not show any particular change, except in seal oil, which is somewhat firmer now. It is now pretty well in two brands, and they are strong ones at 49 to 50c. We quote: Cod, Newfoundland 40 to 45c.; Seal, steam refined 47 1-2 to 50c.; Linseed, raw 60c.; Linseed, boiled 62 to 64c.; Castor oil 9 1-2 to 10c.; Cod liver oil, Norway 95c. to \$1.15.

GLASS.

There is no change in glass except that there is a little more business doing, but prices are unchanged, \$1.35 to \$1.40 being the basis.

LEADS.

Leads are quiet and unchanged. We quote: Choice, 6 to 6½c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c.; red do., 4½c.

NAVAL STORES.

The trade in naval stores is dull and there is no change of importance. We quote:—Turpentine, 56 to 57c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9½c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c. for 7-16 and upwards, and 14c. for smaller sizes.

CEMENT AND FIRE BRICK.

There is nothing to report in cement, business being very quiet. We quote:—London brands, \$2.40 to \$2.50; Newcastle, \$2.35 to \$2.45; and Belgian, \$2.25 to \$2.35. Firebricks are moving off freely in good sized lots, and business in this line is quite brisk. Quotations rule from \$17.50 to \$23.50 per 1,000, according to brand and quantity.

PETROLEUM.

Both American and Canadian are quiet with nothing important to note. We quote: Canadian 12c. at Petrola, 13¼ to 13½c. in car lots at Montreal, and 15c. for single casks. American, 20¾c. in car lots, 21¼c. in 10 brl. lots, 20½c. in 5 brl. lots, and 22c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½c. to 15c. Crude is quoted at \$1.35 1 2 per brl. at Petrolia.

TORONTO MARKETS.

TORONTO, Nov. 27, 1891.

Wholesalers are beginning to give in to the undemonstrative but telling arguments of the reality, that trade is good. The evidences of that fact become more convincing as the season wanes, not in the dazzling achievements of salesmanship, but in the substantial extensions of the money columns in sales books. These are showing a big accumulation of trade within the present month, which is gliding to its close with more to boast of in that way than the majority of its predecessors of the same name. November has not been so brilliant as it was counted on to be, but it has been solid. There has been a good output, and the exchange has not been at any sacrifice of conservatism, purchases having usually not been made without a clear view of chances to unload. There

This cut shows our Steel Dome Low Radiator Furnace which is winning the highest praise from users.

It will pay to investigate its merits.

We would ask our friends to anticipate their stove wants as much as possible as we are running short of many lines.

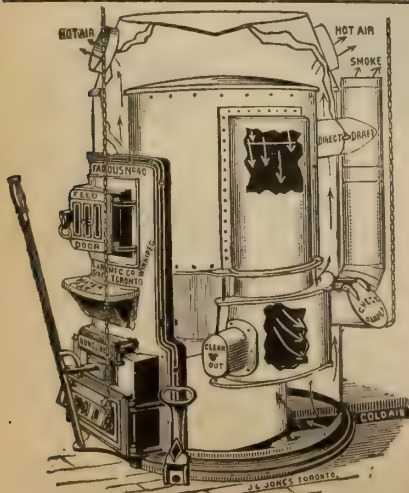
The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.



MARKETS—Continued.

might have been more goods sold if orders had come in a rush, but it is not probable that bad debts would have been fewer.

In hardware, a seasonable demand continues. A very large number of skates have been sold, and inquiry for snow shovels has become more active. Plated ware, fine house furnishing lines, pocket and carving cutlery and the lighter lines generally have been in request. Sorting up orders in staple shelf lines make up a considerable part of the business done. In heavy hardware the trade is not entirely over yet. Repeat orders for axes, saws, files, chains, are quite frequent and numerous. There has been quite an active demand for staple hardware at steady prices, cutting being absent from current business.

The metal market has been in a better state of activity than it was last week. Spasmodic movement characterizes the market, some weeks being dull, others quite animated in large deals. This week several sales of round lots are reported. The tone of prices is less fluctuating than it was, though there have been one or two decided drops, notably in tin plates.

IRON AND STEEL—Some desultory selling is heard of, representing the transfer to consumers' hands of a few carloads of Scotch pig, but on neither side of the market do there apparently exist the conditions for business, the demand being dormant and a supply being scarcely available for instant delivery. The situation is expected to take a different hue when the New Year comes in. Foundries are running on short stocks or on periodical supplies from United States furnaces. It cannot but happen that buyers will be forthcoming when winter work begins to feel the pulse of that circulation whose basis is yet in the farmers' hands. The foundries are running, but not up to their full capacity.

Various good specifications continue to come in from time to time for bar iron, and the week's sales in this material are satisfactory. A further advance in bar is a possibility for which there is some warrant in the firmness of manufacturers and their refusal to book orders for future delivery. The price is still quotable at \$2.15. Steel is featureless and in but fitful demand, most of the cutter-steel business having been placed. Some small parcels of cast steel and steel for machinery have been disposed of at steady prices.

COPPER—The price has eased materially outside, but no response has been made in the figures of our local quotations. They lack firmness however. Some business is

reported, this season having opened up new realms in the demand. Ingots are easy at 14½ to 15c., and sheets at 18 to 20c. Certain copper products are lower, as noted in Prices Current.

TIN—This week's fluctuations in the English and United States market have been hard to keep track of, prices oscillating back and forward every few hours, but in the main preserving last week's quotation as the average. The local trade is dull. Prices are 23 to 24c. for 56 lb. ingots, 23 to 23½c. for 100 lb. Straits ingots and 24½ to 25c. for strips.

ZINC AND SPELTER—Zinc is firm and active at 6¾ to 7c. Spelter is dull, galvanizers not having given the market much attention this week. Domestic is 5¼c., and imported is 6c.

ANTIMONY—The English price is going up by leaps and bounds. In an incredibly short time it has advanced from £54 to £62, and it is now pointing to the high figure it reached a year ago. It began the season at £44. The advance here brings the local prices up to 15½ to 16c. for Cookson's and 14½ to 15c. for other brands.

TIN PLATES—A break in English price, makes quotations rather limp here. Both cokes and charcoals are weaker, but quotations have not been modified visibly. A carload sold yesterday, but the terms were not disclosed. The English makers are now sending out plates that should have been here a month ago. This market will consequently be well stocked and that circumstance will not tend to stiffen internal prices. The shipments would have reached here earlier but for the efforts of makers to fill up the United States market.

TERNE PLATES—Roofing work is now mostly completed, so that inquiries or orders are seldom received. The price is \$8.25 to \$8.50.

CANADA PLATES—The demand is dropping off. A considerable volume of stock has been made into stove pipes this season. The price is \$2.90 to \$3.

GALVANIZED SHEET IRON—This metal is selling freely at firm prices. Manufacturing purposes involving it are quite active. Case lots of 28 gauge are 5 to 5¼c., and 26 gauge is 4¾ to 5c.

NAILS—There is a very good demand at the current price, \$2.20. A disposition to raise prices is observable, as the jobbers say that the \$2.20 now means about 12c. less than \$2.20 did before the boats stopped and

winter railway freights supervened, as there is that difference in freights alone, nails having been carried by the boats at 9c.

HORSE SHOES—Assortments are badly broken up. The manufacturers cannot supply the demand. The price is still \$3.40 to \$3.50.

HORSE NAILS—Stocks pass through wholesalers' hands smartly at 60 and 10 per cent. off the list.

CORDAGE—Last week's prices are firm and may unfold into something higher very shortly. There is no New Zealand here, Manila basis is 12¾c., and Sisal 9¼c.

PAINTS, OILS AND COLORS.

Demand has about stopped for a time, and the trade is devoid of features. Stock is about the only reality there is in the market. Prices are quoted, not on a basis of what is done but on a basis of what would have to be paid if anything were doing. White lead is 5¼ to 5½c., raw linseed oil is 57 to 58c., boiled is 60 to 61c., and turpentine 55 to 56c. Collections are reported to be difficult.

PETROLEUM.

An active inquiry at slighter weaker prices has prevailed throughout the week for large lots. Current business in a jobbing way continues strong with a relaxing in some grades of prices quoted for the past several months. One or two minor changes are noted in Prices Current.

The Petrolia Advertiser reports: Petrolia crude \$1.26½ per bbl. Oil Springs crude \$1.27 per bbl. The above quotation is as close to the market price of crude oil to-day as we can probe the position of the market under the present situation. For some time past there has been no regular quotation for crude on the Petrolia Oil Exchange, most of the operators there being bulls, and therefore unwilling to accept the decline in price, which was offered to producers who sold their oil direct to refiners. The demand for refined oil this month so far has been light, which fact has helped to depress the crude market. It is a well-known fact that the decrease in the production in Oil Springs is more than the increase of the production in the vicinity of Petrolia, and therefore producers need not fear a serious decline in prices in consequence of the present stagnation, which in our opinion, is only temporary, and we would advise the producers just now to force as little of their oil on the market as possible, and the refiners will be compelled to pay them their price. Refined oil may be quoted at 11½ cents f. o. b. here, sixty days or two per cent. off for cash.

Enquiries solicited for the manufacture of

Lithographed Tin Signs,

Decorated Tin Boxes and

Sheet Metal Goods.

Thos. Davidson & Co.

Montreal, Que.

MARKETS—Continued.

GLASS.

This season's shipments are now pretty well in store and a free distributive movement has continued since delivery began. The quotations of a week ago hold yet and re-appear in Prices Current, firmness being quite as pronounced as before receipts had accumulated. Stocks could not be supplemented now at nearly the prices at which they were bought. Some importers suffered considerable loss on account of the roughness of the weather during ocean transit. One house had 64 boxes of one cargo smashed up so fine that the fragments had to be thrown out in shovels.

OLD MATERIAL.

The trade in this class of stock has been smart, without an advance in prices. Foundries and boiler and engine shops are taking more material than they have been for some time past. Malleable scraps is 25c. Other prices are as follows: No. 1 heavy cast scrap, 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to 11c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES.—Dulness in this market is a chronic stand-by feature. Green cows are 4½c. for No. 1 and 5c. for steers. Cured are slow of sale at 5c.

SKINS.—Sheep are steady at 85c., with all deliveries freely taken. Calf are moderately firm at 5 to 7c.

WOOL.—The week has not been enlivened by any important transactions. Buyers appear to begrudge present prices, as the demand on both domestic and export account is extremely dull. Prices are 18 to 19½c. for fleeces.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Nov. 26, 1891.

Evidence is wanting of decided change in the condition of the market for iron and steel. The leading producing centres contribute nothing in the way of information as to new demand or movement in values that contrasts a great deal with what prevailed a week ago, and the local trade give a repetition of old statements that is monotonous in the extreme. With here and there an exception, orders for finished productions are on a limited scale and contracts for crude material are placed with reserve, all of which would indicate that, while the future may be promising from certain points of view, the enormous capacity of mills and foundries is a factor that carries great weight at the present time. However, the market seems to stand up fairly well against the various adverse influence, and hopes of better things to come is not abandoned.

One of the leading Northern producers has booked conditional orders for about 30,000 tons of pig iron for next years delivery, and others have taken more or less business on similar terms, but nothing has yet been done that would afford any idea as to what turn values may take. It is apparent, however, that sellers feel rather uneasy, and surface indications are that prices will rule lower rather than higher at the beginning of the coming year. The small sales making for deliveries during the next six weeks are at practically former prices. Where any change takes place it is in the buyers' favor. Northern brands are quoted at \$17 to 18 at tidewater for No. 1 foundry, \$15.50 to 16.50 for No. 2 foundry and \$14.50 to 15 for grey forge, tidewater delivery. Southern brands \$12 to 13 at furnace for No. 1. \$11 to 12 for No. 2 and \$10 to 10.50 for No. 3, future delivery. Bessemer pig remains at \$14.50 to 15.50 at furnace, as to brand. Foreign spiegeleisen is nominally \$23 to 24 for 10 to 12 per cent and \$27 to 28 for 20 per cent. and 80 per cent ferro-manganese \$62 delivered here. Scotch pig barely steady at about \$22.50 for Coltness, \$21.75 to 22 for Summerlee and \$20 for Eglinton and \$19.75 for Carnbroe. Old iron tee rails are quoted at \$22 on cars, and No. 1 wrought scrap iron at 19 to 19.50 with business light.

Of Lake Superior ingot copper about 50,000 pounds have been sold at 11c. This, however, is considered as being an exceptionally low price, and it is claimed that

considerable quantities would be taken for delivery during the first quarter of next year at that rate. Offers at 11½ to 11¾c. meet with feeble response however, and it is obvious that consumers are indifferent about the present, whatever ideas they may entertain about the future. Casting brands are in limited supply, with 10¾c. named as market price for parcels for prompt delivery. In the London market prices for merchant bars improved somewhat, but subsequently receded to £44 17s. 6d. for prompt and £45 15s. for future delivery.

TIN—Speculation in pig tin has been on a smaller scale, and prices have reacted somewhat. The chief holders seem to have very good control however, and the market shows fairly firm undertones, although trade and consumptive buying is moderate, as usual at this season of the year. Sales were made on Tuesday of 50 tons at 19.95 to 20.05c. for December delivery, with sellers' right to double at the inside rate. At the close 10-ton lots for prompt or near future delivery were quoted at about 20c. net cash, and for jobbing parcels 20¼ to 20.35c. regular was quoted. Latest London cables were £92 for spot and £92 5s. for future delivery.

LEAD—About 100 tons of pig lead changed hands at 4.35c., but subsequently 4.30c. was accepted for about 200, and the latter is about market value at the present time. The position of the market is somewhat cloudy, with surface indications that smelters would be accommodating to consumers who might offer 4.30c. for fair sized lots for delivery during the balance of the year.

SPELTER—Spelter finds limited sale and the market remains in a rather weak condition, with 4¾ to 4 80c. evidently full value for Western brands in carload lots.

TIN PLATE—for prompt delivery is selling in a moderate way only. Purchases for future delivery are also light, but there is more inquiry with bids very close to sellers' figures, and promise of better business ere long.

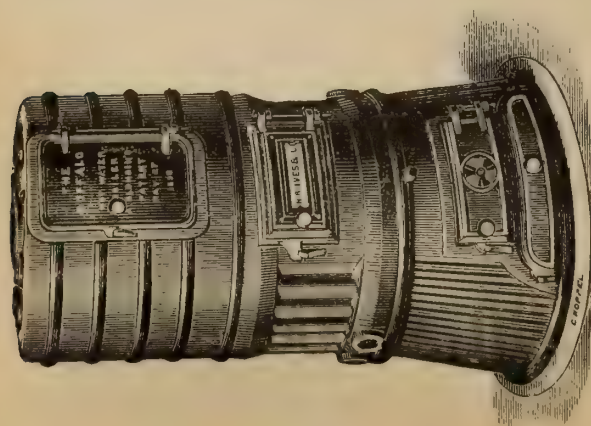
Petitions from the Ottawa Early Closing Association for a by-law providing for the closing of stores at 6 p. m., except Saturdays, have been referred by the City Council to the by-laws committee.

A customer secured is a promise of greater salary in time.

The neglect to look after minute details in the factory is a source of great loss to many producers.

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business."

—JOSE BILLINGS.



The Buffalo Hot-Water Heaters.

Thoroughly tested, very economical and efficient. The most perfect boiler yet produced.

For Prices apply to

H. R. Ives & Co.,

Hardware and Stove Manufacturers,

MONTREAL.

DO YOU SELL COOKERS ??

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut
in the aggregate

60,000,000

times within the past six months. This means a demand for them
among dealers.

MORAL : Ask your Jobber for them.

Sole Makers : THE EUSTIS MFG. CO., 49 St., Bayonne, N.J.

TORONTO ENGRAVING CO.
53 KING STREET W.
ENTRANCE ON BAY ST.
CUTS FOR ALL
ILLUSTRATIVE
PURPOSES.

FIRST CLASS WORK - MODERATE PRICES

OVER PROCESSES
WOOD ENGRAVING
PHOTO ENGRAVING
ZINC ENGRAVING
HALF TONE
WAX ENGRAVING
DESIGNING

F. BRIDGEN MGR

READ

what a customer has to say of

MANDER BROS. VARNISHES

(Fac-Similie of their Letter.)

ESTABLISHED 1878.
KELLY & MURPHY,
CARRIAGE AND BLEIGH
MANUFACTURERS.

St. John, N. B. Oct 31st 1897

Walter H. Cottingham & Co.
56 St. John St.
Montreal

Gentlemen
We thought at time of
having order for Mander's Varnish
placed that we might see what
stock of other makers we had on
hand as your agent saw when here
but we have to give it up
as it is impossible for us to
finish a lot of orders without as
our Foreman Paints says Mander's
Varnish for ships using lead stores
and in chemistry so changeable
he thinks it best Varnish supplied
in this market

Therefore Gentlemen
you will have our orders filled
and shipped at once as we
will not make a mistake if it continues
to give us the satisfaction it has in past
Yours truly
Kelly & Murphy

MANDER'S VARNISHES are peculiarly well
adapted to the CANADIAN CLIMATE.

SOLE AGENTS FOR THE DOMINION :

Walter H. Cottingham & Co.,
Montreal.

LOOK

At the FINE POSTERS printed
from NEW TYPE with
BRIGHT INKS at the

**GREAT POSTER
HOUSE OF THE
DOMINION**

**THE MAIL JOB
PRINTING CO.**

TELEPHONE 647

W. A. SHEPARD, MANAGER

LOWEST LIVING PRICES

HASTE.

No truer words were ever uttered than those by the shepherd boy, David, when fleeing from King Saul, in his interview with Ahimelech, the High Priest, when asked why he had no sword or spear, the young lad replied: "I brought no weapon, because the King's business requires haste." The idea I want to emphasize is that every line of business requires great activity and drive, if success is to be eventually won. The methods of to-day are widely different from those of a decade ago. Competition had not entered so fiercely into the various branches of trade, and the merchant went along in comparatively the same rut as his ancestors. Food products of all kinds were sold in what now would be termed a very crude state. Ten years has completely metamorphosed the manner of preparing and placing on the market, essentially all of the food preparations of to-day. Twenty years ago a millionaire was looked upon as a veritable curiosity, while to-day they are numbered by the thousands. The same innate desire on the part of the man of wealth to hastily increase his fortune, and young in years to retire with a competency, while perfectly laudible if accomplished by honorable methods has so often been brought to a successful consummation by means which are repugnant to every lover of equality and justice, that in a majority of instances those who have made haste to be rich have not been altogether innocent. These examples which are multiplied year after year have had a tendency to create the extravagances in living which so often lead to damaging results. This is especially true, and almost universally among such as are given to speculation. The merchant often becomes dissatisfied with his lot and feels that he is not getting on as rapidly as he could wish in his business; when if he could only hold himself aloof from these influences, he would be perfectly happy and contented. I only allude to these matters to note the fact that this inordinate desire for gain has been a stimulus also in the right direction to the merchant, in that it has compelled his inventive genius to originate and prepare products for trade. The customer of to-day is exacting, and I think even too much so, but we must meet the condition of things as they are, and not as we would like to have them. But a few years ago it was thought a great thing to deliver the wares of the purchaser. But to-day the order must be solicited at the house and delivery made at once. We are living at a rapid rate and "wear out" is the motto we have to live by, and not "rust out." I imagine I hear some clerk who reads this article say—I have always been taught that "haste makes waste." So it does to the man or boy of but little brains or intelligence, but to the boy of this age who graduates from our public school system, it means activity, energy, push and progress. We used to

learn our A B C's when we first went to school, now we teach our children to read and spell and the alphabet comes on without routine teaching. If proper haste is insisted upon by the merchant in his clerks, and exemplified before them by himself, it will be very soon demonstrated that more will be accomplished each day, and done in a better manner, than if the labor was performed perfunctorily. In what would I particularly urge haste with the retail merchant? First, haste in opening up and preparing the store for the day's business. Let it be known that your store can be counted upon to be ready for the early customer, who may have wants to be supplied before going to his daily toil. Exercise haste in supplying the wants of the customer, and show an appreciation of his or her presence, no matter how small the purchase may be. Especially when children come to the store, be very prompt in waiting upon them and exercise great care in filling their orders, always giving a bill of items that they may carry to their parents a record of the transaction. Always be prompt in the delivery of your goods, this, as a rule. I know occasions will arise when delay will be unavoidable, but let such cases be very exceptional. The customer will be won or lost to you in this particular in a greater degree than by any other factor about your store, unless it may be by the sale of inferior goods. Again, hasten to rectify any mistakes which may occur, and do not enter into controversy with your customer regarding it. Never make a visiting tour of your order taking; find out quickly what is needed at the house and then get out; always thanking the person giving the order to show appreciation of the same.

Acquire accuracy in figures and haste in computations. These qualifications in the merchant can be impressed on the clerk, and will result in making character for the help, and honest shekels for the proprietor. To make haste successfully, the spirit illustrated at the beginning of this article must be observed; not weighted down with outside affairs, entire and exclusive attention being given to the calling you have chosen.—Ex.

A HARD CUSTOMER TO SELL.

Two traveling men were relating the experience of their last trip. Said one: "I ran across a country storekeeper in the southern part of this State who broke all records. He is a hard customer, and no one can sell to him but one man. When I got in his town the other day I made up my mind I'd give him a line of goods—make him a present of them, mind you, just for the satisfaction of selling them in his store. Well, I laid out some samples and gave him a fair price. He hesitated and I lowered the figures. Presently I told him that he could have them at his own price, and pay

for them in thirty, sixty, ninety days, or two years. I told him to take the goods, then when he got ready pay for them. He wanted to think of it. That was enough to stun a fellow, but I let it go at that and called in the afternoon.

"Made up your mind?" I asked.

"Not exactly," he answered slowly.

"You will let me have them at my own price, and pay for them when I get ready?"

"That's the proposition."

"Is that the best you can do?" he drawled out. Well, I wouldn't tell this to the firm, but I slammed the door in his face and ran down the street."—New Jersey Trade Review.

THE HALIFAX SHOVEL CO., LTD.

The Halifax Shovel Co., Ltd., of Halifax, Nova Scotia, seem determined to do their share towards removing the reproach urged against manufacturers of the Lower Provinces that they lack the enterprise to compete for the trade of the Dominion with their western brethren.

This concern operating factories at the Northwest Arm, a suburb of Halifax, and with offices in the city, confine themselves to the manufacture of all kinds of shovels, spades and scoops, by the method invented by Mr. E. L. Fenerty, the vice-president and manager of the company, and which is claimed gives as a result the very best shovels, spades and scoops for any purpose, and the numbers of testimonials from all kinds of users would seem to go a long way towards endorsing this claim.

This is comparatively a young industry, and has had the usual difficulties experienced by beginners, but the knowledge gained during the past few years of the requirements of the trade and users in those countless minor details that go to make up a successful line of goods, should prove of immense benefit, and the company now claim as a result that in lightness, strength, durability, shape, finish, price, etc., they can safely challenge comparison with the oldest makers in the world in the goods they are now turning out. They have invariably obtained the highest award wherever their shovels have been exhibited.

We think we can safely say that the trade, particularly of the western Provinces, will show its appreciation of the resolute efforts made by the Halifax Shovel Co. to bring its goods up to the requirements demanded to obtain a share of the business in their line.

No young man can possibly have mistaken his calling who finds in it what the world wants done.

If you want books, it is rarely wise to pay double price for them to a travelling book-seller.

Credit is often too cheap and overbuying far too common. Don't be guilty of the one, and don't abuse the other.

The trader who pays his way must sell at a profit, and cannot afford to cut below others in the same line.

Hamilton and Toronto
SEWER PIPE CO.,

LIMITED,
MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail
Orders. Mention this Journal.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,
TORONTO

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery



(TREE BRAND)

**FOR SALE BY LEADING WHOLESALE
HOUSES.**

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We have just received fine line of **POCKET CUTLERY** special brands, "MAPLE LEAF" equal to anything in the market, also full line of Carvers in cases, of **RODGER'S, LOCKWOOD'S** and **BUTLER'S** make, and complete line of **PLATED WARE**. We also solicit enquiries for prices on **SKATES, SLEIGH BELLS, SNOW SHOVELS, FIRE IRONS** and **STANDS**, etc., etc.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



SALES MADE OR PENDING.

The general store stock in the estate of F. Park, North Buxton, Ont., is sold.

E. Jordan, general merchant, Rosseau, Ont., has sold out to R. Wade & Co.

W. H. Maulson & Co., general merchants, Moosomin, Assa., advertise their stock for sale.

J. W. Pringle, general merchant, Nobleton, Ont., has been succeeded by W. R. Hollingshead & Co.

Mr. Prest has purchased the store formerly occupied by Mr. A. Raymer at Portage La Prairie, Man., and will open a branch establishment for the Xmas trade. He will afterwards remove his entire stock to that stand.

PARTNERSHIPS FORMED AND DISSOLVED.

Kay & Smiley, general merchants, Otterville, Ont., have dissolved partnership, W. F. Kay continuing.

G. H. Armitage, general merchant and blacksmith, Minnedosa, Man., has admitted W. G. Brown into partnership.

FIRES.

John F. Titus, tanner and general merchant, Titusville, N.B., is burnt out.

On the 18th ult. a fire broke out in the brick building occupied as a general store by Mr. Geo. W. Beatty, Beamsville, and before it could be controlled the entire building and stock were consumed.

REMOVALS AND DEATHS.

G. A. Hogarth, general merchant, Minnedosa, Man., is removing to Melita.

John A. Canning, general merchant, Southampton, N. S., has removed to Springhill.

Simeon Fortin, of the firm D. Fortin & Co., general merchants, St. Pierre, Que., is dead.

C. M. Webb, general merchant, Toronto and Granton, Ont., is closing out his Granton store.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Eusebe Dorion, general merchant, Mata-pedia, Que., has assigned.

David F. Bedard, general merchant, Richmond Que., has assigned.

Mary Jane Leblanc, general merchant, Carleton, Que., has assigned.

Walter Brown, hardware dealer, Wolfville, N. S., is asking an extension.

Leopold Jautras, general merchant, Richmond, Que., has compromised.

V. Portelance & Co., general merchants, Lachevrouiere, Que., has assigned.

Ramsay & Cingan, general merchants, Virdeon, Man., have compromised.

R. G. Hay, tinsmith, Ottawa, has assigned to Mutchmore, Gordon & Co., Montreal.

Thos. Cowan, general merchant, Thorold, Ont., has called a meeting of his creditors.

J. L. Roberge, general merchant, Thedford Mines, Que., has called a meeting of his creditors.

Demand of assignment has been made upon Martin, Fils & Co., general merchants, Rimouski, Que.

John White, general storekeeper, Heathcote, Ont., is compromising with his creditors at 60 cents on the dollar.

The estate of John Cowan, general merchant, South River, Ont., is to be wound up by assignees Henry Barber & Co., Toronto.

A meeting of the creditors of John Stinson, the insolvent general storekeeper of Singhampton, was held in Assignee Clarkson's office on Saturday afternoon. It was decided to wind up the estate. Liabilities \$13,700 and assets nominally the same.

W. R. Scott & Co., general merchants, Grand Valley, summoned their creditors to a conference a few days ago. The statement presented showed liabilities of \$6,000 and assets of \$7,000. The insolvents made an offer of 70c. on the dollar, but the creditors held that the estate could pay more. Seventy-five cents was the amount they were willing to take, and the meeting adjourned in order to give the insolvents an opportunity of raising their offer to the desired figure.

A GREAT CORDAGE TRUST.

Information comes from New York, says the Stoves and Hardware Reporter, to the effect that the National Cordage Company, of that city, is not only making a final attempt to secure control of all the cordage and binder twine interests of the country, but that the Security Corporation, of New Jersey, is acting in conjunction with the National Cordage Company, and the formation of a thorough-going monopoly is now said to be only a matter of a short time. As the movement involves a trade amounting to between \$40,000,000 and \$60,000,000 annually, the interests of which are wide spread, all over the country, it is a question of national importance. The Security Corporation, was incorporated under the laws of New Jersey, at the beginning of the attempt to form a Trust, for the purpose of furnishing the National Cordage Company with all the money it required for the purchase of plants, or leases of different cordage companies. It has for its incorporators such well-known capitalists as the Belmonts, Drexel, Morgan & Co., the Manhattan Trust Company, and a number of St. Louis bankers. The National Cordage Company has a capital of of \$15,000,000, of which \$5,000,000 is preferred stock, bearing 8 per cent. interest, and \$10,000,000 common stock. The Security Corporation is capitalized at \$6,000,000, so that the total amount of capital available for the scheme of the National Cordage Com-

pany, is \$21,000,000. Within the past two years the attempt to amalgamate all the cordage interests of the country has been so successful that at present the National Cordage Co. virtually controls all the mills of the country, with the exception of those of Fitler & Co., Philadelphia, Pa.; the Pierson Cordage Company, Boston, Mass.; the Plymouth Cordage Company, Plymouth, Mass.; and the American Manufacturing Company, New York. The Pierson Cordage Company is owned by Mrs. McCormick, of Chicago, Ill., who is accredited with being the woman who brought about the disruption of the famous Harvester Trust. She is worth now at least \$10,000,000 in her own right, and it is very doubtful if a monopoly with only about twice as much money at its disposal as has Mrs. McCormick, can compel the Pierson Cordage Company to come to terms unless it so desires. Another stumbling block lies in the fact that the other independent companies are similarly wealthy. So far they have refused to sell out to the National Cordage Company, but there are indications that the pressure brought to bear and the natural disinclination of capital to enter into a fight which must involve large pecuniary loss, make it probable that the formation of an absolute monopoly for the manufacture of cordage is not far distant.

The National Cordage Company, through the Security Corporation, of New Jersey, has recently acquired plants involving an expenditure of \$6,000,000, and only last Thursday a mortgage for that amount was filed in Chicago by the Security Corporation, in favor of the Manhattan Trust Company, of New York, bearing interest at 6 per cent. per annum in gold.

Manufacturers of rope-making machinery are also giving the Trust a great deal of trouble by refusing to ally themselves with the combination. The startling information now comes from New York, however, that even these establishments are beginning to weaken, and it is probable that it will be almost impossible for any cordage company to begin business in the United States within the next three years.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.

A feather duster disperses but does not remove the dust from the store.

A reputation for truthfulness is indispensable to permanent and satisfying success.

Every line of goods embodies a history and a science worth years of study to understand.

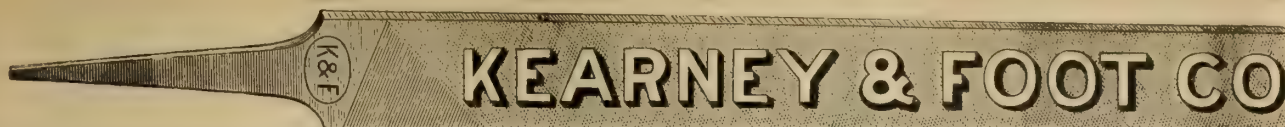
One thing in particular should be impressed upon clerks—the necessity of careful attention to small customers.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"There are geniuses in trade, as well as in war, or the state, or letters; and the reason why this or that man is fortunate is not to be told. It lies in the man."—EMERSON.

OFFICES: 100-102 Reade St., New York, U.S.A.

WORKS: Paterson, New Jersey, U.S.A.



KEARNEY & FOOT CO

Manufacturers of **FILES AND RASPS.**
Superior quality fully guaranteed.

Illustrated Catalogue
Price Lists mailed on
application.

CAPACITY OF WORKS:
1,200 doz. per day.



PLEASE MENTION THIS PAPER WHEN WRITING US.

You can lose more than we do
by not subscribing for this paper

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

TAPER TOOTH.



Write for Prices or Telephone 5120.



A. B. JARDINE & CO.,
Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price List.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES

Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

TORONTO, CAN. 1910

CUTLERY.

Good Assortment, splendid value.

CARVERS, with or without cases, a specialty.

A. C. LESLIE & CO.,

Manufacturer's Agents,

445 St. Paul St., MONTREAL. 18 Front St. West, TORONTO.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage **HARDWARE** and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

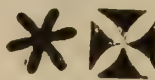
Find it necessary to caution the public against imitations of their manufactures.

None are genuine unless bearing the

TRADE

GRANTED

MARK.



1764.

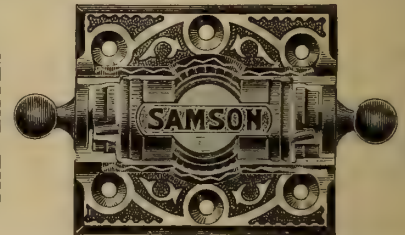
BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send **HARDWARE** copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE LATEST



AND BEST

Shepard's "**SAMSON**" Spring Hinge
(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental. Simple construction. extra strong.

Sole Manufacturers—**SHEPARD HARDWARE CO.,** Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box
I.C., usual sizes .. \$6 09 \$6 25
I.X., " .. 7 25 7 50
I.X.X., " .. 8 50 8 75

Raven & P.D. Grades—
I.C., usual sizes .. 4 50 4 75
I.X., " .. 5 50 5 75
I.X.X., " .. 6 50 6 75
I.X.X., " .. 8 25 8 50
D.C., 12 1/2 x 17 .. 4 50
D.X., " .. 5 75
D.X.X., " .. 6 75

Note—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.
essemer Steel—
I.C., usual sizes .. 4 00 4 25
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C., 20 x 28, 112 sheets .. 8 25 8 50
I.X. Terne Tin .. 10 50 10 75

Charcoal Tin Boiler Plates.
Cookley Grade—
I.X.X., 14x56, 50 sheet bxs .. 6 25 6 50
" 14x60, " .. 6 25 6 50
" 14x65, " .. 6 25 6 50

Tinned Plates.
72x30 up to 24 gauge .. 6 25 6 50
26 " .. 7 25 7 50
28 " .. 7 25 7 50

Iron and Steel.

Base Price.
Common Iron, per 100 lb .. \$2 05 2 10
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 65
Band " .. 2 50 2 65
Hoop " .. 2 50 2 65
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb .. 0 13 0 14
Russian Sheet .. 0 10 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 10 1/2 c
1-inch .. 15

Boiler Plate.

1/2 inch .. \$2 45
5-16 " .. 2 35
" and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2 1/2, 3
22 to 24 " .. 2 1/2, 3
26 " .. 3, 3 1/2
28 " .. 3 1/2, 3 3/4

Canada Plates.

Blaina .. 1/2 bright 2 90 3 00
Abercarne .. 3 00 3 10

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62 1/2 per cent.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2, 5 3/4
28 " .. 5 3/4, 5 1/2

Gordon Crown—
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2, 5 3/4
28 " .. 5 3/4, 5 1/2

Note—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb .. 6 1/2, 6 3/4
" 5-16 " .. 4 1/2, 4 3/4
" 3/8 " .. 4 1/2, 4 3/4
" 7-16 " .. 4 1/2, 4 3/4
" 1/2 " .. 4 1/2, 4 3/4
" 3/4 " .. 3 1-5

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per doz yards .. 0 13 0 50
Jack chain, double, per doz yards .. 0 15 ..
Jack chain, brass, single, per doz yards .. 0 20 1 10

English B.S. .. 0 14 0 15

Copper—Ingot.
Roll or Bar.
Cut lengths, round, 1 to 3 in. \$0 22 \$0 25
" round & square .. 0 20 0 23
Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz, and light,
16 oz, 14x48 and 14x60 .. \$0 17 0 18
Untinned, 14 oz, and light,
16 oz, irregular sizes .. 0 18 0 19

Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x
48 and 14x60 .. 0 29 0 30

Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb .. 0 20 0 22
" 35 to 45 " .. 0 19 0 21
" 50 lb and above per lb .. 0 18 0 20

Boiler & T.K. Pitts.
Plain Tinned, per lb .. 0 23
Spun " .. 0 27

Wire.
Pure, in coils—
From 1 to 20 gauge .. 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.
Roll & Sheet, 14 to 26 gauge. .. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up .. 0 26 0 32
Sheets, hand-rolled 2x4 ft. .. 0 25

Zinc Spelter.
Foreign, per lb .. 0 05 1/2 0 06
Domestic " .. 0 05 1/2 0 05 1/2

Zinc Sheet.
5 cwt casks .. 0 06 1/2 0 06 1/2
Part casks .. 0 06 1/2 0 07

Lead.
Imported Pig, per lb .. 0 04 0 04 1/2
Domestic " .. 0 03 1/2 0 04
Bar, 1 pound .. 0 25 0 05 1/2

Sheets, 2 1/2 lbs, per square ft, by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll .. 4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2 c.

Solder.
Half-and-half (guar.) per lb .. 0 17 0 19
Crown .. 0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.
Cookson's, per lb .. \$0 15 1/2 0 16
Other makes " .. 0 14 1/2 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb .. 5 1/2 5 1/2
No. 1 Do. 0 5
No. 2 Do. 0 4 1/2
No. 3 Do. 0 4

Prepared Paints.
(In 1/2, 1 and 1 gallon tins.)
Pure, per gallon .. \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.
(25 lb tins, Standard Quality.)
Venetian Red, per lb .. 0 05
Chrome Yellow " .. 0 11
Golden Ochre " .. 0 06
French " .. 0 05
Marine Black " .. 0 09
" Green " .. 0 09
Chrome " .. 0 08
French Imperial Green " .. 0 14

Colors, Dry.
Yellow Ochre (J.C.) in bbls, per cwt 1 40
" (J.F.L.S.) " .. 2 75

Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 1 80 1 90
English Oxides " .. 3 25
American " .. 2 25

Paris Green, per lb ..
Burnt Sienna " .. 0 08 1/2
Burnt Umber " .. 0 05
do pure .. 0 08
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
" Greens " .. 0 12
Golden Ochre .. 0 03 1/2

Varnishes (in bbls).
No. 1 Furniture, per gal .. 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
do Turpentine " .. 0 90
No. 1 Carriage " .. 1 50
Gold Size Japan " .. 1 40
Pure Orange Shellac " .. 2 00
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls)
Raw, per gal .. 0 57 0 58
Boiled " .. 0 60 0 61

Turpentine (in bbls)
Selected Packages, per gal .. 0 55 0 56

Castor Oil.
Best, per lb .. 0 09 0 10

Cod Oil.
Cod Oil, per gal .. 0 48

Glue (in bbls)
Common, broken .. 0 10 0 11
French medal .. 0 11 0 12
Cabinet makers .. 0 17 0 18
White .. 0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.
Shot.

Canadian, dis. 7½ p.c.

Wads.
Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross 0 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled " 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis. 45 and 50 p.c.

Farm.

American, each 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 p.c.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Car.

Gilmour's, 47½ to 50 percent
Expansive.
Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Mascot " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 per cent
dis.

Tire, dis. 50 and 10 per cent.

Stove, dis. 45 to 50 p.c.

Elevator, dis. 35 to 40 p.c.

Machine, dis. 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Canadian, dis. 25 to 35 p.c.
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Batts—Brass.

Wrought Brass dis. 60 and 10 0 70 p.c.

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 p.c., dis.
Loose Pins, " 60 & 5 to 65 p.c., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50 p.c. to 50 and 5
Plate " dis. 50 p.c. per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napane " 1 10

Chalk.

Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red " 0 05 0 06
Crayon, per gross 0 14 0 18

Chisels—Socket, Framing and Firmer.
American, dis. 70 per cent.
Canadian, dis. 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy, dis. From factory 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00
Side 3 60 4 00
Enterprise, No. 0. 1 35
No. 2. 2 70

Compasses, Dividers, etc.

American, dis. 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 0
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Brass.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent
Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz. 1 70
Petroleum, per doz. 4 50 6 50

Files and Raspers.

Kearney & Foote's discount Am. List
50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.
Toronto File Co., 50 and 10 to 60 p.c.,
Amer. list.

Jowitt's, dis. Can. list, 25 p.c. to 27½ p.c.
Horse Raspers, Kearney & Foote's dis
Am list, 50 p.c. 50 p.c. to 50 and 5 p.c
Horse Raspers, dis. 45 p.c. Amer. | Hellers
50 p.c. Can. |

Horse Raspers, Spencer's, dis. Can. list
33½ p.c.

Horse Raspers, Toronto File Co., 50 and
10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz. 4 00
Enterprise, discount 10 p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's dis. 50, 55 p.c.

Wire Gauges.

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Size	Per 50 ft	Per 100 ft	Double Diamond Per 50 ft.	Double Diamond Per 100 ft.
16 to 25	1.40	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
51 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

Ordinary	1st break	2nd	3rd	4th	5th	6th	7th
	\$8 65	3 90	4 60	4 95	5 40	5 90	0 50

Picture Glass.

Pilkington's ordinary.	1st break	2nd	3rd	4th	5th	6th	7th
	4 30	4 70	5 40	5 90	6 50	6 90	7 70

Glue Pots.

Tinned, each	Enamelled "
0 30 0 90	0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross 3 75 8 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.
" Shepard's Noiseless, dis. 60 p.c.
" Buffalo, dis. 60 to 70 p.c.

Light T and strap, dis. 62½ to 65 per 7
Heavy, per lb. 0 42 0 05
Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets 13 1 80
Gate, Clark's 1 50 2 20
" Shepard's, dis. 50 to 60 p.c.

Per doz. pairs 1 50 3 50
Spring " Shepard's Niagara 1 75 1 90

No. 1.

Garden, Mor ar, etc., discount 40 per
cent.

Planter doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10
Clothes Line, " 0 27 0 63
Harness, " 0 72 0 88
Hat and Coat, per gross. 1 00 3 00
Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.

Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.
Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.
Canadian, dis. 60 to 60 and 10.

Horse Shoes.
Per keg 3 45 3 60

Ice Picks.
Star, per doz 3 00 3 25

Kettles.
Brass spun, 7½ per cent. dis. off new
list.
Copper, per lb 0 40 0 45
Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.
Lock, Can. dis. 50 p.c.
Cabinet, Trunk, and Pad-
lock, Am. per gross 1 60 4 75

Knobs.
Door, japanned, and N.P., Can. list
dis. 50 p.c.
Bronze, Berlin, per doz 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava, " 8 75 10 00
Shutter, porcelain, F. &
I. screw, per gross \$1 30 4 00

Ladles.
Melting, per doz 1 70 4 50

Lemon Squeezers.
Porcelain lined, per doz 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
" glass 4 00 4 50
All glass, " 1 20 1 30

Lines.
Fish, per gross 1 05 2 50
Chalk, " 1 90 7 40

Locks—Door.
Canadian, dis. per cent. 50
Russell & Erwin, per doz 2 90 7 50

Cabinet.
Eagle, dis. per cent. 30 per cent. to
33½ per cent.

Passlock.
English and Am. per doz 50 6 00
Scandinavian, " 1 00 2 40
Eagle, dis. per cent. 15 to 17½ per cent.

Mallets.
Tinsmiths', per doz 1 25 1 50
Carp'rs' hickory " 1 25 3 75
Lignum Vita, " 3 85 5 00
Caulking, each 1 60 2 00

Mattocks.
Canadian, per doz 8 50 10 00

Meat Cutter
Enterprise, American dis. 17½ to 20
per cent. dis.

Canadian, 37½ to 40 per cent.
Home, each

Mincing Knives.
American, per doz 42 2 35

Molasses Gates.
Stebbin's Patent, dis. per cent. 65 to
70 per cent

Nails.
Cut, 3 in. and upwards, 2 20
per keg base, price
Brads & Moulding Nails, 70 to 70 and
10 per cent.
Wire Nails, 70 to 70 and 10 per cent

Nail Pullers.
German & American 1 85 3 50

Nail Sets.
per gross

Square, round and octa-
gon 3 38 4 00
Diamond 12 00 15 00

Oil.
Canada Refined Oil (Toronto) 15½ 16
Carbon Safety " 0 18 0 18
Canada W.W. " 0 20
American W.W. " 0 25
S. R. Seal " per gal 0 63 0 65

Oilers.
McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50
Zinc and Tin, dis. 50, 50 and 10.
Copper, per doz 1 25 3 50
Brass, " 1 50 3 50
Malleable, dis. 25 per ct.

Pails.
Galvanized, per doz 2 25 3 25

Pencils.
Dixon's, per gross 1 00 4 25
" Carpenter 2 25 3 60

Picks.
Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00
Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis 45 to 50 per
cent.

Wood, fancy Canadian, or American
35 to 37½ per cent.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.
Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.
Button's Imitation, per
doz. 7 40 10 25
German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00
Axle, " 22 33
Screw " 27 1 00
Awning, " 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout. 65 to 70 p.c.

Punches.

Saddler's, per doz 1 00 1 85
Conductors, " 9 00 15 00
Tinner's solid, per set 72
hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25
Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½
Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00
Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to
50 p.c.
Iron " 40 to 45 per cent.
Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb.

Boxwood, dis. 75 & 10 to 80 p.c.
Ivory, dis 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90
" N. P. " 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A. sand, 30 p.c. to 30 and 5 p.c.
Emery, per quire 55 90

Sash Cord

Per lb 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per
cent.

Kempbell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.
S. & D., dis. 35 to 40 per cent.
Cross-Cut, Disston's, per ft. 35 to 55.
S. & D. dis. 30 to 35 per cent.
Hack, complete, each 1 75 2 75
" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrappers.

Box, per doz 2 10 4 50
Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.
" " H. " 72½ " " "
" F. H. Brass 75 " " "
" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.
Bench, wood, per doz 3 25 4 00
Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent
B. & W. N. P., dis. 65 p.c.
Seymour's dis. 60 p.c.
Etna, dis. 75 @ to 75 and 10 per cent
Heinrich 60 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 37½ per cent. to 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's dis. 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35
" tinned, " 1 35 1 60
Tin Rim, " 2 30 2 45
" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50
Acme, " 3 00 5 00
Lock, Andrew's " 4 50 11 50

Soap

Sapolia gross boxes 3 25
" and gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00
Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons, per gross 7 50 12 00

Dessert " " 21 00 30 00
Table " " 30 00 30 00
Dessert Forks, " 24 00
Medium " 27 00
Table " 36 00

Squares.

Iron, per doz 1 65 2 90
Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½
Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 25 50
Hindostan, per lb 0 06

" Slips, per lb 9
Labrador, per lb 0 13
" Axe, " 0 15
Turkey " 0 50
Arkansas " 1 50
Water-of-Ayr " 0 10

Scythe, per gross 5 50 5 00
Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimble, blue, dis. 35 p.c.
" tinned, dis. 45 p.c.

Swedes' iron, blue or tinned, dis. 42½ p.c.
Upholsterers' dis. 42½ p.c.

Copper Tacks and Nails, dis. 35 p.c.
Trunk and Clout Nails, " 40 p.c.
atent Brads, dis. 40 p.c.

Finishing Nails, dis. 35 p.c.
Cigar Box Nails, dis. 35 p.c.

Shoe Finders' Tacks & Nails, dis. 25 p.c.

Tape Lines.

English, ass skin, per doz. \$2 75 \$5 50
English Pat. Leather " 5 50 9 75
Chesterman's, each " 0 90 2 85
" steel, each 0 80 8 00

Thermometers.

Tin case & dairy, dis. 75 p.c.

Thimbles.

Asbestos, filled, per doz., 25 to 33½ p.c.

Ties.

Cow, per doz 1 25 2 50
Tinner's Shears and Snips
P. S. & W., 10 p.c. advance on American
list.

Tinware.

Stamped, dis. Assn list, 70, and 12½ per
cent. to 70 and 25 p.c. on special
lines.

Japanned, Prices on application
Pieced, " " "

Transom Lifters

Payson's, dis. 25 per cent.

Traps.

Game, Newhouse, dis. 17½, 20 per cent
Game, H. & N., or P. S. & W., discount 62
to 60 and 10 p.c.

Mouse, per doz 0 35 1 50
Rat " 2 00 4 50

Trowels.

Disston's, discount 10 p.c.
German, per doz 4 75 9 00
Brade's " 00 10 50
S. & D., discount 35 p.c.

Triers.

Butter, per doz 6 25 9 00

Twines.

Bag, per lb 0 12½ 0 20
Wrappg, mott'd, pr. pack 0 50 0 60
" cotton, per lb 0 18 0 20

Mattress, per lb 0 33 0 45
Staging " 0 27 0 35
Broom " 0 30 0 55

Binding, flax, per lb " " "
" jute " " "
" Blue ribbon " 0 14
" Red cap " 0 12
" Crown " 0 11
" Silver Composite " 0 09

Freight allowed to any station
south and east of Owen Sound in
1,000 lb. lots of any one brand.

Vises.

Hand, per doz 4 00 6 00
Bench, parallel, each 2 00 4 50
Coach, each 6 00 7 00
Peter Wright's, per lb 0 12 0 13
Pipe, each 5 50 9 00
Saw, per doz 6 50 13 00

Washer Cutters.

Per doz 4 00 8 50

Well Wheels.

Amer. per doz 8, 10 & 12 in. 3 38 6 00

Wire.

Plain iron and steel—Bright, anneal-
ed, coppered, coppered spring and
galvanized, 12½ p.c. dis. f.o.b. Mont-
real, f.o.b. (Hamilton and Toronto)
10c. per 100 lbs. net added for freight,
f.o.b. London 14c. added.

Tinned, net list: brass and copper 7½
p.c. dis.

Market, tinned per lb 0 04½ 0 08
Tinned Broom, from 19 to
22 gauge, per lb 0 05½ 0 06½

Malin's Wire on spools, 30 to 45 per
cent. dis.

Clothes Line, galv. p. 100ft 0 25 0 55

Fencing Wire.

Galv. steel barb fencing
"Lock Barb," 4 point, " 0 04½
Ditto Glidden 2 point " 0 04½ 0 04½
Galv. Ste. 1, plain twist " 0 04½ 0 04½
Galvanized Barb, "Ly-
man," 2 to 4 points, " 0 04½
Staples " 0 04½
Terms, 60 days or 2 per cent off for
cash—10 days.

Wire Cloth.

Ordinary, discount 25 p.c.
Painted Screen, p. 100 sq ft 1 90 2 00

Wrenches.

Acme, 35 to 37½ per cent.
Agricultural, 70 to 70 and 10 p.c.
Standard, dis. 60, 60 & 10 p.c.
Coe's Gen'l, dis. 30 to 37½ p.c.
Diamond, dis. 33½, 35 p.c.

Tower's Engineer, each 3 00 3 00
" S., per doz 5 80 7 50
G. & K.'s Pipe " 6 00
Burrell's " each 3 40
Pocket, per doz 1 25 2 00

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.



REGISTERED
TRADE MARK FOR
W. ROGERS, ★
KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

TRAVELLERS
SHOULD SEND 25C. FOR
"DRUM TAPS"
The Experience of a Hard-
ware Traveller,
RECENTLY PUBLISHED IN
HARDWARE.

SPooner's COPPERINE

Best Box Metal Extant
For Machinery Bearings.
Stands any Weight or Motion.
Solid Comfort for Engineers.
Most Favored Metal in Canada
Used and Recommended by
the Best Manufacturers and
Owners of Machinery in this
country.
It admits no Competition.
COPPERINE
will do all your work.

How to Sell Goods

Send Ten Cents to the HARDWARE PUB-
LISHING CO. for a copy of B. F. Cummings
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,
6 Wellington St. W., Toronto.



When writing to our advertiser please inclose
the above.

Commercial Travellers.

To any traveller who will send us one
new subscriber for three months we will
send all the back numbers of the paper con-
taining "Drum Taps." A most entertain-
ing sketch of a week spent on the road by a
well-known American Traveller.

Plate Glass

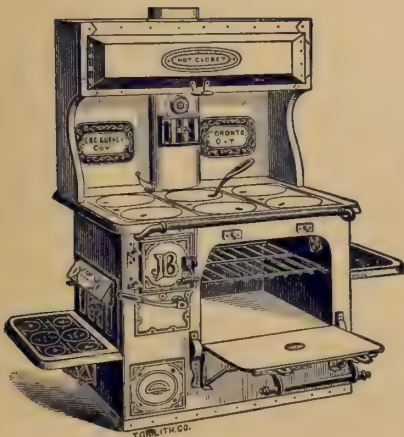
ALL SIZES IN STOCK.

MANUFACTURERS OF
STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,
72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample
of this elegant and useful line of stoves.

Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

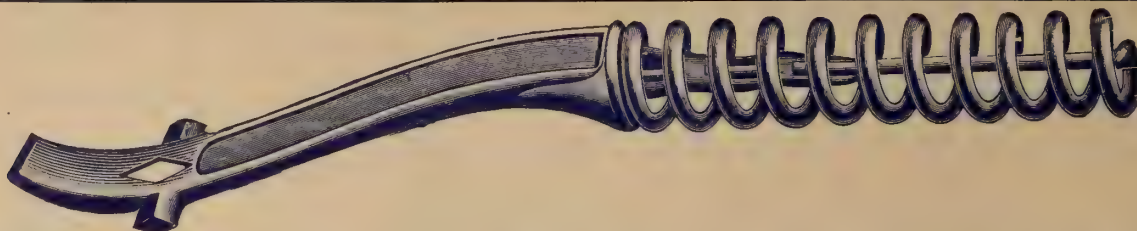
262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams
kept on hand.



Devore's Non-Heating Wire Handle Stove Lid Lifters.

The open form of handle gives it very little heat conducting material in comparison with its radiating surface, so it is practically impossible to heat the handle. Write for prices.

Manufactured only by H. R. IVES & CO., Montreal.

Hardware, Stoves, Iron Bedsteads, &c.

Write for Prices.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"

BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION
AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,
MANUFACTURERS,

MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.
H. D. WARREN, Pres. and Treas. CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.
OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belted, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,

Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

DEC. 5, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED

WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

SKATES

FINE CUTLERY.

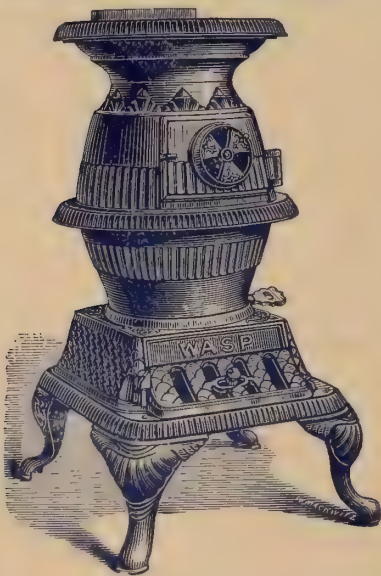
FANCY HARDWARE.

RICE LEWIS & SON,
LIMITED.

General Hardware Merchants.

TORONTO.

WASP.



Three sizes with extra heavy Fire Pots, 10, 11 and 12 inches in diameter. Two largest sizes have flues and damper in top which controls and keep a continuous fire. Low in price.

**THE CHOWN & CUNNINGHAM CO'Y
LIMITED,
KINGSTON, ONT.**

WESTERN AGENTS:

THOS. DAVIDSON & CO.,
11 Front St. W., Toronto.

SEAMLESS WROUGHT STEEL
Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

**KEMP MANUFACTURING CO.,
TORONTO, ONT.**

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, DECEMBER 5, 1891

No. 49

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 8 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clèmes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

UNION AMONG WHOLESALEERS.

There are several matters upon which it is desirable that unanimity should prevail among wholesale hardware men. The whole trade would be the better of it. A degree of union sufficient to exercise a controlling influence over erratic tendencies, to remove causes of grievance and to equalize the conditions of trade in some respects among retail competitors, has been a long-felt want. Long credits and short profits are the outcome of a division whose lines are kept too sharply defined by the wholesalers. An occasional entente fixing a common course of action in given circumstances, for the amendment of any particular evil, or for any useful purpose, ought to be possible among the members of the wholesale hardware trade. They are not nearly as numerous as the members of the wholesale grocery trade, and for years the latter trade has been strongly organized, carrying out nearly every projected scheme of reform that the previous conditions of business appeared to call for. In the grocery trade credit is strictly limited, both as to time and financial standing; discounts are specific and uniform; prices of leading staples are assimilated, and conformity to certain principles of business secured. The result has been beneficial to the trades in many ways; it has put a stop to speculative trading, it has extinguished the habit of over-stocking, it has led to more care in the selection of consumers' accounts and to a curtailment of

credit. The single effect of reducing the throng of traders who had over-crowded the grocery business, of itself justified the union among the wholesalers. That effect is not so likely to be observable in the hardware trade, in which there is no such congestion of retail dealers as there is in the grocery and general store trades. A certain amount of odium has become attached to the Guild on account of its drastic measures of reform, which were suspected to be suggested by greed rather than concern for the well-being of the trade. A scheme of union among the wholesale hardware men ought to be practicable and at the same time acceptable to the retailers. The more acceptable to the retailers, indeed, the more practicable it ought to be. Price-cutting, it may be hard or impossible to eradicate from the trade, but wholesalers should be able to modify their own indulgence in this practice.

The retail hardware men are not getting the profit that their labor, investment and risk entitle them to. Prices from wholesale sources are irregular, and the retailer has to be ready to come down to figures that a competitor can sell at, the competitor having made a more advantageous bargain with some other or perhaps the same jobbing house. If wholesale credits were shorter, retailers would be sharper with their collections. The benefits that would flow from a trade-spirited union among the wholesalers would be felt by all who make a living by the sale of hardware.

NUMBERING GOODS.

An expedient that has been found useful to check price-cutting among wholesale hardware men is the use of numbers to distinguish certain boxed goods of the same or similar kind made by the same manufacturer. This is done in several lines, but particularly in cutlery. A manufacturer for instance, sells cutlery to two wholesalers in the same city, A. & B. Let it be supposed that

the goods are of the same kind, identically alike. A's knives are marked by one set of numbers, B's by an entirely different set. That enables A to sell at whatever price he pleases, and to meet any retailer, who quotes a lower price asked by B, with the statement that the goods are not the same, and in proof to refer to the numbers on the respective cases. The retailer may urge exact similarity in appearance and identity in the source of manufacture, but that will not prove the knives to be of the same quality. It is easy for A to meet such arguments with the allegation that the maker shades quality by degrees, to each of which a number corresponds, and thus avoid the necessity of coming down to the price quoted by B.

This is a short way of overcoming a difficulty, but is not a radical means of doing away with price-cutting. Nor is it deserving of imitation. Price-cutting is a bad thing, but the removal of it is not an end that will justify any means. In this case the cure is as bad as the disease. It would be far more honorable for manufacturers to combine openly and agree not to deviate from certain prices than to take this method of obviating effects of competition. The principle proceeded upon is that price is always an indicator of quality. This is true with the majority of people. An article that is marked up pretty high and can be shown to differ by some accident from another article apparently like it in quality and value but lower in price, is usually preferred. Thus, this system puts a premium on high prices. If a man quotes a price that is much dearer than that quoted by another, and has any quasi-evidence that his is a different article, the higher price will be generally taken as proof of superiority; all the salesman has then to do is to give way a little and he has secured a customer. The customer has put faith in the salesman and has been humbugged. Neither as a matter of policy nor as a matter of right is such a method commendable.

FANCY HARDWARE.

A fair share of the Christmas trade has never yet been secured by hardware merchants. Not that there is not abundance of goods suitable for this trade, but from lack of energetic effort on the part of the dealers to secure all the benefits to be derived from their position. From this old state of affairs to a better and brighter state there seems to be a movement; and this is strongly evidenced by the numerous attractive lines of fancy wares which the dealers are handling.

Among the most noticeable of these is fancy cutlery. Carver sets of knife, fork and steel in great variety—such as staghorn handles with and without silver-plated mountings, buckhorn, celluloid and ivory handles—form a most attractive line, as do also cases of fish carvers, or cases containing both the ordinary carver set and fish set. Very pretty cases of ordinary size fish knives and forks in ivory, and still more beautiful in pearl, are displayed; also cases of table knives in pearl and tortoise shell handles, which must please the most aesthetic taste.

A most taking thing is a cabinet of cutlery. It contains a finely finished set of fish carvers and another set of game carvers; a set of table knives and forks and dessert set, a butter knife, a gold-lined sugar spoon and handsome sugar tongs, and then a full assortment of coffee, tea, dessert and table spoons. The advantage of having each kind in a separate compartment of a locked cabinet is apparent.

Another handsome thing suitable for a holiday gift is a set of nut crackers and picks in old silver. Fancy scissors in highly finished varieties are very attractive. Fancy pocket knives in more than the usual varieties are having a share of attention. Fancy lamps of all kinds—table lamps, piano lamps, hanging lamps—all these would find a ready sale as Christmas gifts if persistently pushed by the dealer.

In fact, if hardware dealers were to push their fancy lines more than they have done, by making up their minds that the old rut is deep enough and that it would be well to step out and travel on smoother and more pleasant ground, they would receive substantial benefit. But there is one difficulty which the dealer must be prepared to meet, and which can be met only by exercising an educating influence over his customers. Dealers in fancy goods and cheap articles carry inferior lines of these goods, put up generally in cases, and on account of the low price for an almost equal appearance have the advantage in selling. This difficulty is

becoming of less importance, because people have acquired an experience which can be turned by the hardware man to his benefit, if he will but take advantage of his opportunity. And as he is enabled to compete with the fancy goods man by carrying superior goods and shunning trashy wares, so he can compete with the jeweler by easier prices and more useful goods. The drift of the demand for a class of goods that the jeweler formerly had a monopoly of the trade in is towards the hardware store. The hardware man should realize this and endeavor to make the most of a newly-developing branch of his business. Plated goods, such as tea and dessert spoons and other table ware, might as well be carried, and are expected now by the public to be carried, by the hardware dealer. Other less expensive and equally necessary lines are finding their way to the hardware man's store. His prices are supposed to be lower than the jeweler's, which fact popularizes these lines, thus making trade in them, as well as bringing that trade to the hardware dealer.

PERSONALITY TRADE.

A common criticism of corporations is that they have no soul. This may be either a detriment or a reproach to corporations, but in whichever way they are looked at the underlying basis of the quotation is always the same—lack of personality. That is an unsatisfactory fault. People regard a Corporation as incapable of feeling. They cannot flatter it or wound its sensibilities, and it can never glow with kindly feeling towards them. It is of course served by persons, but these are all officials or employees, not the Corporation itself. The central and dominant thing itself is intangible, is of the stuff that dreams are made of, and therefore does not excite the same interest as if it were an individual human being. This fact ought to have some suggestiveness for business men.

It means that in business where there is a personality it ought to be brought out as strongly, and of course agreeably, as possible. There are many traders who affect to believe, and probably do believe, that the Business is the thing to keep the people acquainted with, and hold themselves always in the background. This does not satisfy the public. They want to be made something of by the principals, and if they are not they prefer to trade with some more cordial dealer. The egotism in men, women and children alike is usually very great. Each individual is apt to think himself rather a special mortal, in whose visits the chief ought to take particular pleasure, and most people will not think much of the chief unless

he does. A veiled prophet in business is rarely a success, unless it happens that he is well-known to be of a rather savage disposition, when a meek and lowly substitute is preferred.

The customer who calls least frequently seems to yearn most to come in contact with the ruling spirit of the store. It is also true that an intending buyer's self-importance is usually in direct proportion to the extent of his outlay. If he means to buy but a few cents' worth, or probably a dollar's worth of goods, he can better brook the indignity of being received or waited on by a subordinate than he can if he proposes to spend several dollars. It is interesting to note the look of dissatisfaction that comes over the face of some men who have driven five or six miles to spend twelve or fifteen dollars, and find themselves obliged to accept the attentions of a small boy. Their visit they look upon as an event, and they like to feel that the proprietor is at least aware that they came and spent so much money. The boy who waits on them may have fully delegated power from his employer, but he cannot represent the latter's personality, which the customer wants to make an impression upon. He wants to gratify the principal, or he wants to get a little advantage that a subordinate would not be induced to grant in the absence of his principal.

The personality of a salesman is often a big factor in drawing customers. In stores where this is the case the salesman is a fully trusted man, in whose judgment and tact, as well as in whose honesty, his employer has the strongest confidence. Such a man is supposed to know when and to what extent to make concessions, always having an object in his perspective that he considers to outweigh the temporary sacrifice, and always being able to keep such motive out of his customer's sight. Finesse is of value in the salesman as in the principal, and it is well that both should be affable men. The great trouble about some people's ideas of affability is that too confined a view is taken of it. A trader may have had an unfavorable experience of human nature and be prone to regard a little geniality of manner as meaningless and and hypocritical, or he may be an icicle himself. He will in either case be incapable of appreciating a cordial and sympathetic manner from other people's standpoint. He forgets to note that different people have different views of the same thing, and the amiability he despises may be just the one thing needful to draw customers to his store. Nobody likes a forbidding manner, not even people of forbidding manners themselves. The trader who can take his customer by the hand, make a few kindly inquiries about his family or his crops, and listen with interest to the details such inquiries are likely to elicit, will not fail to please. Personality is a force that can be made a good deal of in business.

NET PRICES ON HARDWARE.

Nothing whatever seems sacred from attack these days. A spirit of restlessness is abroad, and the demand for change from the existing order manifests itself in the most unexpected quarters. From time immemorial the custom of making a list of prices after an arbitrary method and then selling by discount from this list has obtained among hardware manufacturers and has been accepted by hardware jobbers and merchants generally, with apparently no objection from anybody regularly connected with the trade. A freshly inducted candidate into the mysteries of hardware bookkeeping might be driven almost to distraction in endeavoring to determine how he should sell curry combs costing 50 and 10 and 10 per cent. discount, with 2 per cent. off for cash, so as to obtain 25 per cent. profit without resorting to the unprofessional practice of establishing a net price, but that is one of the peculiarities of the hardware business, universally recognised and accepted, and the system has had to be mastered. This work has been rendered comparatively easy of recent years, however, by the publication of comprehensive tables of discounts, showing nearly all possible combinations, with their equivalents in simple terms. A discount literature has thus sprung up as an accompaniment of the trade, and in fact an almost indispensable adjunct of it in its present form. And now the whole fabric of discounts is being attacked in the house of its friends and a movement against it is seriously threatened.

The agitation for net prices is principally due to the desire by jobbers to secure better profits on goods which are not frequently called for. They claim that according to present practice a uniform discount is made applicable to a whole line of goods, articles in constant demand being indiscriminately classed with other articles only occasionally called for. All must be kept in stock. The latter represent constantly accumulating interest, and to a great extent dead stock, while the former are lively in movement, and the money invested in them is being continually turned over. Yet according to the discount system the jobber receives the same proportionate price on the former as on the latter, and his profit on the slow-selling goods is necessarily very light. The establishment of a net price would, it is claimed, enable a jobber to fix an arbitrary yet reasonable rate on goods of slow sale which would afford him a proper profit. It is hardly necessary to name instances of this kind as an example, because every hardware merchant can easily recall cases in which these remarks apply.

So strongly does this idea of net prices appeal to the business sense of jobbers that some of them are seriously considering the advisability of taking independent action. In issuing catalogues of seasonable goods

it has heretofore been their custom to insert list prices of the various articles enumerated, furnishing discounts afterward upon the special application for them. These catalogues or monthly circulars may thus advertise in attractive forms the goods which the jobbers who issue them have for sale, but they do not convey to the retail merchants receiving them the exact information as to prices which would lead to immediate orders. It would be a comparatively simple matter to name net prices, and one might suppose that under the circumstances to think would be to act. But the hardware trade has for so many years been hedged about with the discount system that jobbers hesitate to make the innovation without very seriously deliberating over its possible consequences. They recognize the fact that their customers would have to be educated as to the exact meaning of the terms "net prices," and it would take some little effort to convince them that on such prices no discount was to be allowed. Once put in force, however, the point is made, there would be no difficulty in keeping up the new plan of quoting prices. The fact is recognized that discounts could not be entirely abolished, as large buyers would have to be favored with a better rate than the general trade.

The establishment of net prices as a general custom throughout the trade depends almost entirely upon the manufacturers. The jobbers may decide that their interests would be best served by the abolition of discounts and the establishment of actual prices in their stead, but unless the manufacturers can be brought to see some advantage in the change it will be brought about very slowly, if indeed any headway whatever is made in that direction. Manufacturers of specialties could adopt net prices without any difficulty, but those making standard goods, such as screws, for instance, would perhaps find great difficulties in their way. There would certainly be more room for cutting and making special prices on part of their line than under present conditions. It would be much more difficult to trace violations of agreements and combinations. This would not be an objection on the part of merchants, it is true, but it would have much weight with manufacturers. Another objection is foreseen in the necessity entailed of frequent publications of price-lists, which would be burdensome and expensive in times of fluctuating values. Discounts can be readily changed at present, with a permanent price-list, and the entire trade notified in a very short time at comparatively light expense, but the publication of an entirely new net price-list would be a serious and expensive matter in lines covering a great variety of sizes and styles. The desired change may be very desirable in some respects, but it hardly seems to be practicable, especially in view of the fact that the trade at large would probably view it with disfavor, as its

object would be to get better prices out of them, while its immediate result would be a great increase in the work of keeping track of the market and buying goods.—Iron Age.

AMERICAN BROKERS ON THE M'KINLEY BILL.

Another paragraph from the circular of Messrs. C. S. Trench & Co., tinplate and metal brokers, New York and Baltimore, may shed further light on the causes contributory to the present stagnation in the tinplate trade. The extract reads:

"The falling off in building all over the country (America) has made a slow trade in charcoal roofing, and hence an apparent surplus of stocks in IC 20x28, and prices still below the cost of import. The canning trade has also consumed very much less than usual. During the spring conservative packers made very limited preparations on account of the high prices for coke tins and the firm prices asked by the farmers for their unharvested produce, with a low and unsatisfactory market for canned goods. The tomato crop proved almost a failure, and the sweet corn crop was a disappointment in several sections, whilst the oyster pack promises to be late and small. Altogether the canning season has been disappointing, and we have the season nearly over, and yet an apparent surplus stock of cans to be carried to next year, a low market for canned goods, and coke tins in good stock at 35c. per box under cost of import. The only trade that has not been apparently affected has been the oil and meat packing trade, which is easily explained, since they get under the McKinley Bill a larger percentage of drawback duty on their export, and are, therefore, if anything helped by this measure. When it is appreciated that the volume of business of this country, as shown by bank clearings, fell off three thousand millions of dollars, or 11 per cent, in the six months succeeding the passage of the McKinley Bill; that in New York City alone there has been a decline of 33 per cent. in the amount of new buildings, and that the consumption of pig iron shows a decline of 35 per cent., it becomes clear that there has been a considerable check to the prosperity and business of the United States since the passage of this much-criticized Bill, and it would be strange if tinplates, which enter so much into the commerce of this country, had not suffered in like proportion."

Meanwhile the black plate question is receiving considerable attention, and there can be no question that several manufacturers have on hand large orders for the supply of such plate to America. Our Llanelly correspondent saw Mr. T. Phillips on Saturday, and was informed by him that he expected to hear shortly from the officials of the masters' association on the question of a joint meeting of manufacturers and men to discuss the question. He also stated to our representative that he believed a very strong feeling existed among the men not to work black plate which was to be sent to America to be coated.—Western Mail.

H. S. Howland, Sons & Co.,

WHOLESALE HARDWARE,

37 Front Street West, - - - TORONTO.

--- SKATES IN STOCK. ---

No.	GENUINE "ACME."	List, 90c. pair.
0.	All Sizes from 7 to 12 inches.	" \$1.50 "
3.	No. 0. Nickel Plated.	" 2.90 "
7.	" " "	" 3.90 "
10.	No. 7. Nickel Plated.	" " "

Wrenches, Repairs, Etc.

FORBES' NEW PATENT "ACHIEVED."

H. P.	Ordinary Pattern Runners,	All Sizes from 8 to 12 inch.	List, \$4.00 pair.
F. P.	Full Patent Runners,	All Sizes from 8 to 12 inch.	" 4.50 "
F. P. N.	Full Patent Runners, Nickel Plated,	All Sizes from 9 to 11 1/2 inch.	" 5.50 "
		Discounts on Application.	Orders Solicited.

TEMPTING STOCKS.

There seems to have been a sudden outbreak in the way of an epidemic of burglaries of stores in the Northwest during the last three or four weeks, and the query arises as to why one store is picked out by these predatory gentleman and another left, when the well-informed man knows that the latter store really carries stock of more value to the burglars, either because of its intrinsic worth, or because it is more readily disposed of. Perhaps a solution of this problem is presented in the suggestions of a correspondent of the Iron Age, a hardware man in Nebraska, who writes as follows:

"With reference to the question of how to avoid hardware store burglaries, I will say that I consider a large stock of cutlery safe when no revolvers are exhibited or handled, and a small stock unsafe when a few nasty little revolvers are in sight. It other words carry no revolvers in stock."

This suggestion may be applicable to the general merchant of the northwest as to the hardware men of Nebraska. The Iron Age in commenting on this correspondent's theory, says a certain plausibility is given to his suggestions in view of the fact that while hardware burglaries have apparently recently been exceptionally frequent, a good many stores in different parts of the country having been robbed, in nearly all cases where cutlery has been taken, revolvers have also been stolen.

In a similar way a solution is offered as to the burglaries of stores that do not deal in revolvers at all. The general merchant who carries a stock of silverware, even if his general stock is comparatively small, is much more likely to be visited than the merchant who either does not carry such a stock, or if he does, displays it only with discretion and under safeguards. As a matter of fact, the burglar is looking for snaps, and better than any other man he recognizes a soft snap when he sees it.—Hardware Trade.

ARE CHRISTMAS BOXES NECESSARY?

Now that we are within a month of Christmas, many ironmongers are beginning to be a good deal exercised in their minds on the subject of Christmas boxes. The trade, as a whole, is not so deeply concerned in this matter, perhaps, as some other trades, but many ironmongers still cling to the old custom, although most of those who do so would be glad to discontinue it if they thought they could do so safely and without giving offence to their customers. The question of giving Christmas boxes to employees or intimates is only a minor matter and not worth much consideration, but it is of real importance to not a few members of the trade to decide whether they ought to give these so-called "seasonable presents" to their customers. The practice is an old one and may claim therefore, to have all the merit and weight which are popularly supposed to be conferred by custom and precedent; but for all that it is a burden which falls heavily upon many members of our trade. Some of them make a rule to give a present in kind which bears some sort of rough proportion to the general value of the custom of the recipient, whilst others get in a stock of a certain article and give away the goods in a somewhat indiscriminate manner. Some ironmongers still adhere to the almanack idea, but these are few in number and are mostly in a very small way of business. Whether the gift is big or little, in money or in kind, however, it is extremely doubtful whether it is of the slightest real value in preserving or extending business. The stores give no Christmas boxes, nor do the drapers, as a rule. The grocers still do so, but they are fast tiring of the system, and in many instances their presents have grown so paltry in value that they might as well discontinue the practice at once instead of continuing what is a mere farce. The fact is—and it might as well be recognised—that

the way in which business is carried on nowadays leaves no room for sentiment either at Christmas or any other period of the year. The public go where they think they are served best and most cheaply. They care very little whether they deal with the stores or the retail tradesman so long as they are convinced that they get good value for their money. Most of them are so well posted—or think they are—that they would suspect something if they were offered a present of any value, and would not be unlikely to infer that any tradesman who can afford to give them a handsome present at Christmas must be making a handsome profit out of them (they would probably say heavily overcharging them) all the year round. On the other hand, a mean present would be likely to disgust good customers, whilst those whose custom was indifferent would not be worth a present at all. On the whole, therefore, it is tolerably certain that Christmas boxes, however given and of whatever kind, are of no real value to any ironmonger, and should be discontinued as being useless, and quite as likely to give offence as to prove useful. If any of our readers think otherwise, we shall be glad to hear from them. There is another description of Christmas-box which should be alluded to here. It is the "contribution to our annual supper," and so forth, which is solicited by workpeople from those who do business with their employers. It stands on exactly the same level as the summer solicitation for "our annual bean-feast" or "outing," and in the great majority of instances deserves to meet with precisely the same fate—namely, a summary and firm refusal. In both cases these demands are but thinly-veiled forms of black-mailing, and for that reason should be resisted.—The Iron Age.



Toronto Plate Glass Importing Co'y

GLASS IMPORTERS,
BEVELLERS AND MIRROR MANUFACTURERS.

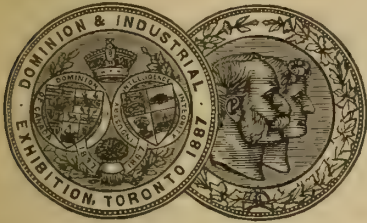
Highest Award, Toronto, '87.

WRITE US FOR

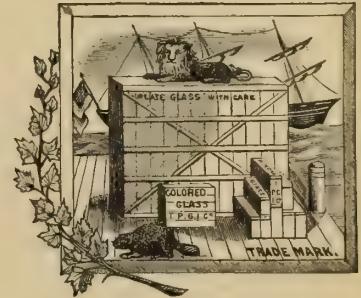
"Pilkington Bros."

"St. Helens,"

"Lancashire."



For Mirrors and other Glasses



WINDOW GLASS.

To import

4th and 3rds qualities
16 oz., 21 oz., and 26 oz.

In 100 and 200 feet boxes.

Place your orders with us
(while prices are reasonable)
for next spring and summer
deliveries.



PICTURE GLASS.

Specially light in color,
superior in quality to any
other and is quite flat.

To import or from Stock,
4ths and 3rds qualities, 16
oz. and 21 oz. thick.

In 100 and 200 feet boxes.

The above words and brand are on every box of Window Glass made by them. None is genuine without this Trade Mark. We warn our friends and others against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT. It is freer from streaks, scratches and blisters, and also is perfectly flat.

Satisfy yourself by ordering one box as sample. Address—

55 and 57 Victoria Street, Toronto.

Telephone 1519.

Cable Address, "Plate"



The store of E. J. Hill, Burk's Falls, was consumed by fire on 25th inst.

The Chatham wagon works have received an order for 1,200 wagons for the Northwest trade.

The first locomotive boiler built entirely in Stratford was turned out of the Grand Trunk railway shops last week.

Mr. J. Todd is opening a general store in Oakwood, Ont., in the premises formerly occupied by James Thorndike.

The ball given on Friday night by the Iron Moulders' Union in the Palace rink, Hamilton, was a grand success.

Mr. John Homer, general merchant, Gravenhurst, Ont., has bought out Mr. Jordan, of Rosseau, and will run a branch store there.

Newell & Miller have succeeded Newell & Blanchard, dealers in hardware, stoves, tinware, paints, oils, window glass, etc., in Carman, Man.

A new binder, invented by E. Ingleton, of Brantford, and intended to bind all kinds of grain with straw taken from the sheaf while being cut, is about to be introduced.

Work will shortly be begun, at Owen Sound, on the second of the fishery protective cruisers under contract by the Polson Company for the Dominion Government.

At 4 a.m. on Saturday fire broke out in the brass finishing shop of Keith & Fitzsimmons, 111 King street west, caused by a spark from the forge, causing \$50 damages.

Montreal commercial travellers have formed a circle in the interest of temperance and purity of life, and expect to add a number of commercial travellers to their ranks before long.

The B. C. Iron Works Company, Vancouver, B. C., shareholders will meet on December 22 to discuss the advisability of increasing the capital stock from \$100,000 to \$250,000. This step is called for by the large amount of work on hand.

Alexander Kennedy, a well-known traveller for James Warnock & Co., edge tool and carriage spring works, died at his residence on Wednesday. He was attacked about 10 days ago with inflammation of the lungs, which in conjunction with heart weakness, caused his death.

The Western Ontario Travellers' Mutual Benefit Association has chosen the following officers: President, G. M. Anderson, the present incumbent of the office, S. Screaton desiring to retire; first vice-president, Charles Edwards; second vice-president, W. L. Underwood; treasurer, W. T. Garty; board of directors, W. G. Craig, W. H. Oke, T. Loveless, A. Callandar, W. S. Case, Wm.

Yates, A. Neighon, C. Reid, T. P. Blackwell E. Nightingale, city; E. O. Felt, Oshawa; T. W. Heath and R. W. Greene, Toronto; Jas. Dow, Stratford; R. J. Bickerton, Woodstock; A. W. Robertson, Hamilton; R. F. Cotter, Ingersoll; W. T. Cochrane, St. Thomas; Jas. F. Smith, Windsor; A. E. Merritt, Chatham, and F. M. Morse, Winnipeg. The association is in a flourishing condition.

Mr. Elias H. Lyons, late manager of the lamp department in M. & L. Samuel, Benjamin & Co.'s wholesale hardware store, and now western representative at Chicago for Lazarus & Rosenfeld, London, Eng., took advantage of the Thanksgiving holiday in the United States to run down to see his folks. Elias gave his friends many pointers of how things are run at the World's Fair City. He contemplates taking a trip to California after the holidays.

An individual giving his name as Curtis and claiming he was employed by the Free Press Printing Company, has swindled several London grocers in neat style. His plan was to go to a merchant and order goods, for which he would offer a cheque on the Bank of Toronto signed by himself. In every case there was a balance due Curtis on the cheque and he received the change in good money. Mr. Branter, a King street west grocer, in this way lost \$5, and Mr. Robson, produce merchant, Market lane, was another of the rascal's victims. The goods were ordered to be delivered at a street number that does not exist. Enquiry at the bank revealed the fact that no one of the description given of Curtis had an account there. The police are looking for the fellow.

The buildings of the Nut and Bolt Works, St. John, N. B., were almost completely destroyed by fire on the night of the 19th inst. They comprised the main structure of brick, two stories, about 120x40 feet, and the forge building of wood, one story 100x45 feet. The large building was built in 1881, when the company commenced business. The forge department was erected four years ago. In the buildings was a large and valuable quantity of stock and machinery. The first building was used as a manufacturing department with stock rooms, offices and engine room. The wooden building as suggested by its name was used exclusively for forging. It is thought some of the machinery, especially the larger parts, will be saved. Most of the shafting remains intact. The loss is estimated at \$35,000. The insurance amounts to \$20,000, divided as follows: Union Assurance Society, \$6,500; Commercial Union, \$5,000; Royal, \$5,000, and the Phoenix of London, \$3,500. A four ton order of rivets, which was to be shipped to Carrier, Laine & Co., Levis, Quebec, was badly damaged.

Our contemporary Iron is responsible for the allegation that edge-tools may become moon-struck. Edge-tools have a good deal

to answer for, no doubt, and their owners even more, but if the latter are to be able to shuffle off their own want of care upon the baleful influence of the moon, we fear the degeneracy will not be soon checked. Tools, exposed to the moonlight, we are told, rapidly become unserviceable, and then their failure is "wrongly attributed to bad material, or to inferior workmanship." Did this brilliant conception have its origin in the mind of a manufacturer of a baser sort? It suggests a colloquy after the style we are familiar with in *Fun: British Workman* (loq.)—"Look'e 'ere, gov'nor. This 'ere chisel's got no more edge nor a file." Manufacturer (complacently)—"O, dear me, you must have been leaving it where the moon shone on it! Certain to draw the temper, my good man, and spoil any edge. Makes it soft—and—and—idiotic." Exit British Workman, with a dazed look; and manufacturer writes to thank Iron for the hint.—Ironmongery.

SHOP DECORATIONS.

The interior of a store should be attractive, but especially so at this time of year. Neatness always attracts customers, the well-ordered store being an index of a well-managed business. The ceilings must be of snowy whiteness or, if decorated, of clear, bright colors. The painting should be of a light color, the counters well-polished and the show cases clean and shining.

But at this season of the year more than this should be attempted. A few flags, some Chinese lanterns and boughs of cedar, spruce or hemlock, hung and fastened throughout the store, will be very appropriate. Do not be afraid of having your store too attractive—you cannot over-do it. It is a season of rejoicing and people will tolerate a great deal of this; in fact, you must do a considerable amount of it before it will be noticed at all. Appropriate mottoes, made in various ways, will be appreciated. Nice mottoes can be made from pasteboard letters, covered with cotton batting, over which should be sprinkled silver powder. Or, better still, they can be made with pasteboard, gold or silver paper and gummed letters. The artistic clerk will produce many such that will draw attention to certain articles, or serve merely ornamental purposes.

Pictures, even if used for advertising purposes, will always add to the beauty of a store if possessed of artistic merit. Though here the dealer must guard against drawing too much attention to decorations and too little to his wares; decorations of whatever kind should be made auxiliary to the display of goods. Much freedom should be given to the displays of merchandise. The arrangement of show cases and their contents, the placing of goods on counters or tables, should be of such a nature as to attract attention while serving to display goods to the best advantage.

The selling of fancy lines and novelties is very different from the selling of staple lines. The latter may safely be kept in the background, and prominence should be given to the former; and all store decorations should subserve this one great purpose of displaying attractively goods that sell only at this season.



—USE THE—
STAR * VENTILATOR
 For the VENTILATION of

Churches, Public Buildings, School Houses,
 Theatres, Residences; Cotton, Woolen and
 Carpet Mills, Machine Shops, Foundries,
 Breweries, Stables, etc.

Upon application we will furnish a Blue-
 Print sketch showing detail and uses of the
 STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA,
 NEW YORK.

CHICAGO.
 LONDON.

KANSAS CITY.

BEST!! THE "ACME" CHEAPEST!!!

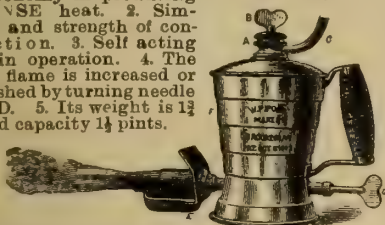
SELF-ACTING GASOLINE PAINT BURNER.

The Acme Torch has NO PUMP NO CANDLE-
 WICK, wire or other packing. It is made wholly
 of brass.

This Torch is adapted to general use in Paint
 Shops, Pattern Shops, Plumbers' Establishments,
 Factories and Machine Works for the following
 reasons:—

1. Economy in producing
 IMME\SE heat. 2. Sim-
 plicity and strength of con-
 struction. 3. Self acting
 while in operation. 4. The
 size of flame is increased or
 diminished by turning needle
 screw D. 5. Its weight is 1½
 lbs. and capacity 1½ pints.

Price \$6.00.



Sole Agents for Canada,
 Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



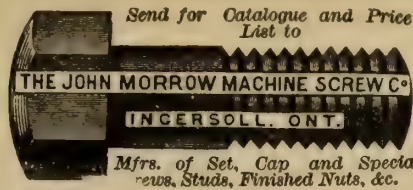
Easily opened if
 hands are chilled, or
 with gloves on and
 without looking for
 nicks in blades.

No more breaking or
 bending of finger nails.
 Opens by simply push-
 ing a button. Every
 blade warranted hand
 forged from the very
 finest Sheffield silver
 steel.

We manufacture High
 Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
 GANANOQUE.



Send for Catalogue and Price
 List to

THE JOHN MORROW MACHINE SCREW CO.
 INCERSOLL, ONT.

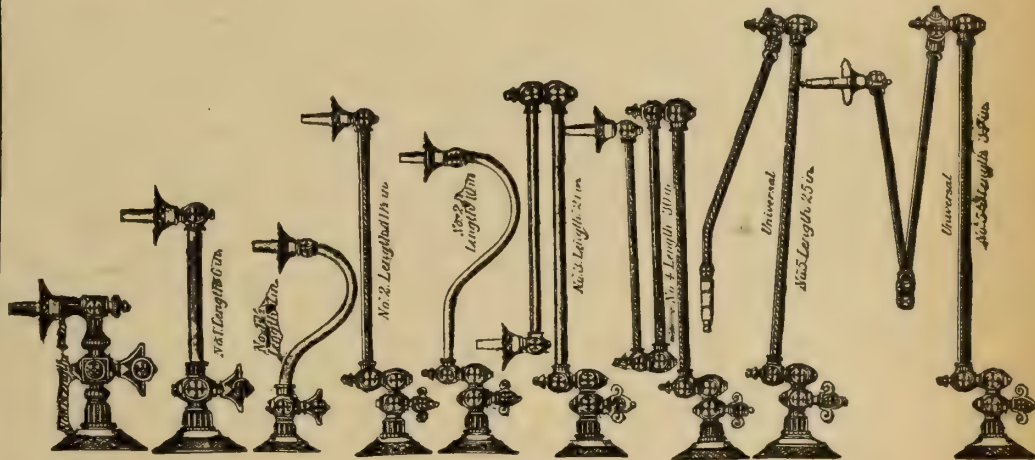
Mfrs. of Set, Cap and Special
 rews, Studs, Finished Nuts, &c.



BROWN & CO.,
 Manufacturers of
 Square and Hexagon
 HOT PRESSED NUTS.

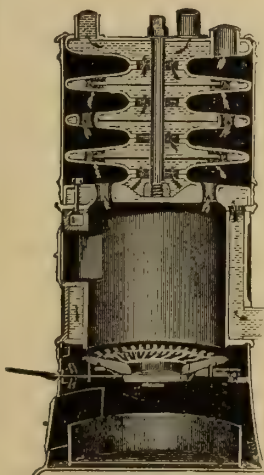
PARIS, ONT.

ROBERTSON'S STANDARD STAPLE GAS BRACKETS.



Send for Catalogue and Price List.

JAMES ROBERTSON & CO.,
 TORONTO.



—THE—
"Acme"

HOT WATER BOILER
 STANDS AT THE HEAD.

MILLER BROS. & TOMS
 MONTREAL.

TORONTO OFFICE---74 YORK ST

H. D. SIMMONS,
 AGENT.



COW TIES.



OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout.
 There is no other chain on the market that will compare with these chains for strength, lightness
 and handsome appearance. We confidently believe that our ties of a given number are fully equal in
 strength to a size larger of any other make on the market.

If you have not yet tried THESE COW TIES SEND FOR SAMPLE half-doz. and discounts.
 Manufactured by THE B. GREENING WIRE CO., Ltd., Hamilton, Ont.

NOTES TAKEN ON THE ROAD.

It can safely be said that Messrs. Emmer-son & Fisher, St. John, N.B., can make it warm for the people of New Brunswick if they will only step into their store and take any one of the celebrated heaters that are to be seen there.

Messrs. Kitchett & Atchison, Moncton, N.B., have grown in business from a small stock of stoves and shelf goods in the hardware trade to a full and complete stock of hardware, stoves, tinware, etc. Mr. Atchison says he considers **HARDWARE** a great help to them.

One of the oldest and largest hardware dealers in the Maritime Provinces is P. Walsh, Halifax, N.S., importer and general jobber in hardware, iron and steel, etc. He is the Dominion agent for "Butler's" celebrated cutlery, of which he has a large sale. Mr. Walsh's business premises are the largest in Halifax.

T. P. Calkins and Geo. Calkins, have hardware stores exactly opposite each other in the thriving town of Kentville, N.S., and what trade one does not get the other is certain to secure, and Kentville being the most live and prosperous town in the Annapolis Valley, the "Evangeline" district of Nova Scotia, they are sure of a successful business career.

Messrs. Thompson & Sutherland, New Glasgow, N.S., carry a large line of stoves, mostly of Maritime Province manufacture, for soft coal, that being the principal fuel there. This firm have large workshops, and make tenders for tin work, roofing, etc., and carry house furnishings of all descriptions. They are always on the alert for any new improvements in their line.

The hardware store of Bent & Cohoon, New Glasgow, N.S., shows the master hand of enterprise so essential to success in any business. They carry a liberal and well-assorted stock of general hardware, iron and steel, fine cutlery, paints and oils, fine tools, both mechanical and agricultural. Both members of this firm are business men, not simply men in business.

The Norfolk Hardware House is the name of the elegant store kept by Mr. A. H. Ellis in Simcoe, Ont. It is one of the finest retail stores in the west, and the most enlightened ideas in stock-keeping are illustrated in the arrangement and care of the wares kept within it. The building is a very spacious one: it has a frontage of a hundred feet. Five large doors open upon the street. Mr. Ellis has had a successful business career, extending over a score of years in Simcoe.

Messrs. Foster & Hobbs, dealers in shelf and heavy hardware, etc., Tilsonburg, Ont., are men whose business ideas may be read in their well-kept, tidy store, where they do a prosperous business. Their opinion as to the value of **HARDWARE** to them is expressed in these hearty words: We cannot recommend your **HARDWARE** too highly. To us it is very useful indeed. It should be in the hands of every hardware and stove dealer as well as clerk.

A WORD FOR BARB-WIRE.

A correspondent writes to an agricultural exchange: "I began the use of barbed-wire," says he, "over ten years ago, and nothing in my experience, in so far as danger to animals is concerned, warrants me in changing to any other kind of fence. I was told by my Iowa and Kansas friends that injury to animals was more due to the fault of the owner than to the ignorance of the animal as to the danger involved, and I am sure that each and every injury received by my horses is directly chargeable to the wrong doing of myself or my men.

"My first error arose through my not following the advice of my Western friends in using only the severest forms of wire; (2) in making long sharp angles for corners; (3) in dumping straw or manure near the wire fence and thereby inviting the horse to roll thereon; (4) in not properly teaching the horse in the outstart what the wire was by backing him against it on all sides of the field. My friends laid great stress on this preliminary. Another horse came near getting hurt by rolling on a low flat straw pile over which a barb fence had recently been constructed. A neighbor had a horse seriously injured by such a course. In both these instances the fault was the owner's and inexcusable." Everywhere and under all circumstances are my animals safe with 'hog-wire' enclosures if I exercise ordinary horse sense in constructing the fence. For years none have been even scratched by it. It is really an interesting study to watch my rogue horse's tricks with it, for he exercises the clearest of reasoning in avoiding injury by it in getting from one field to another. A strange horse is carefully led up to the fence, his nose rubbed against it, and then he is backed against it, on each side of the field. Mules and cows are so cunning that we turn them out without teaching.

"I do not believe there is a sucking colt in the State of Virginia that, if taught by its owner what a barb is, can ever after be hurt by it, nor a blind horse. A large user of barb wire in Kansas holds to the same view. Recently, in one of the reported institute colloquies, some one condemned barb wire in unqualified terms; yet the next issue brought a denial from a resident of the speaker's own township, equally broad. I side with the latter, and am another doubting Thomas, for I have never seen the evils depicted, save as a consequence of inexcusable carelessness or ignorance on the part of the owner. On the old home farm in Ohio its wood fences have injured more animals than is possible with barb fences. No one contends that cows are hurt by the latter, while we know that occasionally a fence rail will inflict injury on them and on horses. If these barb fences injure neither cows nor mules, whether taught or untaught as to their danger, and horses can be more easily educated to avoid injury, is it an adverse

argument that horses forget the danger when rolling on their preferred rolling-place that I make alongside of the fence, or when I construct a long, sharp angle or other trap in their pasture grounds?"

A BIT OF HARDWARE BIOGRAPHY.

"The reason why people do not succeed in this business," said a veteran hardware-man the other day, "is, outside of a want of general fitness for any similar calling, not knowing when you are doing well enough. A smart man pitches in and naturally meets with a good share of success by a proper concentration of effort, and there are times when general conditions will bring him on a top wave of prosperity. Deceived as to the causes of his temporary prosperity, he extends, perhaps opening a branch or two, extending his credit and leaving the margin of capital less. Then his troubles commence. Depending upon others to carry out what he himself would do excellently well with the spur of self interest ever present, he becomes nervous over the shortcomings of his subordinates, and if he finds himself at this juncture without tact, he begins to fail in the first step in management, that of managing himself. His expenses increase also, leaks begin to show themselves, bad times succeed good, makeshifts are taken and deep water with treacherous whirlpools is reached with his small craft not over well provisioned. Disaster comes nine times out of ten, when, if he would only restrain himself, and do a little more business next year than he did this, learn to keep it always above a certain minimum, and bring up his own men, he would find himself reaching his goal, and also securely fastening himself there when he reaches it. The matter of men, you are aware, is a great thing. For want of a better illustration let me give you a little bit of biography of Paren Stevens, the famous hotel man. He had many irons in the fire in the shape of a hotel here and a hotel there, but he was always sure of his manager before he secured the tavern. In hotel business the great thing is the marketing to buy the right thing, have plenty without a surplus, and cut meats so that the guests will waste a minimum. Mr. Stevens had a habit of getting up at 4 o'clock in the morning and prowling around the market stall. He invariably had a companion, who after three or four months would appear in some capacity in one of Stevens' hotels. Of course such a rule cannot always be followed, but care in this direction is of more value than a set of by-laws for the government of employes, which generally do not fit the first important happening, and leave the subordinate without any self-reliance in the emergency. But what is the use of talking; every man has his ideas, and it is absurd to think of succeeding by rule. I have been in the business now thirty-five years, and if I were to commence to-morrow over again, and use the same methods I would fail. My principal idea is: Do not overdo it."—New York Hardware.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

CUBAN STOVE PIPE VARNISH.

In Enameled Patented Tins. 3 doz. in case.

NEATEST AND BEST IN THE MARKET.

GOLD LIQUID BRONZE

In bottles, finest quality, will not tarnish.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

DO YOU SELL COOKERS ??

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL: Ask your Jobber for them.

Sole Makers: THE EUSTIS MFG. CO., 49 St., Bayonne, N.J

* The OLD WOODEN BUCKET MUST GO *

Indurated Fibre Ware.



NO HOOPS,
NO JOINTS,
CANNOT LEAK,
SWELL, OR
WATER SOAK.

The E.B. EDDY CO.
MAMMOTH WORKS
HULL, CANADA.

TORONTO BRANCH: 29 Front St. West.

No good House can afford to be without them, while otherwise poorer houses are building up a trade by a good show of these wares. It is the only absolutely seamless. Though hard it is Elastic. Though impervious to hot or cold water it is not brittle. Lighter than Metal, Stronger than Wood. Heavier than any other Hollowware. Will not shrink. Imparts no taste or flavor to its contents. Commends itself for general House and Farm use. Invaluable for Manufacturers, Brewers, Cotton Spinners, etc. Indispensable for Steamboat and Vessel use.

☺ THE WARE OF THE PRESENT AND FUTURE. ☺

MARKETS

EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£95 to 96.	£95 os. od.
Future—	92 oos. od.	92 12s. od.
Copper, B.E.S.—	49 to 50.	49 to 53
Lead, S.E.	12 os. od.	11 15s. to £12
Spelter,	23 2s. 6d.	24 12s. 6d.
Antimony,	62 oos. od.	62. oos. od.
Tin Plates—Cokes	12s. 6d.	12s. 9d.
Pig Iron—Scotch } Warrants.	47s. 6d.	47s. 6d.
No.3 Middlesboro',	38s. 6d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL, Dec. 4, 1891.

The week has been an extremely dull and uninteresting one, and for all the change that there has been remarks of a week ago fully describe the situation. In iron there is only a small jobbing business, a few lots of pig moving re store, and the same can be said of tin plate and other lines. Charcoals are dull. There is a small jobbing enquiry for glass and paints, and generally speaking no change in values is noted.

PIG IRON.

Business has been extremely quiet since our report of a week ago, and beyond the sale of a couple of small lots of Summerlee ex store at \$22 there is no movement of any sort to note, nor is any expected now until the turn of the year.

BAR IRON.

Bar iron is dull and steady. The jobbing price for small lots is \$2, but for large lots the basis is fixed by the extent of the order and the standing of the buyer.

TIN PLATES.

There is a small sort of movement in tin plate in small jobbing lots at \$3.60 to \$3.70 for cokes. Charcoal is the same, \$4.25 to \$4.50.

TERNE PLATE.

Nothing has transpired in relation to terne plates during the week. Our quotations are nominal at \$7.75 to \$8.25, according to grade.

CANADA PLATES

Canada plates are neglected. In small lots they job at \$2.70, but if a good round order was obtainable \$2.60 might be shaded.

COPPER, LEAD, ETC.

Copper is dull and weak at unchanged prices. Lead is the same at \$3.50 to \$3.75, and zinc and galvanized sheets steady.

NAILS

About \$2 may be quoted as the ordinary basis for nails, although the card sale is maintained on the old basis, but even the figure we quote has been cut in certain instances.

STEEL WIRE NAILS.

10 dy to 60 dy per keg	\$3.05
9 dy to 60 dy	3.35
8 dy to 60 dy	3.60
7 dy to 60 dy	3.90
6 dy to 60 dy	4.20
5 dy to 60 dy	4.20
4 dy to 60 dy	4.50
3 dy to 60 dy	5.40
3 dy fine,	6.50

CHEMICALS

No change has transpired since a week ago, and what movement there is to note is confined to a few small jobbing sales ex store. Prices are steady on the whole. We quote:—Bleaching powder \$2.25 to 2.50; Bicarb soda \$2.35 to 2.50; Sal Soda \$1 to 1.10; Caustic soda \$2.50 to 2.80; Soda ash \$1.75 to \$2.25; Chlorate potash 20 to 22c. Alum \$1.75 to 2; Copperas 80c. to \$1; Sulphur flour \$2.50 to 2.75 Sulphur roll \$2.25; Sulphate of copper \$4.50 to 5.50; White sugar of lead 8 to 12c.; Brown sugar of lead 7 to 10c.; Bich, potash 8 to 10c.; Bich, soda 6 to 8c.; Logwood, per 100 lbs \$2 to 2.25; Sumac, Sicilian \$70 to 75; Pruss, potash, yellow 27 to 30c.; Cutch 8½ to 9 and-a-half cents; Gambier 6 to 7c.; Madras Indigo 60 to 80c.

OILS.

There is not much doing in oils, and the only interesting feature is the firmness of seal, which is maintained as noted a week ago. It is in few hands and held for 49 to 50c. Cod oil is dull, while linseed is quiet, with a jobbing movement at 58 to 59c. for raw and 61 to 62c. for boiled.

GLASS.

There is some demand for glass, but no change in quotations, which rule at \$1.35 to \$1.40 for first break; other sizes in proportion.

LEADS.

There is a fair demand for points and prices are steady. We quote: Choice, 6 to 6½c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c.; red do., 4½c.

NAVAL STORES.

Trade in naval stores is extremely dull at the moment. Turpentine is quiet and unchanged. We quote: Turpentine, 56 to 57c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¼c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13c½. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

There is nothing to say about cement, demand being slow and business small. We quote:—Belgian, \$2.30 to \$2.45; Newcastle, \$2.40 to \$2.50; London, \$2.40 to \$2.55. Fire bricks are in fair demand, at \$18 to \$24 per 1,000.

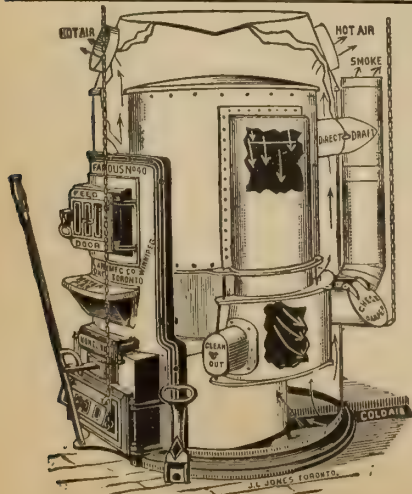
PETROLEUM.

Canadian refiners are doing some wholesale cutting, but the rush is over and trade is quiet. American oil is moving fairly well at our quotations. We quote: Canadian 11¾c. at Petrola, 13¼ to 13¾c. in car lots at Montreal, and 15c. for single casks. American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Dec. 4, 1891.

The travellers are now returning from their routes and business for the year is practically over. Mail orders are coming in and will continue to come in, for lines that need replenishing between now and holidays. There has been a considerable quantity of stock placed by the travellers for Christmas sale, but as is always the case retailers reserve a part of the ordering they expect to do until holiday business begins to take actual shape and adequate volume. The present week has been comparatively quiet. The sole absorbing object of buyers seems to be to provide for the holidays, and only the necessities of other needs not provided for in advance are given any attention. Wholesalers are arranging their plans for another year's campaign, the month of December with them being usually a very quiet one. Complaints of slow payments are heard on all hands, and the present year is voted to be a more backward one in this respect than was last year. There is some impatience with the delay in grain delivery, as correspondence from country traders lays to that cause the difficulty of making collections. There has been very little



This cut shows our Steel Dome Low Radiator Furnace which is winning the highest praise from users.

It will pay to investigate its merits.

We would ask our friends to anticipate their stove wants as much as possible as we are running short of many lines.

The McClary Manufacturing Co.

LONDON.

TORONTO.

MONTREAL.

WINNIPEG.

MARKETS—Continued.

fluctuation in prices, the hardening that commonly takes place as a consequence of higher freights being scarcely appreciable this year.

There have been some large orders filled this week by the tinware manufacturers, but the stove men are dissatisfied with the mildness of the weather.

The metals have had an uneventful and rather quiet week of it. Local consumers have kept up their demand, which is of the usual intermittent character, but sales for outside points have been few and unimportant, most stocks being filled for the winter in advance of higher freights. An expectation of a large spring trade is general.

IRON AND STEEL—The present month offers almost a complete gap in the continuity of the pig iron market. The thread of connection between November and January will be kept up by a few sales made now and then. Such small parcels as have been handled went at firm prices.

Bar iron, which evinced symptoms of further advance a week ago, has not yet moved from \$2.15, nor has it become easier. The makers are no more disposed to accept future business, and the price is good only for the moment. Dealers here look for higher figures ultimately, though perhaps not immediately.

COPPER—An unexpectedly good demand for sheets has been experienced, though the applications of them at this time of year become greatly limited, owing to the unfavorableness of the weather for roofing purposes. Sheets are £1 10s. higher in England. The price of ingots is firmer outside, and buyers' ideas are below those of smelters. Ingots are 14½ to 15c., and sheets are 18 to 20c.

TIN—The price has advanced £2 per ton outside. There is a fairly good demand kept up for small quantities, but no sales of round lots are reported. Prices are 23 to 24c. for 56 lb. ingots, 23 to 23½c. for 100 lb. Straits ingots and 24½ to 25c. for strips.

ZINC AND SPelter—Zinc sheet is firmer. Spelter is dull. Domestic is 5¼c., imported 6c., and sheet is 6¾ to 7c.

ANTIMONY—The price outside has not moved any higher, but the tone of quotations is stronger. The local demand is good from makers of babbitt metal and type foundries. Cookson's is 15½ to 16c., other brands are 14½ to 15c.

TIN PLATES—Stock is plentiful, but the demand is quiescent, the canners having gone off the market. Prices are easy as a consequence of internal dulness and out-

side weakness. Charcoals in England quote at 13s. 9d. and cokes at 12s. 6d. The prices here are unchanged. We quote:—1 C coke, \$4 to \$4.25; 1 C charcoal, \$4.50 to \$4.75; 1 X charcoal, \$5.50 to \$5.75; 1 X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES—The demand is apparently spent for the year. The price is \$8.25 to \$8.50, but any appearance of business would modify these figures.

CANADA PLATES—Are very quiet at \$2.90 to \$3.

GALVANIZED SHEET IRON—A free demand is maintained, and prices hold steadily at 5 to 5¼c. for 28-gauge and 4¾ to 5c. for 26-gauge.

NAILS—The prospect of higher prices is stronger. Makers will not book orders for future delivery, but will sell now at \$2.20. There is reported to be a possibility of consolidation being effected among the makers.

HORSE SHOES—The trade is still active and supplies from manufacturers are backward. They are quoted at \$3.40 to \$3.50.

HORSE NAILS—Are unchanged and active at 60 and 10 per cent off the list.

CORDAGE—Trade is light just now, but prices are firm from 12¾c. as the basis of Manila, and 9¼c. as that of Sisal.

PAINTS, OILS AND COLORS.

The state of trade offers few features for comment. It is very flat. Reports of backward payments are general. White lead is 5¼ to 5½c., raw linseed oil is 57 to 58c., boiled is 60 to 61c., and turpentine 55 to 56c. Turpentine is weaker outside and the price is expected to be a cent lower on stock that is now on the way. Castor oil is a cent higher, quoting at 10 to 11c.

PETROLEUM.

Prices stand as they were quoted last week and show no tendency towards movement one way or the other. The demand is very active for current consumption.

Petrolia crude \$1.27½ per bbl. Oil Springs crude \$1.27½ per bbl. The oil market is a little firmer this week, and we think the price of crude has touched bottom. It will not make any difference to the crude market what price refined oil is sold at. If refiners are foolish enough in their mad competition with one another to sell refined oil at a loss and at less than it can possibly be made for, the great law of supply and demand will regulate the price of the crude article, and producers need not fear the present action of refiners in trying to depreciate the value of crude oil, as the quantity produced is close to the actual amount required for the consumption of the country, and a little

firmness on the part of the large producers would soon drive the price of crude to a dollar and a half a barrel, which is what the producers are entitled to receive this Christmas as a reward for their untiring and energetic labors in the field.

GLASS.

There is considerable activity in the demand for glass. Stocks are all now thoroughly renewed, and business is all the livelier of the long delay in arrival. Prices are the same as they were last week, but they are expected to advance.

OLD MATERIAL.

One drawback at present is a large volume of trade in old material in this market, is the larger prices paid in Montreal, which is drawing the trade from the west to that city. Nevertheless large sales have been made of iron rails, and other classes have also experienced a fair demand. The prices are as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to 11c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

Messrs. Frankel Bros., of this city, have made a very large sale of iron rails—amounting to nearly five hundred tons—to a firm in Montreal.

HIDES, ETC.

HIDES—Green are quiet and weak, No. 1 cows quoting at 4½c., and steers' at 5½c. Cured are 6c.

SKINS—Another advance on sheep skins of 5c. was made on Tuesday, when the price was put up to 90c. Calfskins are 5 to 7c.

Wool—is very dull. The prices continue to be 18 to 19½c., for fleeces.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

Enquiries solicited for the manufacture of

Lithographed Tin Signs,

Decorated Tin Boxes and

Sheet Metal Goods.

Thos. Davidson & Co.

Montreal, Que.

AMERICAN METAL MARKET.

NEW YORK, Dec. 4, 1891.

In the local market no information was imparted that indicated any change in the character or volume of business in iron and steel. Reports from other centres were also bare of views, and, taken as a whole, the market is rather disappointing. Nothing in the way of curtailment of work at mills or foundries beyond what is customary at this season of the year comes to notice, but it is an open secret that manufacturers in several lines are largely engaged on orders that do not call for early delivery, and it is a fact that more or less accumulation of pig iron on furnace banks is taking place. Hence continued irregularity and undercurrent of weakness to values on nearly all productions in which competition is unrestricted.

The pig iron market remains in about the position outlined last week. Demand does not improve, and, while not particularly sharp, competition is keen enough to keep prices rather weak. Northern brands are quoted at \$17 to 18 at tidewater for No. 1 foundry, \$15.50 to 16.50 for No. 2 foundry and \$14.50 to 15.00 for grey forge, tidewater delivery. Southern brands sell chiefly at \$12 to 13 at furnace for No. 1, \$11 to 12 for No. 2 and \$10.00 to 10.50 for No. 3, future delivery. Bessemer pig remains at \$14.50 to 15.50 at furnace, as to brand. Foreign spiegeleisen dull and quoted at \$23 to 24 for 10 to 12 per cent and \$27 to 28 for 20 per cent, and 80 per cent ferro-manganese at \$62 to 63 delivered here. Scotch pig moves in small parcels at about \$22.50 for Coltness, \$22 for Summerlee and \$20 for Eglington and Carnbroe. Old iron tee rails are quoted at about \$22 on cars, and No. 1, wrought scrap iron at \$19.00 to 19.50.

COPPER—The copper market still wears a sick, sorry and tired appearance. New export orders are few in number and chiefly with a very low limit on price. The home demand is slow also, and consumers seem to be influenced very little, if at all by offers at comparatively cheap prices. For Lake Superior ingot 11¼c. is the extreme price. Moderate sized parcels have been sold at 11.10 to 11.15c., and were offered at the inside price at the close. Consumers have reported that orders at 11c. for next year's delivery are solicited, but there are orders in hand to buy at that price, none of which have yet been filled. The London market is barely steady, with latest cables quoting merchant bars at £45 for prompt and £45 15s. for future delivery.

TIN—Speculative trading in pig tin has been on rather larger scale and at a higher level of prices. The transactions recorded for the past three days amount to about 275 tons, at 20 to 20.05c. spot, 19.85 to 20.10c. November, 19.85 to 20.05c. December and 20.05c. January delivery. The quick turn is attributed to manipulations by the Strouss interest in both this and the foreign markets for the purpose of forcing the "shorts" to cover. Trade demand and purchases for consumption are still of merely routine character. At the close 10-ton lots for prompt or near future delivery were valued at about 20.05 to 20.10c. net cash, and for jobbing parcels 20¼ to 20.35c. regular was quoted. Latest London cables were £22 for spot and £92 for future delivery.

LEAD—In pig lead prices there has been a further advance. About 300 tons were sold at 4.30c, followed by single carloads at 4.32½c, and subsequently 50 tons at 4.35c, for "official" purposes. At the moment spot parcels are held at 4.35c., the stock here

being comparatively light, and for future shipments from the West 4.30c. upward is asked.

SPLTER—Western spelter finds slow sale and the market is still rather weak. Standard brands may be secured at 4½c. in St. Louis, or 4.80c. laid down here, in carload lots.

TIN PLATE—is moving off rather slowly. Spot purchases are chiefly of small parcels and futures are taken in a very limited way. Prices are no lower, but with a fuller supply and better assortment, the advantage is with buyers.

THE BUSINESS "DUMMY."

The average business man, of to-day, says an exchange, has no spare time at all during business hours, and cannot afford to waste any of his business time with callers who are not on strictly legitimate business, and yet the President, or Manager, or Superintendent, of a great establishment, as the case may be, cannot afford to slight a great many callers with whom he really has no business to transact, but who are anxious to convince him that they have important business with the concern he may represent. The persistency of some of these unwelcome callers is so great that they cannot be shaken off in the ordinary way. A plan has been hit upon in some of the larger establishments, notably in the East, but which is gradually being adopted the country over, that promises to give the busy man the much desired relief. The plan referred to is to employ a representative of the factory, store or other business place, who is known to the inner circles, at least, as the "dummy." The "dummy" must be a man of inviting presence, possessing a certain amount of magnetism and with a resourcefulness that is not demanded of many managers of great establishments. It is the duty of the "dummy" to take charge of the "bore," or other caller, to whom the Manager does not care to give his time, but yet cannot afford to offend, and get rid of him. He must do this in such a way that the caller will not know that he is being politely "bounced." It is not definitely known who hit upon this highly Napoleonic scheme, but it is said to work to a charm. It is believed to have originated in a railroad office, where the General Manager found that if he referred the caller who really had no business that was legitimate, but who, in the majority of instances, wanted a pass or a cut rate, to his lieutenants, that he would have to employ a larger number of lieutenants, and that he therefore hit upon the "dummy" plan. It worked like a charm and promises to become a permanent institution. The "dummy" is well paid, and he earns every cent he gets for his services. He must, at all times, be smiling and suave, and must be capable of leading the caller to believe that his request is to be granted "some day," but on what particular day the "dummy" is never prepared to say. As

population increases and the wonderful ingenuity of man makes each succeeding age more rapid than the preceding one, the demand for the "dummy" will increase, and it is safe to say that eventually he will become a part and parcel of the business conduct of every big establishment in the country.

A very convenient and attractive little lantern is made and put on the market by Thos. Davidson & Co. It is just the thing for farmers or for city householders who want to make a tour of their premises, as down into the basement to look after the furnace, etc., at any hour of the night. It is fitted with bevelled lights of thick glass, is small and very portable.

After the close of the present year Messrs. Thomas Davidson & Co. will not keep a stock of goods on hand at their branch in this city. They find that orders can be filled with equal despatch and satisfaction from their Montreal warehouse, and the goods will suffer less in the way of handling. When wares are first packed in Montreal, shipped to this city, unpacked and stored in a warehouse here, and then packed again and forwarded to buyers, they cannot escape an occasional bruise or other effect of rough treatment. The big stock now on the premises at No. 11 Front street west has to be closed out before the first of January, and attractive prices will rule from this out. The Toronto branch will be continued under the management of Mr. Bryson, who will have a well-furnished sample-room in connection with the office, and will forward orders promptly for filling at the main house in Montreal. The firm are highly satisfied with the success of their branch here, but feel that fuller assortments can be supplied from the central warehouse than it is possible to keep in stock at a distant branch.

A feather duster disperses but does not remove the dust from the store.

Soap and water are cheap, but soil on goods is expensive.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.

The neglect to look after minute details in the factory is a source of great loss to many producers.



Largest German Manufactory of Balls.

F. FISCHER,
Schweinfurth a/M Germany.

Specialty: Cast Steel Balls for Velocipedes; supplied at the cheapest prices. Cast Steel Balls produced from the finest English Diamond Steel, guaranteed as uniformly round and of unsurpassed tough hardness.

Daily Production 1,000 gross.

It is intended to give the exclusive agency to a substantial firm in America. Offers should be addressed to the Manufactory.

P. CORRIDI,

Accountant, Auditor, Etc.

EXPERT AUDITING, BUSINESS INVESTIGATIONS and GENERAL ACCOUNTANCY
A SPECIALTY.Accounts Adjusted, Books Opened, or Audited.
Books written up. Trial Balances and Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

Tulloch & Co'y

Manufacturers' Agents and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian
firms interested in any of the above
lines

CONSIGNMENTS OF PRODUCE SOLICITED.

eow

P. DOTY & SON,

Successors to

W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root**BASKETS****P. DOTY & SON**

Oakville, Ontario.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW

It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.

SUBSCRIPTION
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J.B. McLEAN CO. (LTD) PUBLISHERS.

Here it is again---FORBES' NEW PATENT,

ACHIEVED !**ACHIEVED !****ACHIEVED !!**

Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all
sizes and kinds. Produces an immense white
steady flame.

Makes no smell--Perfect combustion—No dirt Pocket.

Hence no bodies of insects to fry and
stink unseen and unsuspected.

Better than Gas or Electricity.

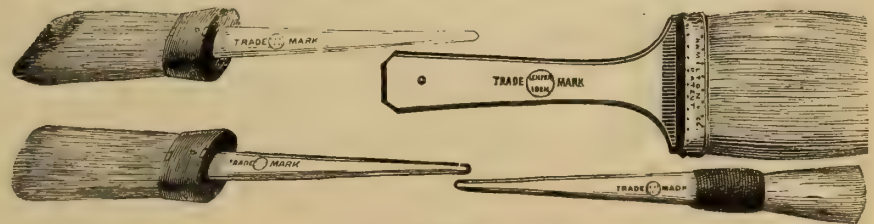
WRITE FOR PRICES.

For lighting Stores, Shops, Churches, Factories, etc. use
the Mammoth size.**GOWANS, KENT & CO.,**

Crockery, Glass and Lamp Goods Dealers.

Toronto and Winnipeg.

PAINTERS' BRUSHES,



TRADE

SEMPER
IDEM

MARK

We manufacture the **Best Brushes** only, and guarantee
the Quality, Weights, and Sizes of all Brushes bearing our name,
and the above Trade Mark. Samples can be seen and full particu-
lars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street
West, Toronto.**HAMILTON & CO.,**

96 Clerkenwell Road, London, England

THE THOMAS NUT LOCK.

This lock was invented by Charles H. Thomas, a mechanic in the I. C. R. machine shops in 1889, and is manufactured by The Thomas Nut Lock Co., Ltd., Moncton, N.B.

In July, 1889, a few were placed on the track of the I. C. R. in the station yard at Moncton, N.B., in a very trying position on the main track, and some on a bridge on the road to St. John. About last April 2,000 were ordered and supplied to the I. C. R. and sent out to all the track men and placed on each section, and also some on bridges, and also on cars and brake beams. Reports were afterwards handed in by the track masters and others, and they were all of a most satisfactory nature, and show that the lock did all that was required of a nut lock, and many reported it to be the best lock they had tried.

They have also had it in use by the Thompson-Houston people on their electric cars in Boston, and their reports are very encouraging to the makers, and are completely satisfactory as to the working and efficiency of the lock.

It has also been on trial on the track and cars of a number of railways running out of Boston, with the most satisfactory results.

The lock has thus been tested in actual use for over a year and a half with most satisfactory results, and they have not heard

of one failure, so that they think they can take it for granted that the lock is perfectly efficient in every respect.

They are of the opinion that it is also the most complete and efficient nut lock on the market, and superior in all respects to its rivals, particularly in the following points :

1st. It is universal in its application, and can be used on bolts in any position, perpendicular or horizontal, on any kind of work, structure or machinery, carriages, farming implements, etc.

Second. It is simple in construction and cannot be supplanted or improved on very easily.

Third. It can be applied to existing works, cars, etc., without any change in any of the works, or even taking off the nuts, and thus entails no additional expense by its adoption.

Fourth. By the security it gives, a saving can be made in men, and also it will reduce somewhat the weight of cars by doing away with double nuts, and also gives greater safety to all railway works and machinery.

Fifth. In use on the track it admits of slackening and tightening the nuts without moving the lock.

Sixth. It is not effected by the weather and is as efficient in winter and summer, or in any climate.

The lock is applied after the nut, the side with free hole goes next the nut, and, as the lock is screwed up, it closes the members to

within about one-sixteenth of an inch, and as it acts on one side of the nut with a strong pressure, it distorts the nut on the thread, and the pressure also reacts on the member with the thread in it and throws it across the thread, so that it has many times the pressure and active distortion of any other nut lock, and as it acts independently it is not effected or loosened by the wearing of the bolt, but has a tendency to follow up and takes up any slack that is made.

It is made of good spring steel, and is strong and durable, and when removed can be put in use again as good as ever. The manufacturers feel confident that this invention is destined to come into general use. Patents have been taken out in the United States, Canada, England and the principal countries of Europe, and it is the intention of the company to place the lock on the market in England and the Continent, and to either manufacture and sell, or sell the patents, or to dispose of it in any way that may be found best.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

A. ALLAN, Pres.

J. O. GRAVEL, Sec.-TREAS.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting

For the Dominion of Canada.

Superior Quality Rubber Goods.

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; J. J. MCGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.

SOMETHING NEW IMPROVED SANITARY BATH



No 1.

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

PRICES

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.
DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	\$27 50	\$29 50	\$31 50
Extra for decorating.....			2 50

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON,

Wholesale Dealers in
Plumbers' Supplies,

TORONTO, CANADA.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail
Orders. Mention this Journal.

Important!

If you handle Oil Colors in
Tubes, you do not yet know the
advantages of this branch of your
trade unless you buy from

The Art Metropole
131 YONGE STREET,
TORONTO.

JOHN WILSON'S
Butcher Knives
and Steels,
Farriers' and
Shoe Knives
Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.
FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS
DRAIN PIPES
English and Scotch (all sizes).
FLOOR TILES, BUILDING
SANDSTONES,
CALCINED PLASTER
Builders' and Contractors' Supplies of every
description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,
Yards:
McGill, Wellington, Grey Nun and Youville sts
MONTREAL.

It is well-known

That successful Doctors read all the latest
medical books and papers and go abroad
occasionally to study. Successful lawyers
read legal publications to learn the latest
legal decisions and points constantly crop-
ping up. Teachers, clergymen, druggists,
architects, all read the publications issued in
the interests of their profession. They must
do so to keep up with the times.

The same applies to hardware merchants
and manufacturers. They must not only
read the best papers published in their in-
terests but must also watch the advertise-
ments closely. There they learn the rise and
fall in prices; latest trade news and methods
of buying, handling and selling goods,
so that they may make the greatest profit.
A Doctor reads much that he already knows,
so does a lawyer. So does a member of any
of the other professions. So will a merchant.
It is often the issue of the paper he misses
that is worth dollars to him. His best and
safest policy, therefore, is to subscribe for
his trade paper.

The only exclusively hardware paper is
HARDWARE, issued weekly, subscription
price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We have just received fine line of POCKET CUTLERY special brands, "MAPLE LEAF" equal
to anything in the market, also full line of Carvers in cases, of RODGER'S, LOCKWOOD'S and
BUTLER'S make, and complete line of PLATED WARE. We also solicit enquiries for prices on
SKATES, SLEIGH BELLS, SNOW SHOVELS, FIRE IRONS and STANDS, etc., etc.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
No. 1 RUMFORD PLACE, - LIVERPOOL.



SALES MADE OR PENDING.

F. Forest & Co., general merchants, Joliette, Que., have sold out.

The Anglo-American Mfg. Co., woodenware makers, Whittenberg, N. S., have sold out.

PARTNERSHIPS FORMED AND DISSOLVED.

Morin & Cardinal, tinsmiths, Montreal, have dissolved.

Newell & Blanchard, hardware dealers Carman, Man., have dissolved and are succeeded by Newell and Miller.

Price & McMurtry, dealers in hardware and house furnishings, St. Thomas, Ont., have been succeeded by Geo. A. McMurtry & Co.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Michael Hayes, general merchant, Sheenboro, Que., has assigned.

John Hamilton, general merchant, New Glasgow, N.S., has assigned.

Martin Fils & Co., general merchants, Rimouski, Que., have assigned.

L. B. Methot, general merchant, Fraserville, Que., is offering to compromise.

Demand of assignment has been made upon Mrs. B. Beaudoin, Champlain, Que.

W. R. Scott & Co., grocers and hardware dealers, Grand Valley, Ont., have called a meeting of their creditors.

A HINT TO HARDWARE CLERKS.

The young man who is to-day employed, in any capacity, in a hardware store, large or small, and especially in the larger establishments, has a most inviting field to cultivate. Strange as it may seem, it is a fact, nevertheless, that the average young, and many of the older, hardware men, are not familiar with what might be called the technicalities of the business in which they are engaged. Of course there are a certain number of men who are well posted in every branch of the trade, and who cannot be picked up off hand and caught napping, by the shrewdest of querists. But the greater majority do not seem to think it necessary to acquire a thorough knowledge of every article, from the tack to the heaviest piece of hardware in the store, save the knowledge that it ranks as hardware. That is what makes the field so inviting. The ambitious young man who acquires the knowledge that so few possess, must eventually attract attention, and his salary will increase, while his fellow employes will wonder why he should be thus favored. It is the man who understands his business thoroughly, in its minutest details, who is always in demand.

It is his capital, and he has enlarged it by application as does the merchant enlarge the money capital he has invested in his business. This is especially applicable to the hardware business at the present time. It may prove a valuable hint to many young men.—Stoves and Hardware Reporter.

AN OVER PRODUCTION OF PIG IRON.

On July 1st of the present year the estimated production of the blast furnaces of the United States had reached the lowest point in several months. It represented a weekly capacity of 113,483 gross tons, or at the rate of 5,901,116 tons per annum. On June 1st we were producing at the rate of

7,632,774 tons per annum, and on July 1st by another two million leap we had gone up to the nine million ton mark. The increase continued to manifest itself October 1st, and on the first of November we were producing the greatest quantity of pig iron on record or at the rate of 9,759,620 tons per annum. That a rapid accumulation of stocks is taking place must be evident to the most casual observer, since the pig iron markets have been notoriously weak for several months past. Incomplete figures show that the accumulations of unsold pig iron on the 1st of November footed up 293,245 tons, the largest figures reached this year for the number of stacks reporting.

The two valleys are quite active at the present time. Of the 33 stacks in the Shenango and Mahoning valleys 22 are reported in blast, with a combined weekly capacity of 21,221 gross tons, or nearly 80 per cent. of the full capacity.—Iron Trade Review.

THE HALIFAX SHOVEL Co., LTD., HALIFAX, N.S.

Sole Makers of Fenerty's Patent Socket Shovels, Spades and Scoops.

Here is what the users say :

HALIFAX, N.S., April 1st, 1891.

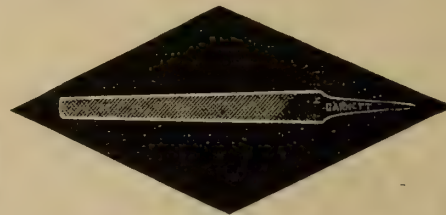
Messrs. HALIFAX SHOVEL Co., Limited, Halifax.

Dear Sirs,—Your make of Shovels (Fenerty's Patent) is just what we want for our draw kilns. We use no other, and always recommend them. They are fine goods. Not the least of their many merits is that a broken handle can be so easily replaced.

Yours truly,

BRAS D'OR LIME COMPANY, LIMITED,
A. MILNE FRASER, Secretary.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.

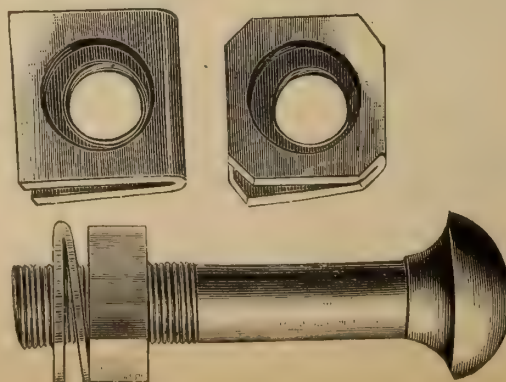
MACHINE BAND SAWFILES.

CHISEL POINTED SAWFILES.
CLIMAX SAWFILES.

GREAT AMERICAN CROSS-CUT SAWFILES.
GULLETING SAWFILES.
LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.




THE THOMAS NUT LOCK (Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

OFFICES: 100-102 Reade St., New York, U.S.A.



KEARNEY & FOOT CO

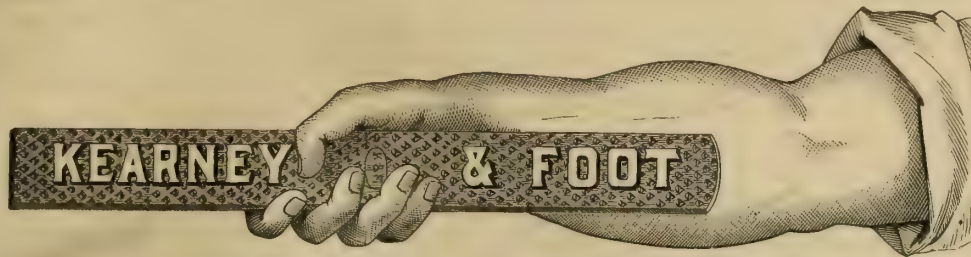
Manufacturers of **FILES AND RASPS.**

Superior quality fully guaranteed.

Illustrated Catalogue
Price Lists mailed on
application.

WORKS: Paterson, New Jersey, U.S.A.

CAPACITY OF WORKS:
1,200 doz. per day.



PLEASE MENTION THIS PAPER WHEN WRITING US.

You can lose more than we do
by not subscribing for this paper.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

TAPER TOOTH.

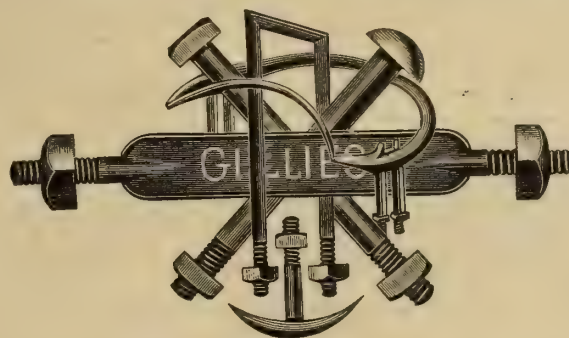
Write or Prices or Telephone 5120.



A. B. JARDINE & CO.,
Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.**BOLTS****FORGINGS**

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts, Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES

Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

TORONTO ENG CO

CUTLERY.

Good Assortment, splendid value.

CARVERS, with or without cases, a specialty.

A. C. LESLIE & CO.,

Manufacturer's Agents,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

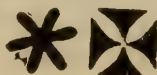
CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures None are genuine unless bearing the

TRADE



GRANTED

MARK.

1764.

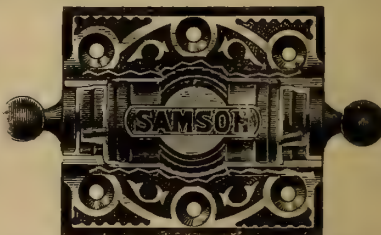
BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.

THE LATEST



AND BEST

Shepard's "SAMSON" Spring Hinge
(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental. Simple construction, extra strong.

Sole Manufacturers—SHEPARD HARDWARE CO., Buffalo, N. Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S.	Per box
I.C., usual sizes	\$6 00 \$6 25
I.X., "	7 25 7 50
I.X.X., "	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X., "	5 50 5 75
I.X.X., "	6 50 6 75
I.X.X.X., "	8 25 8 50
D.C., 12 1/2 x 17	4 50
D.X., "	5 75
D.X.X., "	6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.

essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75

Charcoal Tin Boiler Plates.

Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6 1/2c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates.

72x30 up to 24 gauge	6 1/2 7
26 "	7 1/2 7 1/2
28 "	7 1/2 8

Iron and Steel.

	Base Price.
Common Iron, per 100 lb	\$2 05 2 10
Refined "	2 45 2 55
Horse Shoe "	2 50 2 55
Band "	2 50 2 65
Hoop "	2 65 2 80
Swedish "	4 00 4 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 00 3 25
Best Cast Steel, per lb.	0 13 1/4 0 14
Russian Sheet	0 10 1/4 0 12
Tank Plates	2 00 2 25
Boiler Rivets	4 50 5 00

Boiler Tubes.

2-inch	10 1/2c
1-inch	15

Boiler Plate.

1/2 inch	\$2 45
5-16 "	2 35
3/8 " and thicker	2 25

Sheet Iron.

1 to 20 gauge	2 1/2 3
22 to 24 "	2 1/2 3
26 "	3 1/2 3 1/2
28 "	3 1/2 3 1/2

Canada Plates.

Blaina	1/2 bright 2 90 3 00
Abercarne	3 00 3 10

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 62 1/2 per cent.	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb	5, 5 1/2
26 gauge, "	5 1/2 5 1/2
28 "	5 1/2 5 1/2

Gordon Crown—	
16 to 24 gauge, per lb	5, 5 1/2
26 gauge, "	5 1/2 5 1/2
28 "	5 1/2 5 1/2

Note.—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb	6 1/2 6 1/2
" 1/2 "	5 1/2 5 1/2
" 5-16 "	4 1/2 4 1/2
" 7-16 "	4 1/2 4 1/2
" 1/2 "	4 1/2 4 1/2
" 3/4 "	3 1-5
" 1 "	3 1-5

Trace, per doz. pairs	\$3 60 5 90
German coil, per 100 ft	1 65 2 70

Jack chain, iron, single, per doz yards	0 13 0 50
---	-----------

Jack chain, double, per doz yards	0 15
-----------------------------------	------

Jack chain, brass, single, per doz yards	0 20 1 10
--	-----------

English B.S.	0 14 1/2 0 15
--------------	---------------

Copper—Ingot.

Bolt or Bar.	
Cut lengths, round, 1/2 to 1 in.	\$0 22 \$0 25
round & square	
1 to 2 in	0 20 0 23
Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.	

Sheet.

Untinned, 14 oz. and light,	
16 oz, 14x48 and 14x60	\$0 17 0 18

Untinned, 14 oz. and light,	
16 oz, irregular sizes	0 18 0 19

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x	
48 and 14x60	0 29 0 30

Brassiers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22

" 35 to 45 "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T.K. Pitts.	
Plain Tinned, per lb	0 23

Spun	0 27
------	------

Wire.

Pure, in coils—	
From 1 to 20 gauge	0 25 0 27

From 20 gauge, up	0 28 0 30
-------------------	-----------

Brass.

Roll & Sheet, 14 to 26 gauge.	0 21 0 25
-------------------------------	-----------

" 27 to 30 "	0 23 0 29
--------------	-----------

" 30 and up "	0 26 0 32
---------------	-----------

Sheets, hand-rolled 2x4 ft.	0 25
-----------------------------	------

Zinc Spelter.

Foreign, per lb	0 05 1/2 0 06
-----------------	---------------

Domestic "	0 05 1/2 0 05 1/2
------------	-------------------

Zinc Sheet.

5 cwt casks	0 06 1/2 0 06 1/2
-------------	-------------------

Part casks	0 06 1/2 0 07
------------	---------------

Lead.

Imported Pig, per lb	0 04 0 04 1/2
----------------------	---------------

Domestic "	0 03 1/2 0 04
------------	---------------

Bar, 1 pound	0 25 0 05 1/2
--------------	---------------

Sheets, 2 1/2 lbs, per square ft,	
-----------------------------------	--

by roll	5 00 5 25
---------	-----------

Sheets, 3 to 6 lbs, per sq ft,	
--------------------------------	--

by roll	4 75 5 00
---------	-----------

Note.—Cut sheets half cent per lb extra.	
--	--

Pipe, by the roll, usual weights	
----------------------------------	--

per yard, lists at 7c per lb and 25 p.c.	
--	--

discount.	
-----------	--

Note.—Cut lengths, net price; ton lots	
--	--

25 and 5 p.c. dis.; waste pipe, in 7 ft	
---	--

lengths lists at 7 1/2c.	
--------------------------	--

Solder.	
----------------	--

Half-and-half (guar.) per lb	0 17 0 19
------------------------------	-----------

Crown	0 16 0 18
-------	-----------

Note.—Prices of this graded according	
---------------------------------------	--

to quantity. The prices of other quali-	
---	--

ties of solder in the market indicated	
--	--

by private brands vary according to	
-------------------------------------	--

composition.	
--------------	--

Antimony.	
------------------	--

Cookson's, per lb	\$0 15 1/2 0 16
-------------------	-----------------

Other makes "	0 14 1/2 0 15
---------------	---------------

White Lead.

Pure, Assoc. guarantee, ground	
--------------------------------	--

in oil, 25 lb. Irons, per lb.	5 1/2 5 1/2
-------------------------------	-------------

No. 1 Do.	0 5
-----------	-----

No. 2 Do.	0 4 1/2
-----------	---------

No. 3 Do.	0 4
-----------	-----

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)	
--------------------------------	--

Pure, per gallon	\$1 05 \$1 10
------------------	---------------

2nd qualities	0 85 0 90
---------------	-----------

Colors in Oil.

(25 lb tins, Standard Quality.)	
---------------------------------	--

Venetian Red, per lb.	0 05
-----------------------	------

Chrome Yellow "	0 11
-----------------	------

Golden Ochre "	0 06
----------------	------

French "	0 05
----------	------

Marine Black "	0 09
----------------	------

" Green "	0 09
-----------	------

Chrome "	0 08
----------	------

French Imperial Green "	0 14
-------------------------	------

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt	1 40
--------------------------------------	------

" (J.F.L.S.) "	2 75
----------------	------

Venetian Red (R.C.2) "	1 50
------------------------	------

Ven. Red, Cookson's "	1 80 1 90
-----------------------	-----------

English Oxides "	3 25
------------------	------

American "	2 25
------------	------

Paris Green, per lb	0 08
---------------------	------

Burnt Sienna "	0 08 1/2
----------------	----------

Burnt Umber "	0 05
---------------	------

do pure "	0 08
-----------	------

Drop Black "	0 09
--------------	------

Chrome Yellows "	0 12
------------------	------

" Greens "	0 12
------------	------

Golden Ochre "	0 03 1/2
----------------	----------

Varnishes (in bbls).	
-----------------------------	--

No. 1 Furniture, per gal.	0 70
---------------------------	------

Extra "	1 00
---------	------

Brown Japan "	0 70
---------------	------

do Turpentine "	0 90
-----------------	------

No. 1 Carriage "	1 50
------------------	------

Gold Size Japan "	1 40
-------------------	------

Pure Orange Shellac "	2 00
-----------------------	------

Hard Oil Finish "	1 50
-------------------	------

Linseed Oil (in bbls)	
------------------------------	--

Raw, per gal	0 57 0 58
--------------	-----------

Boiled "	0 60 0 61
----------	-----------

Turpentine (in bbls)	
-----------------------------	--

Selected Packages, per gal.	0 55 0 56
-----------------------------	-----------

Castor Oil.	
--------------------	--

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.

Canadian, dis. 7½ p.c.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled 3 60 7 30
Saddlers', " 0 45 1 60

Awl Hafts.

Patent Peg, per gross 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millar's Falls, per doz. 2 80 8 30

Axes.

Per box 6 00 12 00

Axle Grease.

Per gross 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis. 45 and 50 p.c.

Farm.

American, each 2 00 5 00

House.

American, per lb. 0 55 0 40

Bellows.

Hand, per doz 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 p.c. cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.
Jennings' Gen, net list to 5 p.c. cent dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex per doz. 1 25 1 75
Masco " 1 35 1 85
Erminie " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis. 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis. 45 to 50 p.c.
Elevator, dis. 35 to 40 p.c.
Machine, dis. 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's 6 00 7 75
Barber's Ratchet 10 00 11 00
Farmers' 2 00 2 75
Millar's Falls 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs 0 50 3 40
Berlin Bronze Cana'n 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis. 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8 " 6 00
" No. 9 " 7 00
Queen City 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Butts—Brass.

Wrought Brass dis. 60 and 10 o 70 p.c.
cent

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.
Wrought Steel.
Fast Joint, dis. 60 & 5 to 65 p.c., dis.
Loose Pins, " 60 & 5 to 65 p.c., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards " 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World " 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50 p.c. } to 50 and 5
Plate " dis. 50 p.c. } per cent.

Cattle Leaders.

No 31 and 32, per gross 8 50 11 25

Cement.

Portland, car load lots 2 70
Thorold " 1 10
Queenston " 1 10
Napanea " 1 10

Chalk.

Carpenters' Colored, per
gross 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red " 0 05 0 06
Crayon, per gross. 0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy, dis. From factory 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.

Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box 3 60 13 00

Side 3 60 4 00

Enterprise, No. 0. 1 35

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 0

Coil, per doz. 0 88 1 60

English, " 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Breast.

Millar Falls, per doz. 16 00 51 50

P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.

Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcetts.

Cork Lined, per doz. 0 30 0 60

Wine, per doz. 1 30 2 25

Star, " 2 80 3 90

Fenns Corkstops, No 2 p.doz. 1 70

Petroleum, per doz 4 50 6 50

Files and Rasps.

Kearney & Foot's discount Am. List

50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.

Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Toronto File Co., 50 and 10 to 60 p.c.,
Amer. list.

Jowitt's, dis. Can. list, 25 p.c. to 27½ p.c.

Horse Rasps, Kearney & Foot's dis

Am list, 50 p.c. 50 p.c. to 50 and 5 p.c

Horse Rasps, dis. 45 p.c. Amer. | Hellors
50 p.c. Can. |

Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Horse Rasps, Toronto File Co., 50 and
10 p.c., Amer. list.

Fluting Machines.

Each 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz 4 00

Enterprise, discount 10 p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star. Per 50 ft. 1.40 2.70 2.00

Per 100 ft. 1.55 3.00 2.25

Double Diamond Per 50 ft. 5.00

Per 100 ft. 5.50 6.00 6.75 7.50 8.50 9.50 10.50

Pilkington.

Ordinary.

1st break 28 65

2nd " 3 90

3rd " 4 60

4th " 4 95

5th " 5 40

6th " 5 90

7th " 0 50

Picture Glass.

Pilkington's ordinary.

1st break 4 30

2nd " 4 70

3rd " 5 40

4th " 5 90

5th " 6 50

6th " 6 90

7th " 7 70

Glue Pots.

Tinned, each 0 30 0 90

Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.

Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz 1 10 1 50

Sledge

Canadian, per lb. 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz 00 3 50

Store door " 1 00 1 80

Chest, per doz pairs 0 40 2 50

Chisel.

Firmer per gross 3 00 4 50

Socket Firmer " 3 25 8 00

Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz 1 00 1 25

Plane.

American, per gross 3 15 3 75

Hammer and Hatchet.

American, per doz 0 50 0 80

Cross Cut Saw.

Canadian per pair 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.

" Shepard's Noiseless, dis. 60 p.c.

" Buffalo, dis. 60 to 70 p.c.

Light T and strap, dis. 62½ to 65 per

Heavy, per lb. 0 4½ 0 05

Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets

Screw, Eureka 13 1 80

Gate, Clark's 1 50 2 20

" Shepard's, dis. 50 to 60 p.c.

Per doz. pairs

Spring 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoos.

Garden, Mor ar, etc., discount 40 per

cent. Planter doz 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz 0 50 1 10

Clothes Line, " 0 27 0 63

Harness, " 0 72 0 88

Hat and Coat, per gross. 1 00 3 00

Chandelier, per doz 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can

dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.

Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 60 to 60 and 10.

Horse Shoes.

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new
list.

Copper, per lb 0 40 0 45

Enamelled Can. 50 p.c.

American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross. 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz .. 2 75 3 25

Bronze, Gem, " 6 00 9 00

Lava, " 8 75 10 00

Shutter, porcelain, F. &
T. screw, per gross. \$1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " 1 87 3 85

King, wood, " 2 75 2 90

" glass, " 4 00 4 50

All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent. 30 per cent. to
33½ per cent.

Paalock.

English and Am. per doz 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent. 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vitæ, " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Outter

Enterprise, American dis. 17½ to 20
per cent. dis.

Canadian, 37½ to 40 per cent.

Home, each 42 2 35

Mining Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price 2 20

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

Square, round and octa-
gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " 0 18 0 18

Canada W.W. " 0 20

American W.W. " 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter 2 25 3 60

Picks

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis. 45 to 50 per
cent.

Wood, fancy Canadian, or American
35 to 37½ per cent.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " 22 33

Screw 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz 1 00 1 85

Conductors " 9 00 15 00

Tinner's solid, per set 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½

Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to
50 p.c.

Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ p.c.

Rivet Sets.

Canadian, dis. 30, 35 p.c.

Rope

Per lb. Sisal. Manilla

7-16 in. and larger. 9½ 9½ 13 13½

¾, 5-16, ¾ in. 10 10½ 13½ 13½

3-16 in. 10½ 14

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute 08 08½

Rules.

Boxwood, dis. 75 & 10 to 80 p.c.

Ivory, dis. 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

" N. P. 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A. sand, 30 p.c. to 30 and 5 p.c.

Emery, per quire 55 90

Sash Cord

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 24 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50

Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. " 72½ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz 3 25 4 00

Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Ætna, dis. 75 @ to 75 and 10 per cent

Heinisch 60 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 37½ per cent. to 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes 3 25

" 1 and ½ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons, per gross 7 50 12 00

Dessert " 21 00

Table " 30 00 30 00

Dessert Forks, " 24 00

Medium " 27 00

Table " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 25 50

Hindustan, per lb 0 06

" Slips, per lb 9

Labrador, per lb 0 13

" Axe, " 0 15

Turkey " 0 50

Arkansas " 1 50

Water-of-Ayr " 0 10

Scythe, per gross 3 50 5 00

Grind, per ton 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimpe, blued, dis. 35 p.c.

" tinned, dis. 45 p.c.

Swedes' iron, bl

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.

TRADE MARK FOR



HOLLOW WARE.

REGISTERED
TRADE MARK FOR



KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

TRAVELLERS

SHOULD SEND 25C. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

Hardwares, Please stock
Spooner's PHENYLE Disin-
fectant Deodorizer and Germicide
Powder (Bannerman's Patent).

The most effective known to Modern
Science. Prevents disease and "Sweetens
things generally" urgently needed in epi-
demic localities. Send for information,
everyone can afford it. (Brother-in-law to
Copperine), good seller winter and summer.
Nicely put up.

ALONZO W. SPOONER,

Maker for Dominion.
Port Hope, Ont.

How to Sell Goods

Send Ten Cents to the HARDWARE PUB-
LISHING Co. for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose
the above.

Commercial Travellers.

To any traveller who will send us one
new subscriber for three months we will
send all the back numbers of the paper con-
taining "Drum Taps." A most entertain-
ing sketch of a week spent on the road by a
well-known American Traveller.

Plate Glass

ALL SIZES IN STOCK.

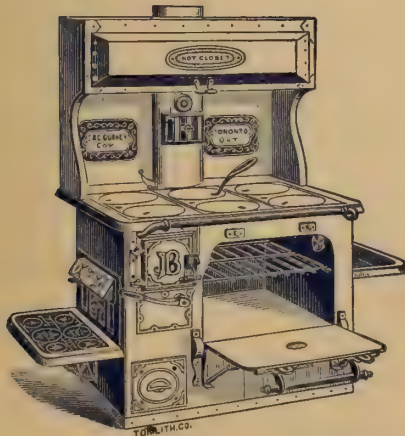
MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,
72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

The John Bull Steel Plate Range.



The Latest and Best

No Show Room Complete without a sample
of this elegant and useful line of stoves.

Made in all Styles and Sizes
for Family, Restaurant
and Hotel use.

Single, Double, Triple Ovens, with or without
Hot Closet, Broilers, Reservoirs.

FOR SALE BY ALL THE LEADING DEALERS.

—MANUFACTURED BY—

The E. & C. Gurney Co., Ltd., Toronto.

TRAVELLING MEN

WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the
writers's experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams
kept on hand.

The Buffalo Hot-Water Heaters.

Thoroughly tested, very economical and efficient. The most perfect boiler yet produced.

For Prices apply to

H. R. Ives & Co.,

Hardware and Stove Manufacturers,
MONTREAL.



THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"

BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD., MANUFACTURERS,

MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.
H. D. WARREN, Pres. and Treas. CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co. OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO.
43 Yonge St., - - TORONTO.

IRON WIRE. !

Bright,

Annealed,

Oiled,

Spring,

Galvanized,

Tinned,

Coppered,

Also Wire Fencing and Staples.

Write for Prices to



Box 1964, Montreal, or
27 Front St. E., Toronto.

STEEL WIRE !

—FOR—

Telephone,

Telegraph and

Electrical purposes.

—FOR—

Nails,

Rivets

Mattresses,

Brooms,

Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

COPPER WIRE !

DEC. 12, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED WEEKLY

HARDWARE



THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

NO. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

We have full Stock of

Acme Skates,
Achieved Skates,
Hockey Skates.

CUTLERY AND PLATED FLAT WARE.

Carvers in Sets and Cases.

Telegraph Orders will have immediate attention.

RICE LEWIS & SON, LIMITED.

General Hardware Merchants.

TORONTO.

WASP.



Three sizes with extra heavy Fire Pots, 10, 11 and 12 inches in diameter. Two largest sizes have flues and damper in top which controls and keep a continuous fire. Low in price.

**THE CHOWN & CUNNINGHAM CO'Y
LIMITED,
KINGSTON, ONT.**

WESTERN AGENTS:

THOS. DAVIDSON & CO.,
11 Front St. W., Toronto.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, DECEMBER 12, 1891

No. 50

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,

FINE MAGAZINE PRINTERS

AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clèmes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

THE TRADE IS SOLID.

The trade climate of this country appears to agree very well with retail hardware men. Its atmosphere may not be exhilarating, but it must be pronounced healthy. The hardware trade, taken all over Canada as a whole, is probably the soundest in the country. That is satisfactory. The evidences that is a fact are to be found in the periodical reports of the mercantile agencies. The present fall has been a trying one to all traders whose assets were chiefly locked up in book accounts. The strain of competition upon a business so handicapped is hard to withstand, and the number of grocers, dry goods men, general merchants and boot and shoe dealers who succumbed to it last month is a very large one. The entries in the failure record, are we are glad to see, seldom diversified with the names of hardware dealers. In support of the bearing of this evidence upon the condition of the retail hardware trade, the general comments of travellers may be taken; these very generally agree in according to that trade considerable credit for the vigor it shows.

There are manifest reasons why fewer failures should occur among hardware dealers than among most other classes of retail merchants. In the first place, they are far less numerous than general merchants, grocers, dry goods traders, or boot and shoe dealers. Even if the same percentage of them failed as do fail in those other trades, the names in a miscellaneous list including all, would make a small showing by comparison with the

total number in any of the other trades named. But they plainly do not fail in as great a proportion as the others. If they did, the effect upon the wholesale hardware trade would be as depressing as the effect of failures upon the wholesale boot and shoe or wholesale dry goods trade, both of which in recent years have had a hard experience of losses through retail failures. Strongly safeguarded as the wholesale grocery trade is against chances of dropping money in this way, individuals in that trade have felt the weakening effects of accounts that yielded fewer dollars than were written off.

One cause of the comparatively and generally strong vitality in the hardware trade is that there is less hap hazard in the business methods of those who are in it. They are usually trained men. The nature of the trade requires trained men for the conduct of it. Hence, those who enter it as principals are most commonly men who have served as assistants, and have mastered the details of it. It is otherwise very often with other trades. Men leave the plough to go into the general store or the grocery trade, and because they do not know the business, they frequently fail. They are consumers of the commodities they sell, and that is about all the qualification they have for selling them. The hardware trade does not seem to invite them, and it is well for themselves that it does not, for its possibilities for ruin are numerous in the hands of incompetents.

Since hardware men hold their own through dull times simply by force of their fitness, they should be able to do something more by developing that fitness.

IMPORTANCE OF LETTER ORDERS.

That some men do not succeed in business is not to be wondered at, when their style of ordering goods is looked at for a moment. We refer at this time of course to their letter orders, for who is it that does not have to order in that way occasionally? To

read some of the letters which it is the lot of the wholesale man to receive, would lead a person to believe that either it is in the minds of some of the retailers that a wholesale house carries in stock only one or two styles of the articles that are wanted, or else they are too lazy to write more. So we are led to say that a great deal of dead-stock is obtained by the means of the retailer not writing out his orders more definitely.

Now there are lots of men in Ontario today, who, when they want anything, say, for example, some padlocks, never think of stating whether it is a Scandinavian or an ordinary wrought iron lock that is required; also, when ordering such articles as halter chains many omit to state whether they wish them light or heavy, and what length is needed. We could go on in a similar manner all through the lines of shelf goods. Now, such a system as that cannot but help a man to get loaded up with a lot of goods which are not what he wanted. As in the first instance mentioned above he may be requiring a Scandinavian padlock, but as he does not say so he receives a different style, or in the second place a short heavy chain may be wanted, whereas he is sent a long light one, and as it is all his own fault he has not the option of sending them back.

Now that such orders as we have mentioned should be received so often by the wholesale trade we think is a great mistake, as there is no good excuse which can be offered as to why it should be so, as there is surely no hardware man in this country who is not the happy possessor of a hardware catalogue of some style or another.

If perchance we are mistaken, and there does exist some one who is so far behind the times as not to have such a book around his store, to such a one we should say: Arise, oh sleeper, shake off the dust of the past ages, and hasten to write to some wholesaler, who will be happy to send you one of his catalogues, over which we would advise you to ponder well. We should never forget the saying that an article well bought is half sold. So we would say to all those who have been sending in to the wholesale house such orders as we have endeavoured to write about, not to put faith in another when buying goods, as there is no necessity for it.

HEAVY STOCKS OF TERNE PLATE.

The position and extent of terne plate stocks in Montreal are peculiar for the season. Fairly reliable estimates place them between 4,000 to 5,000 boxes, and this is a larger quantity than is usually carried through the winter at that centre. The causes, however, which led up to this condition were exceptional, so that importers were misled to a certain extent. They anticipated that a fair percentage of the above quantity would be absorbed before the close of navigation leaving them with handy stocks to carry over the winter, but something occurred which put their calculations entirely out. It will be remembered that the Customs department suddenly decided early in the fall that terne plates, which previously had been free, were dutiable and subject to the same rate as Canada plate, viz., 12½ per cent. This sudden decision was the hitch that upset all calculations. Merchants had ordered the usual quantity ahead, but of course advanced prices when the duty was assessed and since then business has fallen off to an appreciable extent, resulting in the large stocks referred to. This condition however may be accepted as temporary only, and will work itself out all right in its natural course. But in the meantime merchants have to carry their stocks.

THE IRON TRADE DULL.

There is an entire want of animation in the iron trade in Montreal at the moment, and dealers are so tired of the dullness that they would very likely consent to substantial concession if there was any hope of business resulting. Of course there is some jobbing trade doing but its volume is so limited as to make it hardly worth mentioning. The wholesale houses are engaged in stock taking at present, so that there is little doing in shelf goods, except in a sorting up way, and no improvement is anticipated in this connection until the turn of the year. With these conditions ruling, therefore, there is nothing interesting to note either as regards the tendency of values or the course of business. Prices generally are nominally without change, except copper, the heavy feeling of which is unmistakable both in Montreal and elsewhere. Consequently values on it are marked down somewhat, and it is not at all unlikely that a buyer could secure further concession if he desired it and his order was tempting. From primary markets, reports on all lines are rather on the blue side. The financial disturbances in various quar-

ters have evidently adversely affected the British iron and metal trades, for according to all accounts, prospects do not promise very much over there in the near future, the last Board of Trade returns being very depressing. Another stoppage of the tin plate works in Wales is being discussed as probable, but when the complications that arise through the one last summer are considered we incline to the opinion that it is unlikely, but it is quite probable that the make may be cut down somewhat. On the whole, present indications point to a low place of value generally on the first new supplies next spring. In the meantime, however, these unfavorable conditions can have no effect on values, and it is a question whether a buyer could not place an order more advantageously at present for delivery from stocks in the country than in the course of a week or so. Our reason for holding this opinion is that dealers are in a very accommodating humor at present, which may alter when the movement of business increases.

A GRACIOUS MANNER.

The merchants who keep their customers at a distance, holding little or no communication with them except through the mediation of employes are not confined to the retail ranks of trade. There are wholesalers who err gravely in this respect. Salesmen frequently complain that, in the race for business against other salesmen, they are handicapped by the coldness or the invisibility of their principals, and account for the triumphs of competitors by pointing to the genial prominence of the place held by employes of these in all transactions between the house and the customer. The salesman, either in the house or on the road, can sell more goods if he has an urbane, approachable chief as coadjutor. The latter need not necessarily take a hand in the selling, but a little friendly attention to the customer from him will materially aid the salesman, and will certainly popularize the house more than any other habit. Travellers have no trouble in breaking the ice with a retailer, if they find him disposed to refer with pleasure to his reception at the wholesale warehouse represented. Heads of firms ought to remember that their representatives have to call on the retailers, and they should be as cordial and considerate in their welcome to visiting buyers as they would wish those to be to the wholesalers' visiting sellers. The reception of the retailer at the wholesale house has often a great deal to do with the way the traveller is received at the retail store.

There is all the difference between overdone flattery and courteous attention that there is between a coxcomb and a gentleman. It does not follow because sycophancy is detestable that disregard of the amenities is commendable. Not less objectionable than either extreme of manner is the patronizing air. Men of self-respect prefer to be

chilled by reserve rather than be flattered or patronized. It is what is due normal self-respect that the principal is called upon to render. That cannot be galling to his own self-respect. An over-loyal idea of his own personal importance is not what is usually dignified by the name self-respect, and it would be a misnomer if it should be so named. The wholesaler who can boast that he is personally acquainted with every customer he has is deserving of credit, not only for his good sense but also for his memory, as such a man is sure to have a longer list to keep in mind than most of his competitors. A pleasing manner costs little and yields big profits. All other things being equal, it gives immense advantage to a competitor, and though it cannot make up for quality, it can in many cases balance an unfavorable price.

We heard a retailer remark not long ago that, though he had traded for years with a particular house, he had yet to change the time of day with one of the principals of that house. The fact that he had traded for years there was no guarantee that he would always do so, and though he had no other fault to find than that of apparent lack of interest in him or his trade, he would no doubt have gone elsewhere with his custom but for the liking he contracted for one member of the staff who usually waited upon him. Rarely, indeed, a customer expects too much. An instance is recalled: Years ago a traveller for a certain house made periodical visits to the centre of a lumbering region, where the keeper of the general store was the right man in the right place. A strong, athletic fellow, he was easily capable of vanquishing any of the rough customers who resorted to his store for goods. He was far from polished in his manners, but he was an open-handed, jolly fellow, who gave the traveller in question a rousing good time upon every occasion that the latter came that way. The traveller always sold a very big bill of goods and always was promptly and fully paid. That trader came to the city when something was going on here, and of course went to the house that got so much of his money. He was an uncouth and rather forbidding man to look at, and when he announced himself was taken aback that no fuss was made over him. He was rather outspoken in the expression of his opinion about the dandified manners of the people connected with the concern, and asked for his friend the traveller, whom he had often received with the most uproarious hospitality. He could not understand why the latter should be so much more subdued than was his wont, but was treated well. He was disappointed, however, in not having the traveller for his companion in a hilarious spell of enjoyment, and from that time his custom fell away. This man looked for more than a cordial reception, and the house forfeited his trade because he was disappointed.

OUR LONDON LETTER.

LONDON, Nov. 21, 1891.

BRITISH TRADE STILL DEPRESSED.

Since the date of my last letter, Oct. 24, there has been no sign of a revival in our foreign or home trade. At the end of last month matters stood as under :

Imports, 10 months, 1890, £344,355,274 ; 10 months, 1891, £348,607,100 ; increase, £4,251,836.

This increase is mainly due to greater imports of food stuffs. Our imports have, however, been decreasing during the past few months—in October the decrease amounted to £872,807 as compared with October, 1890, or 2¼ per cent.—otherwise the present increase for the earlier months would have been much larger. Our export trade was as follows :

Exports, 10 months, 1890, £221,132,677 ; 10 months, 1891, £208,641,509 ; decrease, £12,491,168.

Of this decrease, £5,430,895 is due to the textile industry, and £4,393,691 to the metal trades. Our total exports to the States during the September quarter were £6,102,000, compared with £9,094,000 in October, 1890, when the returns were swollen by the hurry to deliver goods before the tariff came into operation. Taking the corresponding quarter of 1890, which was normal, there is still a decrease of 20 per cent. in our trade with the States. This may fairly be ascribed to the tariff. Our losses in other countries are ascribed to financial depression. Credit is shaky all over the world just now, and particularly so in London, the very heart of the financial system.

The exports of metals and articles manufactured therefrom to British North America have been as follows during the last 10 months :

10 months, 1890.	10 months, 1891.
Hardware and	
cutlery	£ 84,115
Iron, pig	105,039
Iron, bar, etc.	59,374
Iron, railroad.	572,372
Iron, hoops,	
sheets, etc.	138,309
Tin plates ...	186,381
Iron, cast and	
wrought and	
manufacturs	98,175
Steel, unwro't	111,950
Lead, pig, sh't,	
etc.	51,998
Tin, unwroug't	20,316
Steam engines	8,887
Machinery,	
general.	75,651

UNSATISFACTORY STATE OF THE LABOR MARKET.

For more than a year past the state of our skilled labor market has been unsatisfactory. Out of 243,358 operatives, at least 10,828 or 4.45 per cent., are unemployed. Last month (Oct.) the percentage was 4.48. This time

last year work was much more general and less men were unemployed. It is estimated that, next year, the proportion of those out of work will be 10 per cent. and that wages will fall. The demand for men in several branches of shipbuilding and engineering trades has fallen off considerably. A prolonged strike has happily been averted in the engineering trade on the Tyne, although at one time 20,000 men were out. The ostensible cause was alleged overtime, and the complaints were made by apprentices. The matter has now been settled by a large majority of the men voting against a strike on the overtime question. It is, however, only another phase of the eight hour movement. The tendency in our industries generally is towards systematic short time and not systematic overtime. It is largely a question of good management for each firm. No isolated movement can be made by any one European country towards shortening hours, in face of the excessive competition.

THE TIN PLATE SITUATION.

I hear that Bolckow, Vaughan & Co. have begun to manufacture tin bars at Eston for the Welsh tin plate makers. Years ago a similar attempt was made and failed. Orders for 5,000 tons of tin bars have already been received for delivery this month. Our total exports of plates last month amounted to 28,281 tons (£392,240), against 45,229 tons (£352,868) in 1890. In the last ten months exports have been 392,240 tons, £6,370,236; 10 months 1890, 352,868 tons, £5,332,817. Our exports to the States and British North America have been as under :

Oct., 1890.	Oct., 1891.
To U. S. A.—	
Tons. £	Tons. £
36,955 540,190	12,461 178,561
Brit N. America—	
1,583 24,728	3,357 50,081

The increase to British North America will be noticed; similar increases occurred in the case of Australasia and Russia. We are gradually building up a steady trade in this article with Canada. The States are also buying more from us as the months go by. In August last our shipments thither were only valued at £79,902 for 5,629 tons; in September, £159,520 for 11,139 tons; and in October, as I have just said, exports amounted to £178,561 for 12,461 tons. This result is only what everyone was expecting, and increased shipments will continue to be made. For a long time to come U. S. makers of tin plate can only hope to produce the requisite quantity to ensure the retention of the present duty. There is no immediate danger to South Wales. This is shown by the stiffness of prices. Makers here are well booked forward with orders for other markets, and can afford to wait for the inevitable demand from the States.

SEPARATION FROM CANADA.

Early in this year a brisk controversy was going on in the English press as to the advisability of establishing better trade rela-

tions with the Dominion. But, like many similar controversies, it has died away, and there is at this time precious little sympathy for Canada among our commercial men. The feeling is: "If we can help you without much trouble to ourselves, and certainly without any chance of loss, we don't mind doing so; but not otherwise. You must do the best you can." There would be a terrible outcry from all classes here if it were proposed to sever the connection in favor of the States. I doubt if it would not smash any government that proposed it. But I notice that public opinion in the States is travelling fast in the direction of union with Canada. One thing seems pretty certain—the States won't give you any benefits of trading with them so long as you are alien to them. It is only on conditions of political and commercial annexation that they will treat. The feeling here is indifference, and that indifference will not be dispelled until the climax is reached and severance imminent.

WHY CANNOT CANADIANS SEND US MACHINERY?

Moving about among importers I often see specimens of machinery and hardware which are imported, for sale in this country, from Germany, France and the States, especially the latter. Now the Americans are doing a really good trade with us in machine tools, while some of their agricultural implements are used in England and Scotland. I know how they do this, but I want to know why Canadians can't do it also. If you can compete with the States in these lines, you can do so with us. I very rarely see Canadian hardware goods in this country. I don't see why some of your firms should not cultivate a trade here as well as people in the States. Only remember this: Your manufacturers must not copy our system of machine tools, but should rather imitate the United States if anyone is to be copied.

THE ORGANIZER FORESTALLED.

In the revolutionary crusades and social revolts of our time it is hard to say how much the desire for change is nerved by a sense of real hardship or disability. More than ever before, allowance has to be made for the part played by the professional agitator. Subtract his contribution from the causes of the chief current or recent class disturbances, and the residuum will be found in the majority of the cases to be hardly enough to create enthusiasm. How much of the industrial discontent on this continent or abroad is due to the paid officers of trade unions? There are numerous genuine causes of industrial discontent, but they become confused in the cloud of bewildering agitation that the leaders set moving. It would not do for those genuine evils to be plainly set forth and their correction calmly insisted on. They might be removed, and then the occupation of the agitator would be gone. The discontent must be kept seething, and any chance of its carry-

H. S. Howland, Sons & Co.,

WHOLESALE HARDWARE,

37 Front Street West, - - - TORONTO

--- SKATES IN STOCK. ---

No.	GENUINE "ACME."	List, 90c. pair.
0.	All Sizes from 7 to 12 inches.	
3.	No. 0. Nickel Plated.	" \$1.50 "
7.	" " "	" 2.90 "
10.	No. 7. Nickle Plated.	" 3.90 "

Wrenches, Repairs, Etc.

FORBES' NEW PATENT "ACHIEVED."

H. P.	Ordinary Pattern Runners,	-	All Sizes from 8 to 12 inch.	List, \$4.00 pair.
F. P.	Full Patent Runners,	-	All Sizes from 8 to 12 inch.	" 4.50 "
F. P. N.	Full Patent Runners, Nickel Plated,	-	All Sizes from 9 to 11 1/2 inch.	" 5.50 "

Discounts on Application. Orders Solicited.

ng its point must be shunned. The professional and paid agitator's work in the agrarian question in Ireland has done much to obscure the real issues and delay reform. The professional agitator is usually the very antithesis of a reformer; his business is to keep the mass inflamed with the ferment of discontent.

The Patrons of Industry are making whatever progress they can boast of because they put a right value on the salaried organizer. His works are the certificate of his usefulness, and he will agitate, with all the fervor of a fanatic, a cause in which he may have no interest save as a source of livelihood to himself. The farmers do not suspect that an arch-agitator can appeal to their cupidity so feelingly, and at the same time have no regard for the lot of the agriculturist. He can, nevertheless, and does. If the arguments of the organizer can be scattered to the winds by the trade, then his mission will be a failure. An attempt to anticipate his plea has been made by Mr. D. Weismiller, of Kippen, Ontario, who issues a circular in advance of the agitator's visit, and offers to give Patron prices to every consumer who will be forthcoming with the cash. Thus the organizer is baffled. Without paying any fee, the people can get all the Patrons will enable them to get. Herein the order receives a staggering blow, and if all the trade could hit it as hard, its death would be speedy. But the trade cannot make such a sacrifice as that supposed to be involved in a contract with the Patrons. If it could there would be little object in putting any obstacles in the way of the Patrons. To volunteer to trade, otherwise than an experiment, on terms such as the Patrons demand, would be to furnish the latter with an argument that it will pay merchants to sign their contract. This is just what the merchants do not concede, and their dissent from it is the very pith of their reason for opposing the Patrons. But as an individual check on the organizer, and a means of stopping lo-

cally and temporarily the movement, Mr. Weismiller's circular is a good thing. Here it is:

KIPPEN, November 2nd, 1891.

DEAR SIR:

The movement known as the "Patrons of Industry," their principles and objects, are by this time tolerably well understood. They are introducing novel ideas, which, if found practicable, will revolutionize the entire system of business. One idea, among others, and the one concerning our system of merchandising, is to the effect that merchants could afford to sell at a smaller percentage of profit, providing all goods were sold for cash or its equivalent. We heartily concur in this opinion. They lay down certain percentages at which in their opinion merchants should sell, but whether or not their allowance is sufficient to conduct business on is a matter upon which we are not at present prepared to express an opinion. Being anxious, however, to keep in touch with the times and to make the experiment, we have decided to give the new proposal a fair and impartial trial for three months from date hereof, during which time we will sell all our goods at Patron Prices to prompt payers, patrons or no. To inform you of our intentions is the object of this circular, and we would embrace this opportunity of extending to you and your friends a cordial invitation to favor us with a call and inspect prices under the change. If acquainted with the Patrons percentage you will know the difference to expect, if not, one trial visit will convince you. You will bear in mind that this is an experiment only, and if found impracticable we will discontinue it at the end of the allotted time. Your visit will be appreciated by

Yours Truly,
D. WEISMILLER.

A FLOATING LOGGING CAMP.

There has just been turned out what may be considered a novel and useful craft, by the B. C. Iron Works Co., Vancouver. It is a complete floating logging outfit and camp. They were first used in San Francisco, about two years ago, and have given such satisfaction to the lumbermen that there are now 150 of them in use north of the Bay city. Mr. J. M. Stewart, hearing of the work they

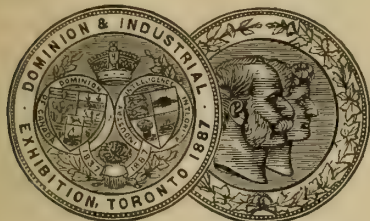
were reported to be able to do and the great saving over present methods, sent a man down the Sound to investigate and see them at work. The advantages were so great over the present system of handling logs that he decided at once to get one and placed his order with the B. C. Iron Works Co. The work has just been completed, and may be briefly described as follows: A 20x50 foot scow is used. The forward part is covered in and fitted up as a cabin, with bunks for fifteen men, kitchen, etc. The rest of the deck holds the machinery, which consists of a boiler (an upright one) and a 10-horse power engine and capstan, geared to 80-horse power, and a coil of steel cable. The scow is fitted with side paddles, and the shafting can be changed to propel her at a rate of 5 to 6 miles an hour. A trial trip was made across the Inlet, and she worked satisfactorily. She was then anchored near shore and 700 feet of cable taken ashore and attached to a 4,000 foot log, and hauled down to the water's edge, through rough gravel and boulders, quite easily. With this logging outfit, a strip of 1,000 feet along a stream can be cleared up at a trifle of what it cost under the old system of having to buy oxen, pay for transportation and feed and build stables for them and houses for the men. Now when a patch is cleared up, they can move from place to place without any expense. The whole cost, including boat, boiler, engine and capstan, cables, etc., does not exceed \$3,500. The outfit has left to work at Secret Cove. If she proves as satisfactory in general work as she did on her trial trip, it will not be long until they drive the old style of logging outfit to the wall.—British Columbia Commercial Journal.

Do you buy and sell goods for profit? Send for our catalogue, free. From our prices you will see you can not afford to buy elsewhere. Pocket and Table Cutlery, Silver Plated Flat and Hollow Ware, Shears and Scissors, Steel Halter and Cow Chains, and a thousand other things. If you do business for profit, try us. THE SUPPLY COMPANY, Niagara Falls, Ont.

Toronto Plate Glass Importing Co'y

GLASS IMPORTERS,
BEVELLERS AND MIRROR MANUFACTURERS.

Highest Award, Toronto, '87.



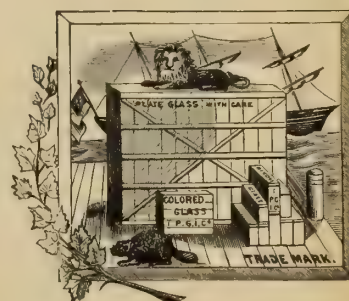
For Mirrors and other Glasses

WRITE US FOR

"Pilkington Bros."

"St. Helens,"

"Lancashire."



WINDOW GLASS.

To import

4th and 3rds qualities

16 oz., 21 oz., and 26 oz.

In 100 and 200 feet boxes.

Place your orders with us
(while prices are reasonable)
for next spring and summer
deliveries.



PICTURE GLASS.

Specially light in color,
superior in quality to any
other and is quite flat.

To import or from Stock,
4ths and 3rds qualities, 16
oz. and 21 oz. thick.

In 100 and 200 feet boxes.

The above words and brand are on every box of Window Glass made by them. None is genuine without this Trade Mark. We warn our friends and others against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT. It is free from streaks, scratches and blisters, and also is perfectly flat.

Satisfy yourself by ordering one box as sample. Address—

55 and 57 Victoria Street, Toronto.

Telephone 1519.

Cable Address, "Plate"

TAKING INVENTORY.

A. F. G. writes to the Iron Age: It is getting near the time when the interesting performance of stock taking must be gone through with by us Hardwaremen, and we might as well look the inevitable in the face and make the necessary preparations for the job. My method is this: About a month before I begin inventorying I ask the clerks if they know of anything in stock that has been hard to sell? After comparing notes, we put all the hard stock on a bargain table, and let no customer go out of the store without something that he can be induced to buy from this table, even if the article has to go for less than the bargain price marked on it. In this way we get clear, to a great extent, of invoicing hard stock. About a week before the trouble is to begin I instruct the boys to assemble all scattered goods, and put them in with the same kind of goods in stock, so that all goods of the same kind appear on the inventory in the same place. We begin to take stock at the front of the store, on the shelf goods, and write a tier of shelves at a time, beginning at the top and working down. This is done with pencil on ruled paper. After it is written, it is called back. We price these sheets and make extensions and footings, so that we may know the amount of the stock as soon

as possible. The inventory is copied later in a book, with pen and ink, and the first figures verified. We take the goods on the top of the shelving by themselves, and those under the ledge by themselves, rather than take them with each tier of shelves. We leave nails until the last thing, but everything else is taken in regular order. An account is kept of all the goods sold after they have been taken, also of all invoices of goods that are added to stock while the inventory is being taken. We make it a point not to let any article in the store remain unhandled, but disturb everything, dust it off and dust off the place where it has been. We watch out for any hard stock that has been forgotten and put it where it ought to sell; also for goods that we are in need of, a memorandum of which is made on the want book. Speed is attempted rather than haste in the work of stock taking, so that when we are through we are reasonably sure that nothing has been overlooked. This plan of stock taking I give, as it may be of assistance to some, and also that it may be compared with other methods in the columns of the Iron Age. I think it would be of interest to the trade generally to see the various methods used in summing up the results of the year's business, and, with the permission of the Editor, request that the different forms or balance sheets used by the readers for finding how much has been made or lost be sent for publication. It would be well to have these filled out with figures and explanations as to the use of the forms. I would suggest that such infor-

mation be sent promptly, to be of service this season. Last year's summing up will afford material from which to make up specimen sheets.

SHE WANTED GLASS.

You could tell by the looks of her as she turned into a Sixth Avenue hardware store that she knew exactly what she wanted and didn't propose to take any substitute.

"I want some glass," she said to the clerk who came forward to wait upon her.

"Yes'm; what sort?"

"Window glass, of course."

"Yes'm. Did you bring the size with you?"

"No; but I know the size of the stove. It's No. 7."

"Stove! Stove! Oh! you want glass for stove doors?"

"Yes, sir."

"Then you want isinglass, ma'am. They never use window glass in stove doors. It is isinglass or mica you want."

"Have you any window glass?" she inquired, as she looked him straight in the eye.

"Why, yes, but"—

"Have you any window glass for stove doors?"

"No, ma'am. As I told you before, you want"—

"Good morning, sir!" she said in a voice three degrees below zero, and she walked out and left him looking as dazed as if he had seen a ghost.—New York World.



SAMPLE ROOM OF LAMP DEPARTMENT, GOWANS, KENT & CO., Toronto.



—USE THE—
STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences; Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA.

NEW YORK.

CHICAGO.

LONDON.

KANSAS CITY.

BEST!!! THE "ACME" CHEAPEST!!!

SELF-ACTING GASOLINE PAINT BURNER.

The Acme Torch has NO PUMP NO CANDLE-
WICK, wire or other packing. It is made wholly
of brass.

This Torch is adapted to general use in Paint
Shops, Pattern Shops, Plumbers' Establishments,
Factories and Machine Works for the following
reasons:—

1. Economy in producing
IMMENSE heat. 2. Sim-
plicity and strength of con-
struction. 3. Self acting
while in operation. 4. The
size of flame is increased or
diminished by turning needle
screw D. 5. Its weight is 1½
lbs. and capacity 1½ pints.

Price \$6.00.



gents for Canada,
Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



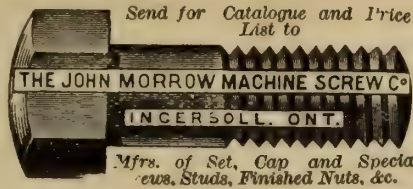
Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

We manufacture High
Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.



Send for Catalogue and Price
List to

THE JOHN MORROW MACHINE SCREW CO.

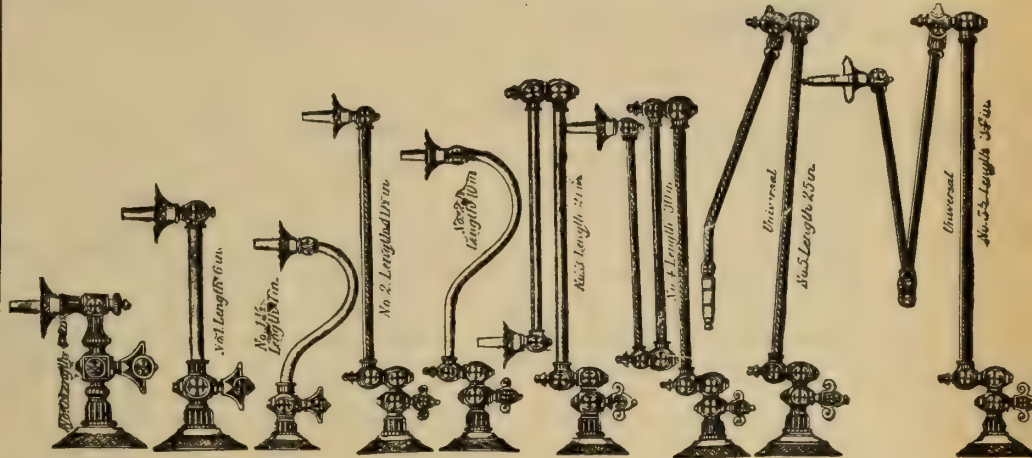
INCORPORATED, ONT.

Mfrs. of Set, Cap and Special
ews. Studs, Finished Nuts, &c.



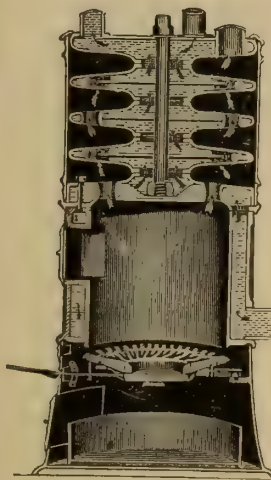
BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

ROBERTSON'S STANDARD STAPLE GAS BRACKETS.



Send for Catalogue and Price List.

JAMES ROBERTSON & CO.,
TORONTO.



—THE—
"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



COW TIES.



OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout.
There is no other chain on the market that will compare with these chains for strength, lightness
and handsome appearance. We confidently believe that our ties of a given number are fully equal in
strength to a size larger of any other make on the market.

If you have not yet tried THESE COW TIES SEND FOR SAMPLE half-doz. and discounts.

Manufactured by THE B. GREENING WIRE CO., Ltd., Hamilton, Ont.



Three men have been arrested at Port Huron charged with counterfeiting Canadian coin.

The general stock of the Postoffice store, Eden, valued at \$7,500 has been sold to T. Castor, Oshawa, for 33c. on the dollar.

For having false scales, two merchants were fined by the Inspector of Weights and Measures on a recent visit to Desoronto.

Mr. R. Angus, mechanical superintendent for E. Leonard & Sons, London, left Tuesday night via C. P. R. for British Columbia on a business trip for the firm.

A hardware store will be started at Napinka, Man., by A. Titur, who is getting prices from contractors for putting up a store in which he will place a stock of hardware goods.

Notice is given in Saturday's Gazette, of an application for letters patent by the Northwest Wire company. The headquarters are at Winnipeg and the capital is \$50,000.

M. Andrew B. Agar, of the firm of Christie & Agar, hardware merchants and plumbers Owen Sound, has been married at Southampton to Miss Clara L. Zinken, daughter of the senior member of the big tanning firm of Zinken & Bowman. Rev. Mr. Wass performed the ceremony.

The Provincial Natural Gas and Fuel Company, of Ontario, have made some new developments in their gas field. About a month ago they struck oil in Welland county. The well was opened Monday, and at present averages about 20 barrels a day. The oil is of fine quality and amber color.

Mr. J. H. Smith has resigned from the directorate of the Smith & Ferguson hardware Co., hardware dealers, Regina, Assa., and has been engaged to represent the firm on the road. Messrs. J. W. Smith and A. D. Ferguson are the sole managers of the business of the Company. Mr. J. H. Smith retains his stock interest.

There was quite an influential meeting in Montreal at the rooms of the Dominion Commercial Travellers' association on Tuesday 1st. inst., there being present representatives from the Montreal Board of Trade and the Toronto and Montreal Commercial Travellers' Associations, Messrs. R. L. Gault, James Slessor, John Hodgson, D. L. Lockerby, J. R. Learmont and David Tees, jr., represented the Board of Trade, Messrs. C. C. Van Norman, M. C. Ellis, Geo. E. Hamilton and M. J. Sargent represented Toronto. The Montreal Commercial travellers were represented by president Hughes, Vice-president Patten, Treasurer Fred Birks, Secretary Wadsworth, and the following directors;—F. P. Benja-

min, J. H. Morin, R. C. Simpson and Max. Murdock. The meeting was called for the purpose of discussing further concessions to commercial travellers from the railroad companies. A committee was appointed to meet the railroad people to ask that the baggage limit be 500 pounds, instead of 300, as at present, and that a uniform rate be made of two cents a mile instead of $2\frac{1}{4}$, as at present, this being the rate given to commercial men over the Intercolonial road; also to ask that the Canadian Pacific rescind the rate west of Port Arthur from four to two cents a mile.

CHATEL MORTGAGE VS. JUDGMENT.

The first decision under the Ontario Act of last session amending the Assignments and Preferences Act, was rendered at Osgoode Hall the other day by Mr. Justice Osler, whose deliverance upon the case under trial shows that the amendment is effective for the purpose for which it was passed. The case was an appeal from the First Division Court of Brant in an interpleader issue between Mr. Cole, an execution creditor of one Porteous, and Mrs. Porteous, the wife of the judgment debtor claiming the goods seized under Cole's execution by virtue of a chattel mortgage from her husband. Cole's judgment was recovered on the 4th May, 1891, for \$193.50 and costs. On the 20th May the goods in question were taken in execution. Upon Mrs. Porteous claiming them the usual interpleader summons was issued on the 3rd July; the interpleader issue was tried on the 15th September; and on the 3rd October judgment was given in favor of the claimant, and a new trial was afterwards refused, whereupon the creditor appealed.

Mrs. Porteous' claim was under a chattel mortgage made to her by her husband on the 4th May, 1891, on the morning of the day on which Cole recovered judgment. The bona fides of the debt to secure which it was given was not disputed, but it was contended that the mortgage was void against the execution creditor under the Assignments and Preferences Act, R.S.O., ch. 124, sec. 2, or the amending Act, 54 Vic., ch. 20.

Upon the finding of fact of the Division Court judge the chattel mortgage was not a preference within R.S.O., ch. 124, as interpreted in *Molsons Bank v. Halter*, 18 S.C.R., 88, 102, and the case, therefore, turned upon the question whether the 54 Vic., ch. 20, was to be regarded as having been in force when the mortgage was given, and, if so, how it was to be construed as operating upon the rights of the parties.

The Act 53 Vic., ch. 20, was assented to at 3 p.m. on the 4th May. The mortgage in question was registered at 11 a.m. on the same day.

As to this Mr. Justice Osler says: "I thought it possible that some modern authority might be found which would warrant

one in holding that the rule that acts of Parliament take effect in law from the earliest moment of the day on which they are passed had been relaxed, and that for the purpose of upholding a contract made on the same day the very punctum temporis at which they received the royal assent might be enquired into. I have not, however, succeeded in finding any case which I can follow in that direction. The rule is stated as applying equally to judicial acts and Acts of Parliament, and as to the former, *Brett, L.J.*, in *Clarke v. Bradlaugh*, 8 Q.B.D., 63, declared it to be an artificial rule of the common law, and that he knows of no principle on which it is founded. It is nevertheless too firmly fixed on our jurisprudence for me, sitting here, to cavil at it. * * * No divisions of the day are implied or contemplated. The Act must, therefore, be taken to have been in force when the mortgage was executed.

Then, upon the construction of this new Act, the learned judge delivered himself as follows:

"The section which the new Act substitutes for section 2 of the Assignments and Preferences Act now provides, sec. 2, subsec. 2. that every gift, conveyance, assignment or transfer of goods made by a person when he is in insolvent circumstances or unable to pay his debts in full to or for a creditor, with intent to give such creditor an unjust preference over his other creditors or over any one or more of them, shall, as against the creditor or creditors injured, delayed, prejudiced or postponed, be utterly void. Then clause (a), which follows, enacts that, subject to the provisions of sec. 3 of ch. 124, if the transaction with or for a creditor has the effect of giving that creditor a preference over the other creditors of the debtor it shall, in and with respect to any action or proceeding which within 60 days thereafter is brought, had or taken to impeach or set aside such transaction, be presumed to have been made with the intent aforesaid, and to be an unjust preference within the meaning hereof, whether the same be made voluntarily or under pressure.

"Here, then, we have a mortgage made on the 4th May by a person in insolvent circumstances or unable to pay his debts to a creditor, which has the effect of giving that creditor a preference over other creditors of the debtor. The interpleader was commenced on the 3rd July following. That was, in my opinion, within the very words of the Act, a proceeding * * * taken within 60 days after the date of the mortgage to impeach or set it aside. Therefore, by force of clause (a) it must be presumed to have been made with the intent to give the creditor an unjust preference within the meaning of the Act and is consequently utterly void. There is no escape, as it seems to me, from this conclusion, for the presumption of the wrongful intent which arises under the circumstances is a statutory one, a presumption juris et de jure, and is incontrovertible. The intent to give the forbidden preference shall be presumed when the instrument which has the effect of giving a preference is attacked within 60 days after it has been made. Conceding or proving the fact of insolvency or inability to pay, a statutory presumption arises which cannot be repelled."

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

ASSOCIATION PURE WHITE LEAD.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

DO YOU SELL COOKERS ? ?

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL: Ask your Jobber for them.

Sole Makers: THE EUSTIS MFG. CO., 49 St., Bayonne, N.J.



Largest German Manufacture of Balls.

F. FISCHER,
Schweinfurth a/M Germany.

Specialty: Cast Steel Balls for Velocipedes; supplied at the cheapest prices. Cast Steel Balls produced from the finest English Diamond Steel, guaranteed as uniformly round and of unsurpassed tough hardness.

Daily Production 1,000 gross.

It is intended to give the exclusive agency to a substantial firm in America. Offers should be addressed to the Manufacturer.

THE HALIFAX SHOVEL CO., LTD., HALIFAX, N.S.

Sole Makers of Fenerty's Patent Socket Shovels, Spades and Scoops.

Here is what the users say:

HALIFAX, N.S., April 1st, 1891.

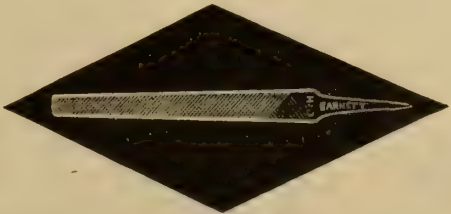
Messrs. HALIFAX SHOVEL CO., Limited, Halifax.

Dear Sirs,—Your make of Shovels (Fenerty's Patent) is just what we want for our draw kilns. We use no other, and always recommend them. They are fine goods. Not the least of their many merits is that a broken handle can be so easily replaced.

Yours truly,

BRAS D'OR LIME COMPANY, LIMITED,
A. MILNE FRASER, Secretary.

P. DOTY & SON,
Successors to
W. B. CHISHOLM
Manufacturers of
1, 2, 3 Bushel
Grain
AND
Root
BASKETS
P. DOTY & SON
Oakville, Ontario.

**BLACK
DIAMOND**  **FILE
WORKS,**

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,
—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.
MACHINE BAND SAWFILES.
GREAT AMERICAN CROSS-CUT SAWFILES.
CHISEL POINTED SAWFILES. GULLETTING SAWFILES.
CLIMAX SAWFILES. LIGHTNING SAWFILES.

—AND—
EVERY OTHER DESCRIPTION OF SAWFILES.

MARKETS

EUROPEAN MARKETS.

The following are the latest cable quotations, with comparisons:—

	This week.	Last week.
Tin—Spot—	£95 to 96.	£95 os. od.
Future—	92 oos. od.	92 12s. od.
Copper, B.E.S.—	49 to 50.	49 to 53
Lead, S.E.	12 os. od.	11 15s. to £12
Spelter,	23 2s. 6d.	24 12s. 6d.
Antimony,	62 oos. od.	62. oos. od.
Tin Plates—Cokes	12s. 6d.	12s. 9d.
Pig Iron—Scotch } Warrants. }	47s. 6d.	47s. 6d.
No. 3 Middlesboro',	38s. 6d.	40s. 1½d.

MONTREAL MARKETS.

MONTREAL, Dec 11, 1891.

The iron trade generally can be called deadlly dull, and the same remark, applies, to a certain extent, to all lines of heavy material. There is some jobbing movement to note, but its volume is extremely limited. In fact dealers, generally, are so tired doing nothing, that they would no doubt consent to a considerable cut to induce business. No striking change is to note in prices, except copper which has a decidedly easy tendency. Advices from primary markets are not of a bullish character, but changes elsewhere will have little, in fact no particular effect in Canada, until the opening in the spring. In the meantime there is nothing particular to say of the local market, and last weeks remarks can almost be repeated in full. The wholesale houses who deal in shelf goods, are all busily engaged in stock taking at the present time, and beyond a few sorting up orders, nothing is expected before the turn of the year.

PIG IRON.

It has been an extremely quiet week in all branches of the iron trade and pig iron is no exception. A small movement ex store in pig occurs, but it is not sufficient to induce any change. A few small lots of Summerlee have been moved at \$22, and some Eglinton and Carnbee at \$20. Other brands furnish nothing of importance.

BAR IRON.

On spot there is nothing in the way of business to note and values are nominally the same. It is quite likely, however, that substantial concession would be made to induce business. We quote \$2 to 2.25.

TIN PLATES.

Advices from the other side are not encouraging, latest reports hinting at the probability of another stop month, a duplication of the stoppage which occurred last summer. On spot there is no change to mention and under a small jobbing movement prices are unchanged, \$3.60 to 3.75 for cokes and \$4.25 to 4.50 for charcoal.

TERNE PLATE.

The position of this line is unchanged and stocks here are larger than they usually are for winter supplies. There is no change however and we quote \$7.75 to 8.25.

CANADA PLATES.

Some jobbing parcels are moving, but business on the whole is hardly worth mentioning. Small jobbing sales occur on the basis of \$2.70 but this would undoubtedly be shaded for a round order.

COPPER, LEAD, ETC.

Copper is a dull and heavy article both locally and elsewhere. Advices from all leading markets cite a strong downward tendency holding that the bottom has not yet been reached and we quote both ingot and sheet copper lower, the first 12¼ to 14c and the latter 19 to 24c.

CHEMICALS.

The chemical market is essentially without change and business is now of the merest jobbing character a few lots moving ex store for actual wants. Values are precisely the same and no change is likely now for some months as the Trade have met and decided upon the winter basis of valuation. All lines of heavy chemicals are therefore as they were.

OILS.

Business in oils is slack, so that little or no change is to note since our last report. Cod oil remains firm at 40 to 45c. according to size of order. Seal oil is quiet and unchanged at 47½ to 50c., while linseed is dull but steady at 60 for raw and 62c. for boiled.

GLASS.

There is only a small hand-to-mouth business to note in glass at former prices, \$1.35 to \$1.40.

LEADS.

The same remarks apply to leads, which we quote : Choice, 6 to 6½c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c.; red do., 4½c.

NAVAL STORES.

Ship chandlers say that their business is very dull with no prospect of an improvement ahead. Only the smallest jobbing

trade is doing and prices are the same. We quote : Turpentine, 56 to 57c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

The cement business is at a standstill. no movement of any kind occurring. We quote :—Belgian, \$2.30 to \$2.45; Newcastle, \$2.40 to \$2.50; London, \$2.40 to \$2.55. Fire bricks are in fair demand, at \$18 to \$24 per 1,000.

PETROLEUM.

There is a fair average business doing in refined oil, but the cutting by Canadian refiners unsettles the market to a certain extent and sales are reported as low as 13¼c. laid down here. We quote: Canadian 11½c. at Petrolia, 13¼ to 13½c. in car lots at Montreal, and 15c. for single casks. American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Dec. 11, 1891.

HARDWARE.

The hardware trade till the end of the year is now nearly altogether in retailers' hands. The wholesalers are through with it, except by way of filling out supplies that prove too short for the requirements of the holiday season's business. Staple shelf hardware has been quiet and fancy lines active, though in the latter no advance up to the present has been made locally upon the sales of the first fortnight in last December. Cutlery sells freely, the supply this year being large and varied. The demand for builders' hardware re-opened somewhat with the continuance of fine weather, and a considerable volume of stock was sold at the beginning of the week for the finishing of houses. This branch of the trade has the promise of a bright spring, as enquiries for figures upon terraces and groups of houses are beginning to crop up now. Some wholesalers are already in pursuit of spring business for all classes of hardware. The reports of their travellers are not especially enlivening yet. In heavy hardware there will be little done till after the first of January. Payments are still slow.

In metals this has been a dull week, scarcely any movement being reported. All buyers aim to turn the year with light sup-

MILK CAN TRIMMINGS

We can supply everything required for this trade and in all styles, also Milk Cans made up and all sizes body stock for cans and cheese vats.

WE GUARANTEE FIRST-CLASS GOODS

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.



MARKETS—Continued.

plies, and will buy only what they absolutely have to buy before stock-taking. The general range of prices remains the same.

IRON AND STEEL.—Some earnest of business after holidays is beginning to show itself in inquiries for pig iron. These point to a capacity for buying that is not choked at all events by present supplies. Receipts from United States furnaces which have contracts for delivery here throughout a specified period continue to arrive, but no new business is spoken of. Prices are steady. The position of pig iron at the leading centres of the United States appears to be stronger, though stocks are very large. Several producers refuse contracts for six months' or twelve months' delivery at present prices. In England and Scotland prices are creeping downward.

Merchant iron has an off-spell of it just now, the demand for bars, sheets, or plates being a very small matter. Consumers are as a rule well stocked for some time yet, and those who are not prefer not to enter any more than they can't help upon the stock-sheets of the new year's inventory. Bar is firm at \$2.15. Steel is at a standstill.

COPPER.—The little trade done has been at the prices of a week ago. Ingots are 14½ to 15c., and sheets are 18 to 20c.

TIN.—The spirit of the market is unchanged, prices are firm, but sales are low. 56 lb. ingots are 23 to 24c., 100 lb. Straits ingots are 23 to 23½c., and strips are 24½ to 25c.

ZINC AND SELLER.—Less is doing in sheets now than used to be at this time of year, as the use of furnaces causes reduced call for stove rests. In spelter trade is also quiet. Sheet zinc is 6¾ to 7c., domestic spelter 5¾ and imported 6c.

ANTIMONY.—Quotations have still a strong tone, but have not advanced from last week's points. Local business has been light. The prices are yet 15½ to 16c. for Cookson's, and 14½ to 15c. for other brands.

TIN PLATES.—The spring trade is now receiving much attention. The full stocks are unlikely to be greatly diminished before the spring demand is heard from. Prices still rule easy abroad. Here they continue at:—1 C coke, \$4 to \$4.25; 1 C charcoal, \$4.50 to \$4.75; 1 X charcoal, \$5.50 to \$5.75; 1 X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES.—Are very plentiful and dull. These also are being pushed for spring delivery, but business does not pick up materially. The prices are \$8.25 to \$8.50.

CANADA PLATES.—Are unchanged and dull as a consequence of the open weather, which checks the trade in stoves and therefore in stove-pipes. The quotation runs from \$2.90 to \$3.

GALVANIZED SHEET IRON.—The week's business has been of small volume. Prices are steady at 5 to 5¼c. for 28-gauge, and 4¾ to 5c. for 26-gauge.

NAILS.—Manufacturers still decline to take orders for forward delivery. The price has not advanced but the position seems to be firmer at \$2.20.

HORSE SHOES.—Sell quite freely yet, but the supply is gaining ground and assortments are not so honey-combed as they were a week ago. They sell at \$3.40 to \$3.50.

HORSE NAILS.—Have not fluctuated at all. The quotation is steady at 60 and 10 per cent. off the list.

CORDAGE.—No change has taken place. The price of hemp has gone up, but the price of cordage is not ruled so much by cost of production as by combination agreement, which fixes the basis at 12¼c. for Manila and 9¼c. for Sisal.

PAINTS, OILS AND COLORS.

The utterly featureless condition of the market makes comment unnecessary, no development having followed the stagnation of a week ago. Travellers will be off the road until February and little business will be done before that. Linseed oil is unchanged at 57 to 58c. for raw and 60 to 61c. for boiled. White lead is 5¼ to 5½c. Spirits of turpentine is weak at 55 to 56c. All other lines are unchanged.

PETROLEUM.

The price of refined petroleum is steady in sympathy with an unfluctuating market for raw. Last week's quotations are repeated, and the movement of business is a little stronger than it was then, the maximum of darkness being now almost reached. Larger lots have been disposed of.

GLASS.

A lighter business has been done this week, the large and numerous deliveries that have been made since arrival of stock having pretty well quenched the demand. Some business in a small way continues. More glass has been sold this fall than for years. Values are firm at quotations in Prices Current.

OLD MATERIAL.

This has been a very quiet week in trade in this class of material. The foundry demand for old metal has been easy, and the supply of the various lines has been small. The prices are as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to 11c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass

6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES.—No. 1 green cows' are 4½c., and steers' 5c. Receipts are backward, while the demand is a little livelier. Cured are worth 5c.

SKINS.—Sheepskins are in low supply at 90c. Calfskins are also scarce at 5 to 7c.

WOOL.—The market shows no signs of improvement. Offers have been less liberal, and buyers are not sorry. The price is 18 to 19½c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Dec. 11, 1891.

The situation in the pig iron trade is unchanged. Some Eastern consumers are placing orders for favorite brands for delivery during the early portion of next year, and advices from the West indicate a very fair business there. However, the entire movement does not appear to count for much as an offset to the present heavy output of furnaces in various localities, and the market displays a pseudo undercurrent of weakness, although values are without radical change. On standard Lehigh brands the range of prices is \$17 to \$18 for No. 1 X foundry, \$16 to \$16.50 for No. 2 X foundry and \$14 to \$15 for gray forge. Good Southern brands can be secured at \$16.50 to \$17 for No. 1, \$15.50 to \$16 for No. 2 and \$14 to \$14.50 for gray forge. Scotch iron sells in a small way at about \$22.50 for Coltness, \$21.75 for Summerlee, \$20 for Eglington and \$19.50 to \$19.75 for Carnbroe. Foreign spiegeleisen remains nominally \$23 to \$24 for 10 to 12 per cent. and \$27 to \$27 for 20 per cent. and 80 per cent. ferro-manganese \$62 to \$62.50 delivered here.

Enquiries solicited for the manufacture of

Lithographed Tin Signs,

Decorated Tin Boxes and

Sheet Metal Goods.

Thos. Davidson & Co.

Montreal, Que.

MARKETS—Continued.

Old iron finds very limited sale. About \$21 to 21.50 is quoted for iron tee rails and \$19 to 19.25 for No. 1 wrought scrap f. o. b. cars at Jersey City.

In the way of important new business in steel rails nothing comes to the surface, but the combine maintain the former mill price of \$30 f. o. b. for standard sections. At a meeting held this week facts were divulged showing that between sales actually completed and options outstanding a total of about 600,000 tons is involved. The market for billets is still weak under the weight of sharp competition, and fully 6,000 tons were reported sold at \$23.75 in Pittsburgh. Other heavy steel is also weak and unsettled.

TIN—Pig tin has ruled somewhat lower in sympathy with the movement of values in the London market, and local business has been slow at the decline, with speculation practically dead. Fair quantities of the metal have been sold to the out-of-town trade. Ten-ton lots were let go at 19.85 to 19.90c. cash and smaller parcels at 20 to 20.10c. regular terms. Latest London cables were £90 17s. 6d. for prompt and £91 10s for future delivery.

COPPER—Copper has found outlet in limited quantities only, and consumers are disinclined to stock up until the result of the policy of the Calumet and Hecla Company after the close of the year shall have been defined. On January 1st that concern will have no cause for maintaining a fictitious price for its product. Current sales of small lots of Lake Superior ingot are at about 10.90c. The London market for merchant bars has weakened off to £45 15s. for prompt and £46 10s. for future deliveries.

LEAD—Transactions in pig lead have been on a very limited scale and the demand has shown no improvement. The market remains fairly steady at 4.30 to 4.35c, spot supply being moderate, while smelters offer with reserve.

SPELTER—Spelter is taken only in single carload lots at the moment and the market remains flat, with 4¼c apparently full value for Western brands.

TINPLATE—Tinplate is wholly unchanged. Spot sales are confined almost wholly to small unimportant parcels, and the demand for future deliveries is slow. Prices lean slightly in buyers' favor.

OBSERVATIONS AND COMMENTS.

The wholesale buyers were pleased to be the recipients last week of a new and complete catalogue, which has just been issued by The James Smart Manufacturing Company of Brockville. The book reflects great credit on this enterprising Canadian firm, as it not only shows a full line of their goods, but also contains information that must prove acceptable to the best informed buyer.

* * *

We are pleased to be able to report that Mr. Samuel Kennedy, the popular eastern representative for Samuel, Benjamin & Co., Toronto, has resumed his old trip after being laid off for some time through illness.

* * *

It is to be hoped that the cold weather may keep up, so that we may no longer hear the general complaint that there are no skates selling.

A large hardware establishment has just been opened at the corner of Bank and Sparks streets, Ottawa, by Messrs. Grant Bros.

A LITTLE "SODDERIN'."

"Have you got any cheap hand here that can go out to my farm an' do a little sodderin'? It ain't much of a job, an' I s'pose I could do it myself, but seein' I'm in town I guess I'll take one of yer boys with his sodderin' tools home with me."

The speaker was a wealthy farmer in one of the hill towns of New England, where stock-raising was an important and paying business. He was called in the vernacular of the section a "tight" man, which meant that all the money he got hold of was tenaciously held.

"Get ready, Joe, and go with Mr. X." said the boss.

Joe—who is the narrator of this yarn—was a boy in years, yet not without experience in the art of "sodderin'." During the ride of some two miles I was informed that the job, which ought not to take but a few minutes to do, was a leak in a lead pipe which supplied his house and barn with water. I had laid many rods of aqueduct-pipe—all lead in those days—in that section, and knew that a shut-off of the regular flow of water was a serious inconvenience to any farmer who depended on that means of supply. I also knew that X would not have called for a tinner, with its probable expense, except that he was obliged to, and all his talk about not much of a job, "could a done it himself if he want to driv with other work," &c., was a sort of verbal barricade against my expected attack on his pocket.

I found that in digging a post-hole near the pipe line it had been exposed and badly mashed and cut with spade or bar; there was evidence that someone had been trying to do a little "sodderin'" before me, but had only succeeded in wasting time and solder.

"You must dig further" said I, "and expose more of the pipe!"

Dennis, the man of all work, was called to dig, and while the farmer left us together we improved the time by talking about him.

"Who cut the pipe?" said I.

"Sure, the ould man himself last night by moonlight. I was workin' at the hole till quittin' time an' he wanted me to stay an' finish, sayin' there was plinty work for nixt day. Well, do ye moind, when I said I couldn't becuz I'd an' ingagement that night, he tuck the spade an' prodded the hole as if he was diggin' for gold!"

"Or expecting to strike oil!" I remarked.

"He struck wather, ony way, an' I consait that he laid awake last night thinkin' o' cuss words. There was plinty work this mornin', ye can bet, that he hadn't laid out. I was bailin' the wather out o' the spring purty early an' he was hindrin' the wimmen's cookin' tryin' to hate a sotherin iron in the stove."

"What success did he have in sodderin'?"

"Success is it? ye can see for yourself; he was fearin' to touch the pipe wid the iron lest he'd make a bigger hole, so he just melted the sother an' let the drops fall on it.

There was small resk o' meltin' the pipe ony way, for he couldn't run fast enough from the house to have the iron rale hot when he got here. He wouldn't give it up, however, an' if the sother had stuck to the pipe as close as he stuck to the job, he'd a stopped the leak. He kep' a heatin' an' tryin' till all the platin' was burn'd off the sotherin iron an' then he went for ye."

By this time I had fired up, and Mr. X soon joined us. There was water coming from the pipe, but not much pressure.

"I guess it's riz in the spring," said the farmer.

After cutting out the damaged part I stretched it enough to make the ends meet, and called for a tallow candle; also said I should soon want boiling water. This order seemed to surprise both master and man, Dennis saying: "Faith, it's the first toime in me loife I ever heerd o' sotherin' wid hut wather an' a candle!"

Readers of my story better posted than Dennis will understand how I kept the running water back with a plug made from the candle, and after soldering the joint poured hot water on the pipe until it was cleared by melting the tallow. Having proven the job to be well done, Mr. X said to me:

"I hain't got time to go to the village, so you'll have to foot it back; tain't fur. What's the damage [i. e., charge] for the job?"

"One dollar," I replied.

"A dollar—a whole dollar—fer a little solderin' like that? Tain't wuth it. Why ye didn't work more'n fifteen minutes at it."

"Perhaps not Mr. X, but you took me from the shop at 9 o'clock; it's now after 10. I reckon 'twill take me till noon to walk back lugging this fire pot and copper; that will make up three hours, and the boss always charges time from when a hand leaves the shop to when he gets back."

"Farmer X did not argue the point further but exclaimed:

"Dinnis, tackle up the horse quicker'n a cat can lick her ear! I guess I might as well carry ye back to the shop an' settle with yer boss."

Here ends the tale of how I did a little sodderin', and got even with tight-fisted Farmer X.—Metal Worker.

P. CORRIDI,

Accountant, Auditor, Etc.

EXPERT AUDITING, BUSINESS INVESTIGATIONS AND GENERAL ACCOUNTANCY A SPECIALTY.

Accounts Adjusted, Books Opened, or Audited. Books written up. Trial Balances and Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

FOR SALE IN PETERBOROUGH, ONT.

WHOLE OR HALF INTEREST IN A STOVE, Tin and House furnishing hardware business, with general jobbing shop, plumbing, gas fitting, roofing, furnace work, etc. Well-established trade, desirable location and attractive premises. Stock and tools \$7,500, annual business, \$20,000. Sole reason for change is want of capital to profitably conduct and develop business. For particulars address box 227, Peterborough, Ont.

CUTLERY AND SPOONS.

We have a choice assortment in stock of goods suitable for Christmas trade. Being Manufacturers' Agents we can offer inducements to close buyers.

A. C. LESLIE & CO.,

445 St. Paul St.
Montreal.

18 Front St. West,
Toronto.

NEW GOODS.

THE ACME PAINT BURNER.

The accompanying cut shows the structure of the Acme Self-Acting Gasoline Paint burner, the sale of which for the Canadian market is controlled by Messrs. Walter H. Cottingham & Co., Montreal. The claims of this paint burner for general adoption in paint shops, pattern shops, plumbers' establishments, factories and machine works, are based upon the following substantial points



of excellence: 1. Economy in producing immense heat. 2. Simplicity and strength of construction. 3. Self-acting while in operation. 4. The size of flame is increased or diminished by turning needle screw D. 5. Its weight is $1\frac{3}{4}$ lbs. and capacity $1\frac{1}{2}$ pints. The price is \$6. The value for this money is fully obtained by those who buy, and the number of the burners in use is already large.

OLD TIME FISH HOOKS.

A queer collection of fish hooks excited a Washington, D. C., Star writer's attention at the National Museum the other day, 3,000 years ago being almost the latest period to which any of them dated back. For it would seem that the fish hook is a very old invention indeed. From a description which accompanied them it appears that many curious things were used as material for the hooks of early days. Some were even made of human bones, and this practice has been common up to within a century of the present time, among the natives of Society Islands, in the South Pacific. Deer horns, flint, boars' tusks and bones of all sorts were made to serve this purpose by anglers of the neolithic period. It is not difficult to figure one's self a cave gentleman in that ancient epoch sitting upon a newly formed deposit of quaternary rock in the middle of a glacier stream and watching for a small float of tree bark to give the expected indications of a bite by disappearing under the surface of the water. Such floats were undoubtedly used in those times, and stone sinkers, too, plenty of the latter having been found in the strata of earth, stone and shell deposit which embalm the remains of those vanished people.

The development of the barb was naturally a slow process, and nobody knows just when it was adopted. Certainly, however, it was a familiar device many centuries before the beginning of the bronze age, which period

had its commencement about 3,000 years ago. This form of metal came into use along the European shore of the Mediterranean—the alloy of which it was ordinarily composed being nine parts of copper to one of tin—and the mechanical improvements accompanying the introduction were in no point more surprising than as applied to fish hooks. How far this is true may be judged from the fact that the fish hook of thirty centuries back was precisely similar in every respect to the fish hook of to-day, save only in the metal employed, which then was bronze and now is steel. The very curves of the "Limirick" and "Shaughnessy" hooks, so popular with modern anglers, are found in these antique specimens. The tops of the shanks, too, are bent over into little loops, as nowadays, to tie the lines by. Most surprising of all such relics found, perhaps, are strips of burnished copper, shaped like fishes, which were utilized by fishermen of the bronze age as artificial bait to attract the prey with its metallic sheen.

Until the age of bronze arrived, shell of various sorts furnished material for a large percentage of the hooks made, and hardwood, sharpened, was much employed. Thorns were also made to serve a like purpose, and until quite recently the Mohaves of Arizona have similarly used cactus spines, bent into proper shape and tempered by the application of alternate heat and moisture until strong. The early lake dwellers in this country wrapped their hooks with charms manufactured from various animal substances, the baits being put on outside. They imagined that the fish were attracted by these fetiches. The only gold fish hooks ever found were of the virgin metal, and were taken from a grave in New Grenada.

THE FUTURE OF WIRE NAILS.

A contributor to an American trade journal writes on the subject of wire nails versus cut nails, in a manner which must be highly interesting to the producers of wire nails, seeing that he predicts the disappearance of their product in a bold and confident manner. Without necessarily endorsing the views of the writer in question, it may be useful to direct attention to his arguments and deductions, merely premising that he deals with the matter entirely from an American point of view. Primarily considering the question of cost he makes the figures as follow:—"With Bessemer iron at \$15.75 per ton, steel nail slabs at \$25 per ton, and steel plate at an average cost of $1\frac{1}{2}$ c. per lb. of nails (all prices representing cost, without profit, in the most favoured districts), a steel cut-nail factory must add to the cost of the steel in a keg of 60d. nails (\$1.50) the following items, viz.: For chopping, heating, carrying, packing, branding, storing, shipping, and miscellaneous labour in factory and storehouse, say 10c. per keg; for cutting, 10c.; for keg, 12c.; for steel, grindstones,

machinists, and repairs, 3c.; for selling expenses, commissions, guarantee or risk, and the factory's share of salaries and standing expenses, 12c.; for freight to market, say 12c. This sums up 59c. per keg, and makes the cost of a keg of 60d. nails, made under the most favorable circumstances, \$2.09, delivered, without allowance for profit or interest on capital. A wire-nail manufacturer so favourably situated as to have his wire cost him \$1.90 per keg of 60d. nails, must add nearly the same items to the cost of his wire that the cut-nail manufacturer adds to that of his plate, but perhaps a trifle less. He adds, say, 50c., and the cost of his 60d. nails is \$2.40 per keg." As regards the selling-prices there is very little to choose between the wire nails and the cut nails, but the writer holds that the day has gone by when wire nails could be sold at fancy prices, and that in running down the prices of cut nails the manufacturers of wire nails have involved themselves in similar heavy losses. He then proceeds to argue that the wire nail is not a successful invention, consequently it will not drive out the cut nail and in the ultimate competition it has no chance. "Nail for nail, of given weight, the cut nail can be made far cheaper than the wire nail; and the public are slowly but surely learning by experience what science, unheeded, told them at the beginning—namely, that the tapered cut nail has nearly double the holding-power in ordinary building-woods that the wire nail of the same weight has; and that the lighter the nail is (either cut or wire), the less is its holding-power. The claim of 'a good many to the pound' has lost its charm and time in vindicating the wisdom of the cut-nail manufacturers, who obstinately refused to diminish the holding-power of their nails by unduly lightening them." Pursuing the theme, and pushing his arguments to their logical issue, the writer claims that the wire nail has now exhausted all the markets of the United States, and there are no new markets for it. Finally, he predicts that except for a few special uses the wire nail will soon cease to be made, whereas the steel cut nail will virtually carry all before it. The conclusions and vaticinations of an anonymous and possibly interested writer on the other side of the Atlantic must be taken only for what they are worth, of course, but "there is something in what he says," and his arguments are not devoid of some foundation in fact. When it is borne in mind that over 3,000,000 kegs of wire nails are annually sold in the United States alone, it is obvious that to prophecy the early doom of the industry is a very bold utterance. An enormous quantity is made also in Germany and Belgium, where the reasons which hold good in the United States would apply equally. In this country our interests lie rather in the direction of cut nails, consequently if the American writer's predictions are verified by facts the changed state of things in the nail trade should be very much to our advantage.—The Ironmonger.

BUSINESS CHANCE.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap.



WAN' DO ALL ZE WORK HIMSELF.

QUEBEC, Nov. 29, 1891.

CANADIAN GROCER,

M. L'EDITEUR,—I haf' read your admirable article en las' week edition apout certain man wat keep large store an' wan' do all ze work himself wenn he haf' engagee menmy clerk capable of doing eet tout de meme, an' sometime much petter. En notre ville ees wan man who ees wat you call un prototype, n'est ce pas correctment? He geeve order a' son manager who pull, (no zat ees not zee word, draw, oui, draw) large salair to do certain work, an' wenn he—zat ees ze manager—haf' atten' to eet and mak' eet tout bien, l'employer he wan' do him work ofer again. Parbleu! eet mak' manager ver' angry an' upset all ze work. An' ze boss he tink he do lot work, mais—le pauvre homme he like ostrich wat steek head in sand an' mak' beleve to himself he not pe seen. L' employer steek head een all ze work an' tink he do all himself.

M. L' editeur, your article was ver' good, an' eef our bosses read an' tink ofer eet zay weel not try meex up beezness, an' use their

time an' talk to their customer, day mak' ver' much more l'argent an' geeve les managers chance, an' peside, all les employees work more satisfac'ry.

Votre ami,

BAPTISTE VAUDREUIL.

GENERAL MEETING OF THE C. T. A.

The Commercial Travellers' Association held its fourth general meeting in its rooms 57 Yonge street, on Saturday evening, John Burns president, in the chair. The report of the Board of Management was submitted by the secretary, James Sargent, showing the affairs of the association to be in a most gratifying condition, there being a considerable increase in the surplus funds and the membership roll.

Nominations for the executive for the home association and all the branches were made as follows:

President—John Burns.

First vice-president—Charles C. Van Norman.

Second Vice-president—R. J. Orr.

Treasurer—R. H. Gray.

Secretary—James Sargent.

There having been no other nominations for the above offices the nominees were declared elected.

These gentlemen were nominated as candidates for the Toronto Board of Directors, nine to be elected: F. T. Butler, C. A. Bernard, W. T. Barker, William Cauldwell, William Christie, Charles Cockshutt, A. R. Clark, W. B. Dack, M. C. Ellis, John Everett, E. Fielding, James Haywood, Joseph

Kilgour, W. H. Lindsay, Hector Morrison, John Muldrew, Thomas Malcolm, Henry Nafe, John Orr, John A. Ross, E. E. Starr, H. Stanbury, George West.

Hamilton board—First vice-president, G. E. Hamilton; second vice-president, H. G. Wright; both elected by acclamation. For directors six to be elected, these were nominated: H. Bedlington, W. B. Croy, R. Coleman, E. A. Dally, John Hooper, J. H. Herring, Fred Johnson, W. E. Lachance and W. G. Reid.

The gentlemen who represented the following boards last year were re-elected by acclamation: Brantford, Guelph, Berlin, Montreal, Kingston, Winnipeg and Victoria, B. C.

The annual meeting of the association will be held in Shaftsbury hall on Wednesday, December 23, commencing at 10 o'clock a.m. The annual celebration will be held at Toronto on the evening of December 30. The annual smoking concert will be held at Toronto on the evening of December 28. The ballots will be mailed to the members of the entire association immediately, and the results of the election will be announced at the annual meeting.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

A. ALLAN, Pres.

J. O. GRAVEL, Sec-TREAS.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting

For the Dominion of Canada.

Superior Quality Rubber Goods.

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

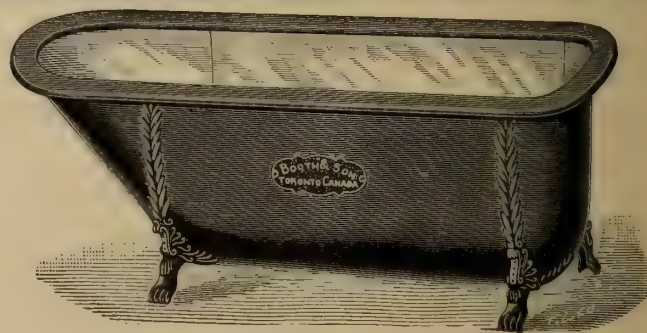
Head Offices and Factory, Montreal; J. J. MCGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.

SOMETHING NEW IMPROVED SANITARY BATH



No 1.

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	\$27 50	\$29 50	\$31 50
Extra for decorating.....	2 50		

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON,

Wholesale Dealers in
Plumbers' Supplies,

TORONTO, CANADA.

Hamilton and Toronto
SEWER PIPE CO.,
 LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail
 Orders. Mention this Journal.

-STORAGE-

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,

TORONTO

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

**FOR SALE BY LEADING WHOLESALE
 HOUSES.**

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
 & PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
 FLUE COVERS, GAS RETORTS
 DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
 SANDSTONES,

CALCINED PLASTER
 Builders' and Contractors' Supplies of every
 description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:
 McGill, Wellington, Grey Nun and Youville sts.
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
 CONTINENTAL

HARDWARE

AMERICAN
 CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We have just received fine line of **POCKET CUTLERY** special brands, "MAPLE LEAF" equal to anything in the market, also full line of Carvers in cases, of **RODGER'S**, **LOCKWOOD'S** and **BUTLER'S** make, and complete line of **PLATED WARE**. We also solicit enquiries for prices on **SKATES**, **SLEIGH BELLS**, **SNOW SHOVELS**, **FIRE IRONS** and **STANDS**, etc., etc.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL,



PARTNERSHIPS FORMED AND DISSOLVED.

Jacob Pickels & Son, general store and shipping merchants, have registered co-partnership.

Paul Weidmann & Otto Jansohn, general merchants, Weidmann, Ont., have dissolved, Paul Weidmann continuing.

Mr. J. L. Beckwith, general commission merchant, and Messrs. Thompson & King, mercantile agents, Victoria, B.C., have combined forces and formed the new firm Beckwith, Thompson & King. Their place of business is 51 Wharf St.

REMOVALS AND DEATHS.

John Dick, general merchant, Pine River, Ont., is removing to Ripley.

FIRES.

J. P. Graves, general merchant, Mount Elgin, Ont., is burnt out.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Frank Farley, general merchant, St. Valée de Buktrode, Que., has assigned.

Geo. Stevens, trader, Peterboro, Ont., has assigned to J. W. Brisbin, Peterboro.

Chas. Griffin, general merchant, Havelock, Ont., has assigned in trust to John Finlay, Norway.

NEW USES FOR ALUMINUM.

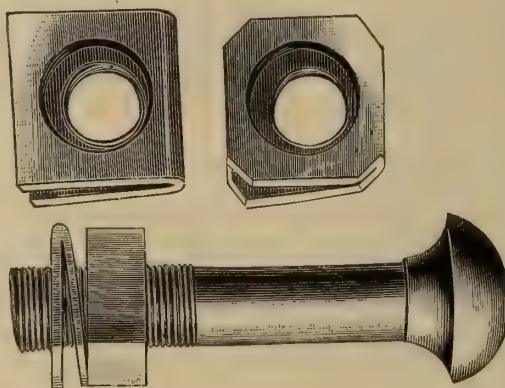
Why is it that so beautiful a material as aluminum is not more freely utilized for electric light fixtures and similar artistic castings? In speculating on the magnificent opportunities for aluminum in various lines of work the attention of the public seems to have been unnecessarily drawn toward its use in heavy engineering work and in general as a substitute for steel, rather than for bronze. The great beauty of the material, its freedom from tarnishing and its extreme lightness are strong points in favor of its use in decorative work. For electric light fixtures and similar artistic objects the pure metal is beautifully adapted. It can now be

cast very successfully, and where casting is impracticable the softness of the metal, a marked objection to its use for certain purposes, enables tool work to be executed upon it with the greatest ease. In a large class of ornamental work, where the cost of the material is comparatively slight compared with that of the labor spent upon it, the substitution of aluminum for bronze would not increase the price of the finished product to a prohibitive extent, and would put a novel and peculiarly elegant material in the hands of our art designers. If once some enterprising manufacturer in this country were to bring before the public aluminum art castings on a considerable scale he would establish at once a new industry and swiftly reap the benefits of it.—Electric World.

NOTES TAKEN ON THE ROAD.

The hardware firm of Luke & Mitchell, Sherbrooke, Que., is the largest jobbing house in the Eastern Townships. A survey of their extensive premises by a representative of **HARDWARE** elicited many expressions of surprise at the large stock carried by this firm. They have a retail department having double frontage, or two stores 25 x 75 feet each. One is devoted to hardware, sample stoves, offices, etc. The other is a veritable china hall, where there is an immense display of china ware, crockery, shandeliers, hanging lamps, and plated ware goods. Prominent among the latter is the Meridian Britannia Company's celebrated

wares. The basement under these large stores is the shipping department. Here is found all the goods pertaining to a first-class jobbing house. In the rear of this is a separate brick structure, where is kept every brand of illuminating and machinery oils. Next to this is a two-storey frame store-house, where can be seen every thing in the wagon or carriage furnishing trade. Indurated fiber ware is also a leading line in this stock. They will soon issue an elaborate catalogue, which has become a necessity owing to the large and varied stock carried by this enterprising firm.



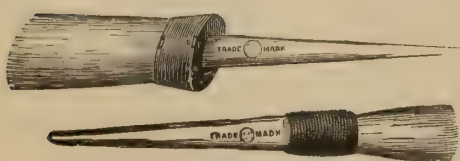
THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

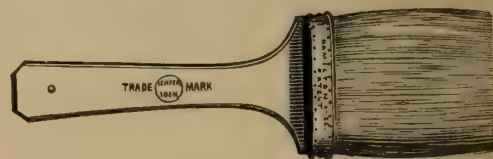
PAINTERS' BRUSHES.



TRADE



MARK.

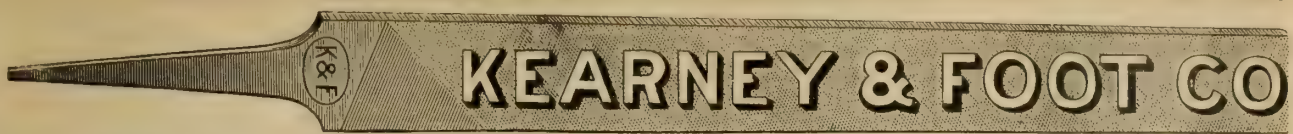
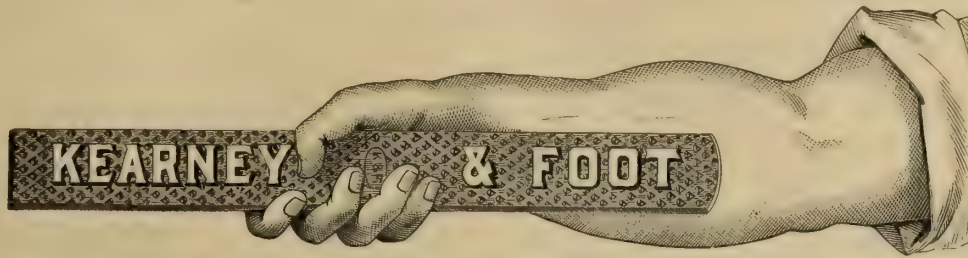


We manufacture the **BEST BRUSHES** only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above **TRADE MARK**. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto. **HAMILTON & CO.**, 96 Clerkenwell Road, London, England.

OFFICES: 100-102 Reade St., New York, U.S.A.

CAPACITY OF WORKS:

1,200 doz. per day.

**KEARNEY & FOOT CO**Manufacturers of **FILES AND RASPS.**
Superior quality fully guaranteed.Illustrated Catalogue
Price Lists mailed on
application.

PLEASE MENTION THIS PAPER WHEN WRITING US.

WORKS: Paterson, New Jersey, U.S.A.

You can lose more than we do
by not subscribing for this paper.

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

TAPER TOOTH.

Write or F. ces or telephone 5120.

**A. B. JARDINE & CO.,**
Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists.

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.**BOLTS****FORGINGS**Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts. Carriage Forging of all kinds. **SEND FOR PRICES.****GEO. GILLIES, Gananoque, Ont.****GENERAL STOREKEEPERS**
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR**THE CANADIAN GROCER.**which will
keep you informed
on all important
questions affecting the
grocery & allied trades.Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES

Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD.) PUBLISHERS.

TORONTO, CAN. CO.

CUTLERY.

Good Assortment, splendid value.

CARVERS, with or without cases, a specialty.

A. C. LESLIE & CO.,

Manufacturer's Agents,

445 St. Paul St.,
MONTREAL.

18 Front St. West,
TORONTO.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

Find it necessary to caution the public against imitations of their manufactures

None are genuine unless bearing the

TRADE



GRANTED

MARK.

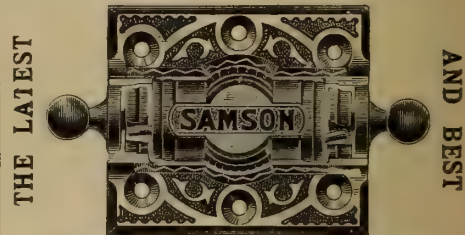
1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



Shepard's "SAMSON" Spring Hinge
(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers—SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—	
56 and 28 lb ingots, per lb ..	23, 24
Strip ..	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S. Per box	
I.C., usual sizes ..	\$6 00 \$6 25
I.X., " ..	7 25 7 50
I.X.X., " ..	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes ..	4 50 4 75
I.X., " ..	5 50 5 75
I.X.X., " ..	6 50 6 75
I.X.X.X., " ..	8 25 8 50
D.C., 12 1/2 x 17 ..	4 50 ..
D.X., " ..	5 75 ..
D.X.X., " ..	6 75 ..

Note—Other brands might be shaded by 25c. per box

Coke Plates—Bright.	
essemer Steel—	
I.C., usual sizes ..	4 00 4 25
I.C., special sizes ..	5 00 5 25
B.V. Grade, I.C., usual sizes ..	4 85 5 00
Note.—Round lots of 14x20 might be purchased of 10c. per box less.	
Charcoal Plates—Terne.	
Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets ..	8 25 8 50
I.X. Terne Tin ..	10 50 10 75

Charcoal Tin Boiler Plates.	
Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs ..	6 1/2c, 7c
" 14x60, " ..	
" 14x65, " ..	

Tinned Plates.	
72x30 up to 24 gauge ..	6 1/2 7
26 ..	7 1/2 7 1/2
28 ..	7 1/2 8

Iron and Steel.

Base Price.	
Common Iron, per 100 lb ..	\$2 05 2 10
Refined " ..	2 45 2 55
Horse Shoe " ..	2 50 2 55
Band " ..	2 50 2 65
Hoop " ..	2 65 2 80
Swedish " ..	4 00 4 25
Sleigh Shoe Steel ..	2 40 2 75
Tire Steel ..	3 00 3 25
Machinery ..	3 00 3 25
Best Cast Steel, per lb ..	0 13 1/2 0 14
Russian Sheet ..	0 10 1/2 0 12
Tank Plates ..	2 00 2 25
Boiler Rivets ..	4 50 5 00

Boiler Tubes.

2-inch ..	10 1/2c
1-inch ..	15

Boiler Plate.

1/2 inch ..	\$2 45
5-16 " ..	2 35
3/8 " and thicker ..	2 25

Sheet Iron.

1 to 20 gauge ..	2 1/2, 3
22 to 24 " ..	2 1/2, 3
26 " ..	3, 3 1/2
28 " ..	3 1/2, 3 3/4

Canada Plates.

Blaina ..	1/2 bright 2 90 3 00
Abercarne ..	3 00 3 10

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 62 1/2 per cent.	

Galvanized Iron.

Queen's Head—	
16 to 24 gauge, per lb ..	5, 5 1/2
26 gauge, " ..	5 1/2, 5 3/4
28 " ..	5 1/2, 5 3/4

Gordon Crown—	
16 to 24 gauge, per lb ..	5, 5 1/2
26 gauge, " ..	5 1/2, 5 3/4
28 " ..	5 1/2, 5 3/4

Note—Cheaper grades about 1/2 cent per lb less.

Chain.

Proof Coil, 3-16 inch, per lb ..	6 6 1/2
" 1/2 " ..	5 1/2 5 1/2
" 5-16 " ..	4 1/2 5
" 3/8 " ..	4 1/2 4 3/4
" 7-16 " ..	4 1/2 4 3/4
" 1/2 " ..	4 1/2 4 3/4
" 3/4 " ..	3 1/2 3 1/2
" 1 " ..	3 1-5

Trace, per doz. pairs ..	\$3 60 5 90
German coil, per 100 ft ..	1 65 2 70

Jack chain, iron, single, per doz yards ..	0 13 0 50
Jack chain, double, per doz yards ..	0 15 ..

Jack chain, brass, single, per doz yards ..	0 20 1 10
English B.S. ..	0 14 1/2 0 15

Copper—Ingot.

Bolt or Bar ..	\$0 22 \$0 25
Cut lengths, round, 1/2 to 1 in. round & square ..	0 20 0 23

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound less.

Sheet.

Untinned, 14 oz. and light, 16 oz, 14x48 and 14x60 ..	\$0 17 0 18
Untinned, 14 oz. and light, 16 oz, irregular sizes ..	0 18 0 19
Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.	
Planished and tinned, 14x48 and 14x60 ..	0 29 0 30

Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb ..	0 20 0 22
" 35 to 45 " ..	0 19 0 21
" 50 lb and above per lb ..	0 18 0 20

Boiler & T. & K. Pitts.	
Plain Tinned, per lb ..	0 23
Spun " ..	0 27

Pure, in coils—	
From 1 to 20 gauge ..	0 25 0 27
From 20 gauge, up ..	0 28 0 30

Brass.	
Roll & Sheet, 14 to 26 gauge ..	0 21 0 25
" 27 to 30 " ..	0 23 0 29
" 30 and up ..	0 26 0 32
Sheets, hand-rolled 2x4 ft. ..	0 25

Foreign, per lb ..	0 05 1/2 0 06
Domestic " ..	0 05 1/2 0 05 1/2

5 cwt casks ..	0 06 1/2 0 06 1/2
Part casks ..	0 06 1/2 0 07

Imported Pig, per lb ..	0 04 0 04 1/2
Domestic " ..	0 03 1/2 0 04
Bar, 1 pound ..	0 25 0 05 1/2

Sheets, 2 1/2 lbs, per square ft, by roll ..	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll ..	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.

Half-and-half (guar.) per lb ..	0 17 0 19
Crown ..	0 16 0 18

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.	
Cookson's, per lb ..	\$0 15 1/2 0 16
Other makes " ..	0 14 1/2 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb ..	5 1/2 5 1/2
No. 1 Do. ..	0 3
No. 2 Do. ..	0 4 1/2
No. 3 Do. ..	0 4

Prepared Paints.	
(In 1/2, 1 and 1 gallon tins.)	
Pure, per gallon ..	\$1 05 \$1 10
2nd qualities " ..	0 85 0 90

Colors in Oil.	
(25 lb tins, Standard Quality.)	
Venetian Red, per lb ..	0 05
Chrome Yellow " ..	0 11
Golden Ochre " ..	0 06
French " ..	0 05
Marine Black " ..	0 09
" Green " ..	0 09
Chrome " ..	0 08
French Imperial Green ..	0 14

Colors, Dry	
Yellow Ochre (J.C.) in bbls, per cwt ..	1 40
" (J.F.L.S.) " ..	2 75
Venetian Red (R.C.2) " ..	1 50
Ven. Red, Cookson's " ..	1 80 1 90
English Oxides " ..	3 25
American " ..	2 25

Paris Green, per lb ..	0 08 1/2
Burnt Sienna " ..	0 08 1/2
Burnt Umber " ..	0 05
do pure ..	0 08
Drop Black " ..	0 09
Chrome Yellows " ..	0 12
" Greens " ..	0 12
Golden Ochre ..	0 03 1/2

Varnishes (in bbls).	
No. 1 Furniture, per gal ..	0 70
Extra " ..	1 00
Brown Japan " ..	0 70
do Turpentine " ..	0 90
No. 1 Carriage " ..	1 50
Gold Size Japan " ..	1 40
Pure Orange Shellac " ..	2 00
Hard Oil Finish " ..	1 50

Linseed Oil (in bbls)	
Raw, per gal ..	0 57 0 58
Boiled " ..	0 60 0 61

Turpentine (in bbls)	
Selected Packages, per gal ..	0 55 0 56
Castor Oil.	
Best, per lb ..	0 10 0 11

Cod Oil.	
Cod Oil, per gal ..	0 48
Glue (in bbls)	
Common, broken ..	0 10 0 11
French medal ..	0 11 0 12
Cabinet makers ..	0 17 0 18
White ..	0 16 0 17

HARDWARE.

Ammunition—Cartridges.

Kim Fire Pistol, dis. 40 to 45 p.c. Amer
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.
Shot.

Canadian, dis. 7½ p.c.
Wads.

Eley's, per 1,000. \$0 25 \$1 60

Anvils.

Per lb. 0 10 0 12½
Anvil and Vice combined
each. 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz. 13 00 20 00
Adjustable " each. 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross. 5 65 1 59
Pegging, " 0 65 1 25
Brad, " 0 85 1 60
" handled. 3 60 7 30
Saddlers, " 0 45 1 60

Awl Hafts.

Patent Peg, per gross. 7 25 8 00
" Sewing, " 7 25 8 00

Awl and Tool Sets.

Millan's Falls, per doz. 2 80 8 30

Axes.

Per box. 6 00 12 00

Axle Grease.

Per gross. 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's. 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 p.c.

Farm.

American, each. 2 00 5 00

House.

American, per lb. 0 35 0 40

Bellows.

Hand, per doz. 3 35 4 75
Moulders' " 7 50 10 00
Blacksmiths' discount 35, 40 per cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.
Best, ditto, 37½, 40 per cent.

Bench Stops.

Per doz. 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.
Jenning's Gen, net list to 5 p. cent. dis.

Car.

Gilmour's, 47½ to 50 per cent.

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet.

Clark's, per doz. 0 65 0 90
Diamond, Shell " 1 00 1 50
Nail and Spike, per gross. 2 25 5 20

Blind Rollers.

Annex. per doz. 1 25 1 75
Mascot. " 1 35 1 85
Erminie. " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb. 0 11 0 15

Bolts.

Carriage, dis, 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p.c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's. 6 00 7 75
Barber's Ratchet. 10 00 11 00
Farmers'. 2 00 2 75
Millar's Falls. 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs. 0 50 3 40
Berlin Bronze Cana'n. 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8. 6 00
" No. 9. 7 00
Queen City. 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz. 500 4 23

Batts—Brass.

Wrought Brass dis. 60 and 10 0 70 per
cent

Cast Iron.

Loose Pin, dis. 65 to 65 and 5 per cent.

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 p.c., dis.
Loose Pins, " 60 & 5 to 65 p.c., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair. 0 40 0 65

Can Openers.

Acme, per gross. 9 00 10 00
Sardine Scissors, per doz. 3 75 4 50

Card.

Horse, per doz. 0 60 1 00

Carpet Stretchers.

American, per doz. 1 00 1 50
Bullards. 6 50

Carpet Sweepers.

Bissell, per doz. 22 50
World. 21 75
Daisy, " 24 00
Star, " 18 00
Crown Jewel, per doz. 29 00
Grand Rapids, " 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new, list, dis. 50 p.c. } to 50 and 5
Plate " dis. 50 p.c. } per cent.

Cattle Leaders.

No 31 and 32, per gross. 8 50 11 25

Cement.

Portland, car load lots. 2 70
Thorold. 1 10
Queenston. 1 10
Napawee. 1 10

Chalk.

Carpenters' Colored, per
gross. 0 90 1 10
White, lump, per lb. 0 01½ 0 01½
Red. 0 05 0 06
Crayon, per gross. 0 14 0 18
Chisels—Socket, Framing and Firmer.
American, dis 70 per cent.
Canadian, dis 35 per cent.
Tanged Firmer per doz. 0 85 4 00

Churns

Daisy, dis. From factory 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz. 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box. 3 60 13 00
Side. 3 60 4 00
Enterprise, No. 0. 1 35
" No. 2. 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ½ p.c.

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz. 2 0
Coil, per doz. 0 88 1 60
English, " 2 00 4 00

Draw Knives.

American, dis. 70.
Canadian, dis. 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz. 16 00 51 50
P. S. & W., dis. 40 per cent.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p.c.

Elbows—Stove Pipe.

\$1.00 to \$2.75 per doz.

Fawcets.

Cork Lined, per doz. 0 30 0 60
Wine, per doz. 1 30 2 25
Star, " 2 80 3 90
Fenns Corkstops, No 2 p.doz. 1 70
Petroleum, per doz. 4 50 6 50

Files and Rasps.

Kearney & Foote's discount Am. List
50 & 5 to 50 & 10
Black Diamond, 50 & 5 per cent. dis.
Amer. List.

Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Toronto File Co., 50 and 10 to 60 p.c.,
Amer. list.

Jowitt's, dis. Can. list, 25 p.c. to 27½ p.c.

Horse Rasps, Kearney & Foote's dis
Am list, 50 p.c. 50 p.c. to 50 and 5 p.c.

Horse Rasps, dis. 45 p.c. Amer.
50 p.c. Can. | Hellers

Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Horse Rasps, Toronto File Co., 50 and
10 p.c., Amer. list.

Fluting Machines.

Each. 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.

Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz. 4 00

Enterprise, discount 10 p.c.

Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's dis. 50, 55 p.c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.
Box Price.

Star.

Size	Per 50 ft	Per 100 ft	Double Diamond Per 50 ft	Double Diamond Per 100 ft
16 to 25	1.40	2.70	2.00	
26 to 40	1.55	3.00	2.25	
41 to 50		3.40		5.00
51 to 60		3.70		5.50
61 to 70		4.00		6.00
71 to 80		4.50		6.75
81 to 85		5.20		7.50
86 to 90		5.90		8.50
91 to 95				9.50
96 to 100				10.50

Pilkington.

Ordinary
1st break. \$3 65
2nd " 3 90
3rd " 4 60
4th " 4 95
5th " 5 40
6th " 5 90
7th " 0 50

Picture Glass.

Pilkington's ordinary.
1st break. 4 30
2nd " 4 70
3rd " 5 40
4th " 5 90
5th " 6 50
6th " 6 90
7th " 7 70

Glue Pots.

Tinned, each. 0 30 0 90
Enamelled " 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz. 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic, per doz. 1 10 1 50

Sledge.

Canadian, per lb. 0 12½ 0 15

Ball Peen.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz. 00 3 50
Store door " 1 00 1 80
Chest, per doz pairs. 0 40 2 50

Chisel.

Firmer per gross. 3 00 4 50
Socket Firmer " 3 25 8 00
Socket Framing per gross. 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p.c.

Saw.

American, per doz. 1 00 1 25

Plane.

American, per gross. 3 15 3 75

Hammer and Hatchet.

American, per doz. 0 50 0 80

Cross Cut Saw.

Canadian per pair. 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c.

" Shepard's Noiseless, dis. 60 p.c.

Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per

Heavy, per lb. 0 42 0 05

Screw and Strap, per lb. 0 03½ 0 04½

Per doz. sets. 1 13 1 80

Gate, Clark's. 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs. 1 50 3 50

Spring. 1 75 1 90

" Shepard's Niagara

Hoes.

Garden, Mor ar, etc., discount 40 per
cent.

Planter doz. 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz. 0 50 1 10

Clothes Line, " 0 27 0 63

Harness, " 0 72 0 88

Hat and Coat, per gross. 1 00 3 00

Chandelier, per doz. 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.
Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 60 to 60 and 10.

Horse Shoes.

Per keg. 3 45 3 60

Ice Picks.

Star, per doz. 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new
list.
Copper, per lb. 0 40 0 45
Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.
Cabinet, Trunk, and Pad-
lock, Am. per gross. 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.
Bronze, Berlin, per doz. 2 75 3 25
Bronze, Gem, " 6 00 9 00
Lava, " 8 75 10 00

Shutter, porcelain, F. &
I. screw, per gross. \$1 30 4 00

Ladles.

Melting, per doz. 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz. 2 20 5 60
Galvanized, " 1 87 3 85
King, wood, " 2 75 2 90
glass " 4 00 4 50
All glass, " 1 20 1 30

Lines.

Fish, per gross. 1 05 2 50

Chalk, " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz. 2 90 7 50

Cabinet.

Eagle, dis. per cent. 30 per cent. to
33½ per cent.

Padlock.

English and Am. per doz. 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent. 15 to 17½ per cent

Mallets.

Tinsmiths', per doz. 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vita, " 3 85 5 00

Caulking, each. 1 60 2 00

Mattocks.

Canadian, per doz. 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20

per cent. dis.

Canadian, 37½ to 40 per cent.

Home, each. 42 2 35

Mincing Knives.

American, per doz. 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to
70 per cent

Nails.

Cut, 3 in. and upwards, 2 20

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American. 1 85 3 50

Nail Sets.

Square, round and octa-
gon. 3 38 4 00

Diamond. 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ .16

Carbon Safety " 0 18 0 18

Canada W.W. " 0 20 0 20

American W.W. " 0 25 0 25

S. R. Seal. per gal. 0 63 0 65

Oilers.

McClary's Galvan. Iron

Oil Can, with Pump, 19 50

per doz. 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass, " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz. 2 25 3 25

Pencils.

Jixon's, per gross. 1 00 4 25

" Carpenter. 2 25 3 60

Picks.

Per doz. 6 00 9 00

Picture Nails.

Porcelain Head, p. gross. 1 65 3 00

Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per

cent. American dis. 45 to 50 per

cent.

Wood, fancy Canadian, or American

35 to 37½ per cent.

Bailey's (Stan R. & L. Co.) 35 to 37½

per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz. 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis

37½, 40 p.c.

Button's Imitation, per

doz. 7 40 10 25

German, per doz. 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz. 1 35 2 00

Pruning Shears.

Per doz. 4 00 5 50

Pulleys.

Hothouse, per doz. 55 1 00

Axle. 22 33

Screw. 27 1 00

Awning. 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to

62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz. 1 00 1 85

Conductors' " 9 00 15 00

Tinner's solid, per set. 72

" hollow, per inch. 1 00

Putty.

Bladder, per 100 lbs. 2 00 2 25

Tins, lbs. 2 50 2 75

Rail.

Barn Door, per foot. 3 3½

Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian

list dis. 40 per cent.

Razors.

Boker's, per doz. 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Stropps.

Currier's, per doz. 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to

50 p.c.

Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ p.c.

Rivet Sets.

Canadian, dis. 30, 35 per cent.

Rope

Per lb.

Sisal. Manila

7-16 in. and larger. 9½ 13 13½

¾, 5-16, ¾ in. 10 10½ 13½

3-16 in. 10½ 14

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute " 08 08½

Rules.

Boxwood, dis. 75 to 10 to 80 p.c.

Ivory, dis. 37½ to 40 per cent.

Sad Irons.

Mrs. Potts, per set. 0 85 0 90

" N. P. 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz. 4 75 5 00

Sand and Emery Paper.

B. & A. sand, 30 p.c. to 30 and 5 p.c.

Emery, per quire. 55 90

Sash Cord

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per

cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each. 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D., dis. 30 to 35 per cent.

Hack, complete, each. 1 75 2 75

" frames only. 75

Saw Sets.

Per doz. 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz. 2 10 4 50

Foot, " 40 3 50

Screens.

Window, patent, per doz. 6 00 7 50

Screw Drivers.

Sargent's, per doz. 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" F. H. " 72½ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Diamond Point wood screw nails,

bright, dis. 77½ and 20 per cent.

Bunch, wood, per doz. 3 25 4 00

Bench iron per doz. 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Ætna, dis. 75 @ to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves

Sliding Door, per set. 77 1 40

Shovels and Spades

Canadian, dis. 37½ per cent. to 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc. 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz. 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes. 3 25

½ and ¼ gross boxes per

gross net cash. 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes

Discount, 20 per cent.

Spoke Shaves.

Wood, English. 1 80 5 00

Iron, American. 1 35 2 35

Spoons and Forks.

Tea Spoons. per gross. 7 50 12 00

Dessert " " 21 00

Table " " 30 00 30 00

Dessert Forks. " 24 00

Medium " " 27 00

Table " " 36 00

Squares.

Iron, per doz. 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb. 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per

cent.

Stocks and Dies, Amer. dis. 25 per

cent.

Stone.

Washita, per lb. 0 25 50

Hindustan, per lb. 0 06

" Slips, per lb. 9

Labrador, per lb. 0 13

" Axe, " 0 15

Turkey " 0 50

Arkansas " 1 50

Water-of-Ayr " 0 10

Scythe, per gross. 3 50 5 00

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.



TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

SPOONER'S

COPPERINE

Best Box Metal Extant For Machinery Bearings. Stands any Weight or Motion. Solid Comfort for Engineers. Most Favored Metal in Canada Used and Recommended by the Best Manufacturers and Owners of Machinery in this country.

It admits no Competition. **COPPERINE** will do all your work.

How to Sell Goods

Send Ten Cents to the **HARDWARE PUBLISHING CO.** for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose the above.

Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

LOOK

At the FINE POSTERS printed from NEW TYPE with BRIGHT INKS at the

GREAT POSTER HOUSE OF THE DOMINION

THE MAIL JOB PRINTING CO.

TELEPHONE 647

W. A. SHEPARD, MANAGER

LOWEST LIVING PRICES



TRAVELLING MEN

WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in **HARDWARE**, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

HARDWARE.



The Buffalo Hot-Water Heaters.

Thoroughly tested, very economical and efficient. The most perfect boiler yet produced.

For Prices apply to

H. R. Ives & Co.,

Hardware and Stove Manufacturers,
MONTREAL.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION" BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD., MANUFACTURERS,

MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co. OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belting, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO. OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Galvanized,
Tinned,
Spring,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

DEC. 19, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER

PUBLISHED
WEEKLY

HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.

HARDWARE.

We have full Stock of

Acme Skates,
Achieved Skates,
Hockey Skates.

CUTLERY AND PLATED FLAT WARE.

Carvers in Sets and Cases.

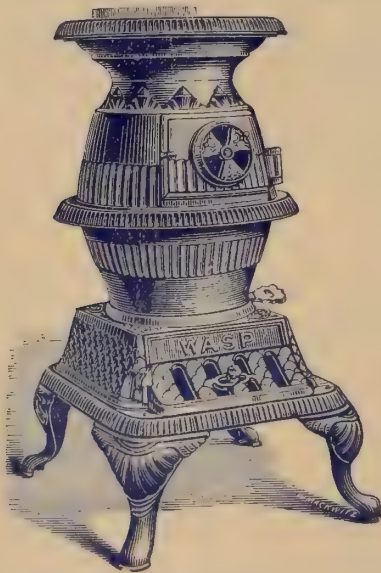
Telegraph Orders will have immediate attention.

RICE LEWIS & SON, LIMITED.

General Hardware Merchants.

TORONTO.

WASP.



Three sizes with extra heavy Fire Pots, 10, 11 and 12 inches in diameter. Two largest sizes have flues and damper in top which controls and keep a continuous fire. Low in price.

**THE CHOWN & CUNNINGHAM CO'Y
LIMITED,
KINGSTON, ONT.**

WESTERN AGENTS:

THOS. DAVIDSON & CO.,
11 Front St. W., Toronto.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

**KEMP MANUFACTURING CO.,
TORONTO, ONT.**

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, DECEMBER 19, 1891

No. 51

J. B. McLEAN,
President.

HUGH C. McLEAN,
Sec.-Treas.

THE J. B. McLEAN PUBLISHING COMPANY,
FINE MAGAZINE PRINTERS
AND
TRADE JOURNAL PUBLISHERS.

HEAD OFFICE: 6 Wellington West, Toronto.

MONTREAL OFFICE: 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE: Room 105, Times Building,
Roy V. Somerville, Manager.

EXACTNESS IN MAIL ORDERS.

The sole primary purpose of business catalogues was to advertise the goods and sometimes the prices of the houses which issued them. That purpose is still the fundamental *raison d'être* of catalogues, but their efficiency as advertising mediums is dependent upon an object that is secondary in development but paramount in importance, and that is their usefulness to buyers. That is a consideration which manufacturers study with considerable care nowadays. It is on account of the attention which has been given to it that catalogues are the complete, orderly publications they have come to be. Their matter is classified, subdivided, and arranged as carefully as if the work were an exhaustive treatise on botany, and the compiler a rigid man of science. References are made easy and minute. Illustrations add their graphic aid to the effect of verbal description, and the intending buyer is presented with a volume of information that makes it possible for him to order at a distance, both intelligently and intelligibly, from lines of goods that he never saw in stock. The perfect catalogue is the buyer's manual of information as well as the seller's advertising medium.

Buyers ought to keep all catalogues as part of their office library, and never forward a letter-order without assuring themselves by a satisfactory catalogue-reference that they are using the terms that will be most readily understood by the wholesaler to whom they send for the goods. A number

needs frequently to be quoted to secure exact correspondence between the intention of the buyer and the understanding of the shipper. Where there is room for ambiguity, as there is endless room for it in the varieties into which all classes of hardware stock are divided, the necessity for clearness ought to be manifest to everybody. Inexact terms of designation are often distracting to a warehouseman who has to make up the order, and consideration for him ought of itself alone to incline the orderer to make his meaning unmistakable. The number of times that the wrong thing is sent furnishes no idea of how often the shipping clerk has been put at his wits' end to know what is wanted. He guesses rightly in as many cases as he guesses wrongly, and vagueness characterizes easily twice as many orders as are wrongly filled. A whole office staff may be puzzled by an indefinite description. Time would be saved and celerity in the despatch of shipments would be gained if there were no hazy orders received by mail.

The proper use of catalogues would prevent much friction between buyer and seller and save money as well. Every error in order-filling causes loss of carriage charges backward and forward, or necessitates the carrying in stock of something that is not wanted, or causes feeling because of the return of goods or because of refusal to take goods back. Also, the delay in getting an order filled through sending more than once is often the cause of losing a sale.

SEAL OIL INTERESTING.

The declaration of the Ottawa authorities, that they intended to retaliate, by imposing duties on Newfoundland products for the discriminating measure of the Islanders, has excited some desire for speculation in seal oil. It woke up that enterprising individual, the broker, from his usual holiday fit of laziness somewhat, when he scented the opportunity of turning an honest penny on seal

oil. So far, however, the penny is still in the dim and distant future, but the shopping around that the feeling caused, brightened up the market to a certain extent, although no important transactions have transpired. The fact is, dealers are undecided how to act; if they sell, they fear the duty may be imposed, and they lose a nice little item; if they hold, it may not and an opportunity has passed for turning over some stock at a fair margin of profit, so they are on the horns of a dilemma and can't decide on which course to adopt.

At present the stock of seal oil in Montreal is not excessive, while at the same time it is in few hands and it has been held pretty firm throughout the fall; but the demand has not been exceptionally brisk. It is surprising, therefore, that some of the tempting offers which it is understood speculators have made in anticipation of the duty, prices that meant a good margin on the right side, have not been accepted. But humanity was ever thus, and no sharp merchant wants to lose a chance by handing it over to some one else even for a consideration. In the long run, though, the safe course is always the best, taking a fair profit and turning over the goods. Prices are the same.

AMERICAN PIG IRON PRODUCTION.

Despite generally quiet trade conditions, and the fact that the production of pig iron in the United States during the early portion of 1891 fell away sharply, the output of the material south of the line during the present year has been enormous with the prospect of being still heavier during the earlier portion of next year. During the last half of 1891 the United States produced 3,776,556 net tons of pig iron, the output being small as compared with the production last year, when 5,107,775 net tons were produced during the first six months and 5,199,253 net to us during the last six months. The causes of this decline are well understood and since July, 1891, the weekly capacity of the furnaces in blast has increased from

month to month, the maximum output for the year probably being at the present time. By estimating the monthly output from the first of July to the present time, and with the proviso that the present rate of production continue during the next month or so, Bradstreets estimates the total at 5,200,000 net tons, for the the last half of 1891. This would give a production of 9,000,000 net tons for the whole calendar year 1891. While the year will show a reduction as compared with 1890, the output is in advance of the consumption, and although stocks in the United States are not so large as last year's, they are increasing. Yet the market shows tone, and according to recent advices many of the American furnaces have orders booked to the extent of their production the first half of next year. The wonder is that the market has any tone at all.

RETURNED DRAFTS.

The epithet "dishonored," in its application to an unaccepted draft, means just the same thing that it does in any other connection. It is not one of those commercial terms which have taken on a secondary or special meaning that utterly differs from and completely displaces the primary one. It means "to put dishonor upon," and not simply upon the insensible paper, but upon the person or firm who has issued that paper. Hence, our correspondent, whose letter appears on another page, rightly regards the non-acceptance of a draft, in certain circumstances, as an insult to the house to whom it is returned dishonored. The circumstances required to make it such an offence are: that the goods for which the trader is drawn upon have been received some time before the draft is made upon him; that he has had sufficient time in which to notify the drawer of any mistake or other fault in the shipment; and that warning has been given him that the draft will be made at a certain time. These circumstances give to any man of a courteous disposition a chance to do any demurring, or protesting or appealing for extra time before the draft comes. If he has had adequate opportunity to find all fault and put in all excuses beforehand, his neglect to make use of it until he does so by dishonoring the draft is exceedingly ungracious and offensive. A man may not have the money when the draft comes, but in the conditions above supposed, he could say before he is drawn upon that he would be unprepared.

There are circumstances in which the refusal to honor a draft is no breach of commercial amenity. When the draft accompanies the bill of lading, it frequently is presented for payment before the goods are seen. Of course even between the most upright and largest concerns the refusal to

honor a draft till the condition of the goods has been looked into is no more than a matter of ordinary caution. In such a case it is not an unexpected thing, and the house whose draft is declined for such a cause can find no fault with anybody. It happens as well sometimes that drafts accompanying bills of lading are drawn for goods that the receiver is dissatisfied with. He has no option in such a case but to pay or dishonor the draft. With the policy of a business man he usually and quite correctly takes the latter course. He had no chance to do anything before the presenting of the draft, and so is absolved from any charge of boorishness. If the goods have suffered in transit, through railway accident, weather damage or other cause, which may lead to a dispute about their value when come to hand, it is well that the receiver should keep as much as possible of the advantage in his own hands.

To refuse to honor a draft for a trifling cause, or after ample time and opportunity have lapsed for all complaints and pleas to have been made, is very exasperating to a creditor, and cannot be considered as anything short of an ultimatum from the debtor that he wishes to discontinue trading with the people he treats in this way. He cannot expect any very considerate treatment afterwards from a house which he has used so cavalierly. He puts himself at a disadvantage if he has any intention of trading in the future with that house, whose memory for an ill service may usually be depended on to be good. A rude man may ignore every chance of doing things in a gracious way, that he may exercise his crookedness to the full when the most disagreeable course is all that is left open to him; but in business there are always two sides to the connection, and the man who wants to work against the grain needn't expect to be rubbed down with anything much softer than a brick. Even if a trader has good cause to reserve payment for any particular shipment of goods, he has no reason to put off the statement of his objections until there is a draft made upon him. If he has delayed the matter long after receipt of goods, and after notice of intending draft, he ought to pay the latter when it comes, and depend upon the honor of the house he owes.

The annoyance which many wholesale merchants and manufacturers are caused by returned drafts has been apparently greater this fall. The cause probably in the majority of cases is want of ready money, though some pretext is very often given instead of this real reason, the drawee being unwilling to admit that he was so negligent as not to advise his creditor in time of his inability to meet the debt. The practice of returning goods is perhaps not less objectionable, but it usually is more justified than that of returning drafts that follow delivery. The return of a draft should be made only in cases where nothing else can be done.

NOTES ON WINDOW DRESSING.

A window should be like a kaleidoscope—a constant succession of novelties with the same class of goods.

.

To accomplish this requires only a change in matter of arrangement; and the details of arrangement must necessarily depend on the ingenuity and taste of the dresser.

.

To spend labor and time on a poorly dressed window is that much thrown away. To spend more time and more labor and to have as a result a really attractive window is an investment surpassed only by a good advertisement in a live paper. It will give a great profit.

.

The Christmas season calls for a taking display of novelties and fancy hardware. Cutlery will make an enticing display, but requires taste and care in its arrangement. Thin shield-shaped boards, covered with green or red cloth, and having pocket-knives or scissors fastened on by wire or by tacks, are very handy to place in the window. If you have a dozen varieties of pocket-knives which sell for 25c., you can place them on a shape, tacking a price-ticket in the centre.

.

To sell fancy cutlery you must keep it before people's eyes, so that they will think over the question of buying it from day to day. Place steps at the back of your window, leaving about one-half of the floor of the window clear. Cover the whole with green or red cloth. Along the clear space place knives and forks, in sets of a half-dozen of each, and likewise spoons. Keep the sets separate and ticketed if so desired. At the first rise place a set of carvers, and fill the other steps with novelties such as bread-boards and bread-knives, crumb-trays and crumb-brushes, call bells, etc. At the back, above all, but not much above the level of the onlooker's eye, a covered board, with spoons and scissors fastened and arranged in divers patterns, should be placed, running nearly the full length of the window and being about one foot wide. If some beautiful and attractive object, something that will be sure to command people's attention, be placed in the centre of the window, it will thus add to the certainty of attention being drawn to your other articles.

PROPOSED CHANGES IN QUEBEC INSOLVENCY LAW.

The Boards of Trade of Montreal and Quebec are preparing to renew the attempt, which almost completely failed before the last session of their Legislature, to secure a more satisfactory enactment to govern the liquidation of bankrupt estates. They have agreed, in all but one detail, on the amendments which they deem necessary to the existing legislation on this matter. The amendments were reported by the Que-

bec Board and adopted with the exception of clause 4 by the Montreal Board, which would substitute for the clause in question :—"The judge shall appoint as curator the party or parties nominated by the majority in value of the creditors present or represented at the meeting." The council of the latter Board reported "That any restriction on the right of a creditor to vote on the ground that his claim was partly or wholly secured would often necessitate vexatious delays and the expense of a contestation to decide whether and to what extent the claim in dispute was secured; that although the delay of forty-eight hours specified in clause 7 was approved by the council last year, experience convinced them that the present delay of twenty-four hours is ample, and in numerous cases even that period is detrimental to the interests of creditors; that they considered the time opportune for a renewal of the efforts to obtain legislation by the Federal Parliament for the equitable distribution of the assets of insolvent estates, and urged the council to take the matter into early consideration."

The following are the changes proposed by the Quebec Board, and approved, with the exception of clause 4, by the Montreal Board :

1. That power shall be given to question under oath the insolvent or the party managing the business for the insolvent, at any time after the nomination of the curator, at the request of a majority of the inspectors and curator combined with the concurrence of the court.

2. That a sworn claim, with vouchers attached, for a sum of not less than two hundred dollars, shall be filed with a demand of assignment.

3. That parties holding general notarial powers of attorney shall be allowed to make demands of abandonment and vote at all meetings in virtue of said powers either personally or by their signatures; that the same rule shall apply to incorporate companies, banks or municipalities, without the necessity of a special meeting of the directors to authorize such signatures when those signatures are given by the recognized officers representing the institution.

4. The majority in amount for one-third in number combined of direct creditors whose claims are unsecured shall name the curator and inspectors, the court having only to preside at such election and confirm it when made in order; whenever a division occurs between amount and number, the decision as to the appointment of a curator will be left to the decision of the court.

5. The curator shall have the right to contest creditors' claims, provided he has the approval of the majority of the inspectors and he has obtained permission from court; and all results of such proceedings shall be at the risk of the estate.

6. The curator shall have the right to contest statements deposited by the insolvent,

provided he has the approval of the majority of the inspectors and has obtained permission from court; and all results of the proceedings shall be at the risk of the estate.

7. A delay of forty-eight hours shall be given the insolvent, after the demand of abandonment, to deposit his sworn statement in order to determine the time when a *capias* may be issued.

8. A delay of not more than eight days clear shall be given, between the date of calling the meeting and the meeting itself; notices of convocation of such meeting shall be given by the provisional guardian of the estate.

9. When a demand of abandonment served on a woman or minor children has not been complied with in the stated delay of forty eight hours, power shall be given to take possession of said estate with same rights as if there had been an assignment.

10. The notice of abandonment shall have to be given by the provisional guardian of the estate, within three days after the assignment; if, at the expiration of such delay, such notices have not been sent, any creditor shall be authorized to send the same.

11. Immediately after the filing of the statement on application to that effect made by the creditors demanding assignment or his attorney, the prothonotary appoints a provisional guardian, whom he, as far as possible, selects from among the most interested creditors who either personally or by a person whom he delegates for that purpose, takes immediate possession of all the property liable to seizure, and the books of account of the debtor.

12. The writ-*capias* may also be obtained, if the affidavit establishes that the debtor has been condemned to pay a sum exceeding \$80, exclusive of interest, from service of protest and costs, for a debt of a commercial nature; that the immovable and movable property of which he appears possessed have been disused, and that he has refused to make an assignment of his property for the benefit of his creditors.

ENGLISH ODDITIES.

A. F. G. in Iron Age says : We were interested in looking over a foreign paper devoted to the hardware and iron interests to notice the peculiarities of the country and people which it represents. This is, of course, from an American point of view, the peculiarities being brought out in the reading matter and advertisements. As compared with American customs the following instances strike us as of interest : A party who was engaged in the metal and other kinds of business failed, and in the notice is referred to as a bankrupt. He was obliged to attend the county court for public examination and required to make a statement in court of his liabilities and assets. In reply to questions he described in detail some of his financial ventures, stating the

cause that led to his failure. It is evident the English bankrupt laws are different from ours. Under review of the the Hardware market "Dram Flasks and Breachloading Implements" are given together, and are manufactured by the same firm. It is stated that of late the large sized bottles have been much in vogue, chiefly for export. Crocodile and lizard skins have still the chief run in leather for coverings. Shot Guns are referred to as "Birding Guns," and "Shooting Tackle" is the term applied to sporting goods. Hardware is known as Ironmongry and stores of all descriptions are spoken of as shops. A review is given of the state of trade in "Cabinet Brass Foundry and Locks," which would be spoken of by us as Cabinet Hardware. In mentioning the names of subscribers to stock in various companies it is customary to give the occupation of each, as gentleman, engineer, shorthand writer, wool merchant, farmer &c.; the occupation of gentleman, however, predominate. A female subscriber is designated as a "spinster." We notice a number of American patented articles are advertised as being for sale by American merchants and factors. The principals in manufacturing or mining enterprises are masters, which corresponds to our proprietors or makers. Peculiarities in the manner of representing the denominations of American money are noticeable in market reports received by cable, as: "Tin—quiet at 20 dol. 50c. spot;" or, "Copper—market dull at 16 dol :—" giving price in this form instead of using the dollar mark, as \$20.50 or \$16. "Tenders wanted" conveys the information that bids are solicited on work of either a public or private character. An advertisement of "Railroad and Mineral Wagons" is accompanied by illustration of a coal car, the term wagon being used for car. Advertising rates appear as "Advertising Tender, 4s. 6d. for 5 lines," &c. A business for sale is advertised thus: "Business for disposal. Furnishing and working Ironmongery; excellent returns; part purchase money can remain." The same advertisement in an American paper would probably look something like this: "Business for sale. Hardware store doing a good business, with satisfactory profits; part cash, balance on time." "Employers wanting assistants," heads the column of help wanted. An advertisement reads: "Smart assistant wanted at once; General Furnishings; wages 25s.; 8 a.m. to 9.30 p.m.; closes at 5 Thursdays." A person desiring a position inserts an advertisement as follows: "Assistant, Bookkeeper or Traveller, with view to partnership in about 12 months or less by Ironmonger's Son." Professional stock-taking appears to be a regular calling from this notice: "Stocktaking; experienced hand; stocks written in detail, priced out and sheets left for future reference." Examples might be given almost without end, but those which we have noticed are sufficient. An Englishman reading an American paper would probably be equally struck with our peculiarities. We imagine that a salesman with however much experience in American hardware would cut a sorry figure in selling ironmongery over an English counter.

H. S. Howland, Sons & Co.,

WHOLESALE HARDWARE,

37 Front Street West, - - - TORONTO

--- SKATES IN STOCK. ---

No.		GENUINE "ACME."	
o.		All Sizes from 7 to 12 inches.	List, 90c. pair.
3.	No. o. Nickel Plated.	" " "	" \$1.50 "
7.		" " "	" 2.90 "
10.	No. 7. Nickle Plated.	" " "	" 3.90 "

Wrenches, Repairs, Etc.

FORBES' NEW PATENT "ACHIEVED."

H. P.	Ordinary Pattern Runners,	-	All Sizes from 8 to 12	inch.	List, \$4.00 pair.
F. P.	Full Patent Runners,	-	All Sizes from 8 to 12	inch.	" 4.50 "
F. P. N.	Full Patent Runners, Nickel Plated,	-	All Sizes from 9 to 11 1/2	inch.	" 5.50 "
Discounts on Application.				Orders Solicited.	

PHILOSOPHY OF ADVERTISING.

Advertising, which became a growing necessity at the dawn of this century, has now reached almost to the dignity of a science. The history of advertising, which is now mainly accomplished by the newspaper, is full of romance. One of the best and most comprehensive definitions of advertising we can call to mind, is that which describes an advertisement as "The public notification of a fact." For many generations the pulpit and church door were the chief places where important facts were made public. More than three hundred years ago, when Martin Luther desired to make the most public declaration of his objection to Fetzel's sale of Indulgences, he wrote out those objections in the form of theses or propositions, and nailed them on the door of the great church at Wittenburg. For centuries the oddest kind of announcements have been made from the pulpits of the parish church. Losses were announced, coming fairs and other celebrations were spoken of. When in a family the circle grew wider and the cradle had to be rocked, public thanksgiving to Almighty God was made, and the happy mother's name mentioned from the pulpit. When Corydon and Phyllis resolved to venture on the sea of matrimony, and boldly put to proof the old, old question: "Is marriage a failure?" the bans were put up in the parish church and for three successive Sundays their purpose was announced from the pulpit, so that if any one knew of "any just cause or lawful impediment," why in this particular case the course of true love should not run smoothly, they should "now speak, or forever hold their peace." Such stringent modes as these made Gretna Green so famous as the happy haven of eloping lovers. To this day in England, or up to a very recent date, the law prescribed that in order to the full public notification of the names of those who had the right to exercise the power of voting, a complete list

of voters of each parish should be nailed on the door of said parish church, so many days before the date of the coming election. Up to a very recent date the public Bellman was a very useful and sometimes a very amusing institution. Mr. Bellman was generally a man of great lung power, gifted with a droning sing-song method of delivery. He rang a huge unmusical bell and cried: "O yes! O yes! O yes!" A method by which the attention of the people was attracted. A crowd would gather round, and then Mr. Bellman would tell his story. Sometimes a very queer story it was. We remember not so many years ago, to have heard in the ancient city of Lincoln, one of these living advertisers make an amusing muddle of his message. He was charged to announce a lecture in the town hall on "Adam Bede," for the name of George Eliot was just then the overshadowing name in literature. The Bellman rung his bell and cried, "O yes! O yes! O yes! you'll please to take notice that a lecture will be given in Lincoln Town Hall on Tuesday night on "Adam and Eve," "God save the Queen."

It was in vain to try and persuade this notifier of facts that he had made a mistake, that the lecturer in question wanted to talk, not of the early denizens of the Garden of Eden, but of a recent book. He responded in anger, "If you'll mind your business, I'll mind mine," and on he went ringing his bell, bungling the title of the lecture, and ending each announcement with a heartfelt prayer for his queen. Of course all this kind of thing had to give way. In the very nature of things the newspaper had to become the grand medium of advertising. It is interesting to note how advertising had to struggle, in England especially, in the early decade of this century.

In 1833 there was a duty of a little more than a dollar on each advertisement in Great Britain. This absurd duty was not repealed till 1853. In 1855 the Government received \$720,000 as advertisement duty. We have

said already that advertising has climbed to the dignity of a science. And, indeed, it is a science. And we have come to this point in business affairs, that no man need expect to be successful in business who does not judiciously and generously advertise. It has passed into a proverb, of the truth of which every day brings ample proof that advertising is to business what steam is to machinery, the grand propelling power. Barnum said that if he had not spent twice as much in telling people what he had for them to see, as in buying and keeping the things he had on exhibition, his career would have been a failure. A merchant might as well have his stores hidden in a cave as kept on his shelves without informing the people of what he has for sale. The merchant of to-day knows that without wise advertising, extensive and successful business is all but impossible. It is a little amusing to turn back to some old forms of advertising and compare them with our present methods. Take the matter of soap for example. The manner in which innumerable brands of soap are advertised would lead to the conclusion that the world is fast growing clean. In the year 1680 the only soap advertisement in the world ran thus: "William Deval at the sign of the 'Angel and Stillards,' St. Annes lane, near Aldersgate, London, maketh castile, marble and white sope as good as any man sells; tried and proved, and sold at very reasonable rates." The same advertising sheet announces that "at the 'Angel and Sun,' in the strand is to be sold every day fresh Epsom-water, Barnet-water, Epsom-ale and Spruce-beer." Some of our Chicago modes of advertising, especially about Christmas time are to say the least curious. But there always will be romance in advertising, but there is philosophy and wisdom too.—Chicago Saturday Evening Herald.

Every line of goods embodies a history and a science worth years of study to understand.

Toronto Plate Glass Importing Co'y

GLASS IMPORTERS,
BEVELLERS AND MIRROR MANUFACTURERS.

Highest Award, Toronto, '87.



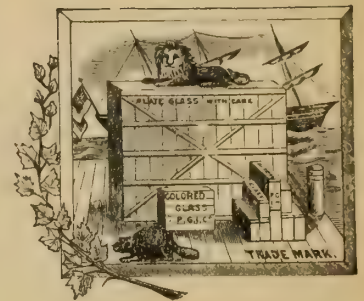
For Mirrors and other Glasses

WRITE US FOR

"Pilkington Bros."

"St. Helens,"

"Lancashire."



WINDOW GLASS.

To import

4th and 3rds qualities

16 oz., 21 oz., and 26 oz.

In 100 and 200 feet boxes.

Place your orders with us
(while prices are reasonable)
for next spring and summer
deliveries.



PICTURE GLASS.

Specially light in color,
superior in quality to any
other and is quite flat.

To import or from Stock,
4ths and 3rds qualities, 16
oz. and 21 oz. thick.

In 100 and 200 feet boxes.

The above words and brand are on every box of Window Glass made by them. None is genuine without this Trade Mark. We warn our friends and others against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT. It is freer from streaks, scratches and blisters, and also is perfectly flat.

Satisfy yourself by ordering one box as sample. Address—

55 and 57 Victoria Street, Toronto.

Telephone 1519.

Cable Address, "Plate"



DISHONORING DRAFTS.

EDITOR HARDWARE, Toronto.

SIR,—I would like through your columns to call the attention of retailers to a practice that is injuring many of them by refusing to honor drafts for bill of goods sent out. There are few things more irritating to a business house, and that creates greater disgust in the mind of the manufacturer or wholesaler, than to have a draft made in good faith dishonored, and returned, often without any reason given, and in almost every case, where reasons are given, of the most indefinite kind. A statement is sent out which says "that on a certain date we will draw for amount of account," no attention is paid to this, and consequently when the proper time comes the draft for the amount is sent forward. The refusal of this is not only an unbusinesslike transaction, but is a direct insult to the house from whom the goods are purchased, and if men knew the harm it was doing them, they would hesitate to refuse a respectable house's draft, even if there was some slight inaccuracy or omission in goods or invoice. In all our experience, now extending over many years, we have only met one house who did not hasten to correct any error that might have occurred, and in managing our own business we feel a double responsibility resting upon us to correct the error to which our attention is called, with the man who accepts our draft, in comparison to the man who refuses. All wholesale houses are in a position at certain times to confer special favors upon their customers; the man who is courteous, puts you to no unnecessary expense or trouble, is the man who shares in these favors. The churlish boor who insults you on every possible occasion, puts you to unnecessary trouble and expense, never tastes of sweets of this kind, and if retail men and some wholesalers (very few I am thankful to say) would consider their own interest, they would hesitate and only when it was exceedingly plain that some wrong was intended, would they refuse a draft payable at the proper time for goods in their possession.

There is another point; It is equally annoying to banks, as every draft has to go through a certain amount of detail, and it also brings the house issuing the draft into less or more discredit and disfavor with the bank. We have written thus with a deep sense of the injustice of these acts, and trust that some abler pen will take up the matter, believing that if thoroughly understood, the good sense of the trade generally would come to the rescue, and the annoyance would be largely, if not entirely stamped out.

Respectfully,

R. M. FULLERTON.

THE DILEMMA OF THE PATRON TRADER.

Editor HARDWARE.

SIR,—To most retailers in western Ontario the Patron of Industry movement has been a fruitful source of annoyance and vexation during the past two years. To them it means a curtailment of profits, which, through keen competition are already cut so low that any encroachment from without is viewed with just alarm. Want of knowledge concerning mercantile affairs creates among outsiders, farmers in particular, a mild type of hostile prejudice against all those engaged in commercial pursuits, and this prejudice, coupled with the erroneous impressions as to what constitutes a retailer's profit, has caused the latter to become the object of their special solicitude.

Farmers generally are suspicious, and their isolated mode of living, if it does not produce it, certainly fosters this disposition. Could every farmer engage in business for one year only, such a movement would thereafter be impossible. These are the factors which have made organization so eminently successful. The organizer, whose interests are best served by exaggeration with a view to intensifying this prejudice, also appeals very strongly to the selfishness, dormant or active, found in most human beings, and in the majority of his attempts receives his ten dollar bill as a reward for the very arduous labors performed in trying to elevate the farmer to a higher plane socially, morally, intellectually and, above all, financially.

In this appeal to passion, however lies the very weakness of the concern. Selfishness can not with impunity be called into requisition in the commencement, and then suppressed whenever it may be deemed desirable to do so. It is all-powerful now, but depend upon it, later on it will be equally powerful as an engine of destruction.

If the foregoing is a correct diagnosis of the subject in hand, the retailer's position towards the movement should be tolerably clear.

To take them or not to take them, that is the question. Not to take them may imply a temporary loss, but taking them means a permanent one. Taking them implies discrimination, and discrimination can produce only one result, viz., alienation. Doing violence to their feelings and outraging their sense of justice by his unequal and unfair treatment, the Patron merchant cannot expect the support of his independent non-patron customers, and in a very short time finds himself minus the very customers for whose trade he has, possibly for years, been catering.

On the other hand, his erroneous views concerning retailers' profits will lead the Patron to expect far greater concessions in prices than his agreement entitles him to receive. His disappointment, caused by his inability to realize the enormous advantages

held out to him as a bait by the wily organizer, whose word to him was gospel, leads him at once to suspect the honesty and integrity of the Patron merchant. Furthermore, to regain and hold their old customers, the "Gentile" merchants will become active and sell goods below Patron prices, at cost in some instances, and no agreement can be produced to convince the Patron that his suspicions are not well founded.

The same selfishness previously referred to now asserts itself with increased force, to the sorrow of the Patron merchant, who, discredited in the eyes of his transitory supporters for whose benefit he parted company with his cash customers, finds himself occupying (pardon the homely illustration) the exalted position of a squeezed lemon. The non-patrons have left, and the Patrons follow them, leaving the merchant who sought to gain a temporary advantage over his competitors, to contemplate the sad fact that "he is not in it," and that his cupidity has, will-o-the-wisp like, led him into troubles which will doubtless enure to the benefit of those whom he sought to preclude.

He sees when too late that the vows and obligations were too one-sided, and that the "moral obligation" by which the Patrons were bound to support him for sacrifices made, was a sham, a delusion and a snare. Moreover, by his acceptance, he makes the tacit acknowledgment that his previous prices were higher than they should have been, or as the patrons say, extortionate. This surely must be a most humiliating admission for a man to make, especially when the facts are the very opposite.

So far as the writer has had an opportunity of making observations, he is forced to conclude that the movement must be ephemeral, and the merchant who values, as he should do above all else, his character and reputation for honesty and business integrity, can not afford to enter into such an alliance, wherein he has nothing to gain but a great deal to lose.

Yours truly,

D. WEISMILLER.

KIPPEN, December 8th, 1891.

ORTHODOX ADVERTISING DOCTRINE.

At a recent meeting of the St Louis office man's club the question of advertising was discussed. In the course of his remarks the President, Chas. W. Knapp, is credited by a contemporary with the following timely hint to the spasmodic advertiser: "The faint heart who 'spent fifty dollars once' knows that advertising does not pay, but those other thousands, who contributed the bulk of the \$125,000,000 estimated to have been spent last year in the advertising publications of the United States, know that advertising does pay, but will never fully say that they know where it pays best. The vital fact which experienced advertisers learn to appreciate, is that no paper or journal can exist for any extended period, unless it command a certain exclusive constituency of readers. If those be of a class the merchant wishes as patrons, he knows he can reach that particular constituency through that one paper or journal, and through no other."



—USE THE—

STAR * VENTILATOR For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences; Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA. CHICAGO.
NEW YORK. LONDON.
KANSAS CITY.

BEST!! CHEAPEST!!!

THE "ACME"

SELF-ACTING GASOLINE PAINT BURNER.

The Acme Torch has NO PUMP NO CANDLE-
WICK. wire or other packing. It is made wholly
of brass.

This Torch is adapted to general use in Paint
Shops, Pattern Shops, Plumbers' Establishments,
Factories and Machine Works for the following
reasons:—

1. Economy in producing
IMMENSE heat. 2. Sim-
plicity and strength of con-
struction. 3. Self acting
while in operation. 4. The
size of flame is increased or
diminished by turning needle
screw D. 5. Its weight is 1½
lbs. and capacity 1½ pints.

Price \$6.00.



Sole Agents for Canada,
Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



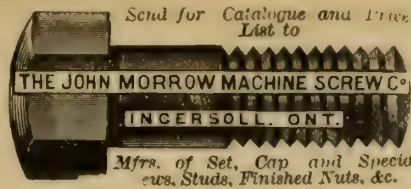
Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

We manufacture High
Grade Knives only.

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.



Send for Catalogue and Price List to

THE JOHN MORROW MACHINE SCREW CO.
INCORPORATED, ONT.

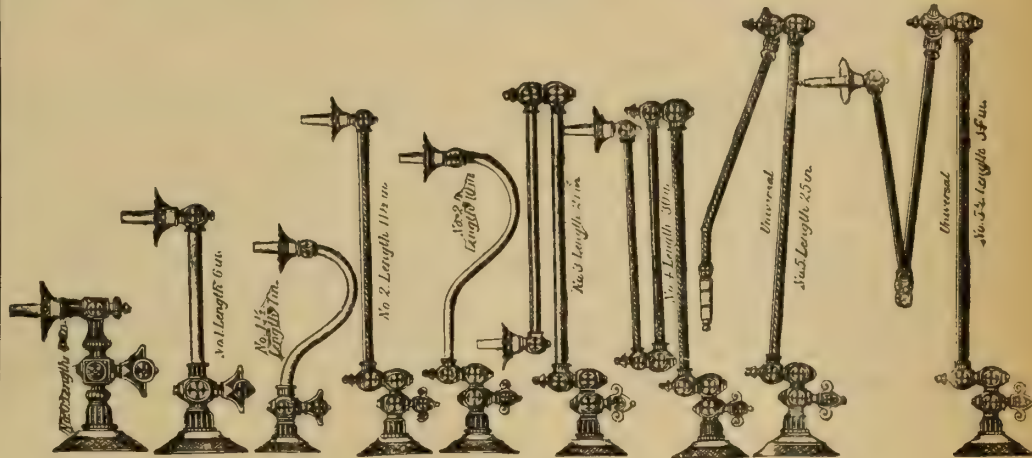
Mfrs. of Set, Cap and Special
ews, Studs, Finished Nuts, &c.



BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.

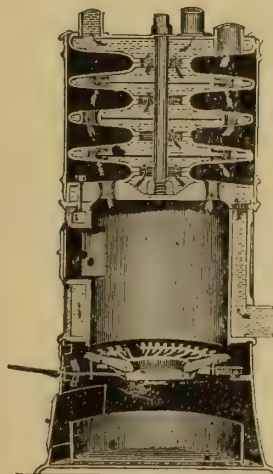
PARIS, ONT.

ROBERTSON'S STANDARD STAPLE GAS BRACKETS.



Send for Catalogue and Price List.

JAMES ROBERTSON & CO.,
TORONTO.



—THE—
"Acme"

HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



COW TIES.



OPEN RING, CLOSED RING, AND WALTON.

Our Cow Ties are made of Brown's Patent Steel Chain, all fittings being of steel throughout.
There is no other chain on the market that will compare with these chains for strength, lightness
and handsome appearance. We confidently believe that our ties of a given number are fully equal in
strength to a size larger of any other make on the market.

If you have not yet tried THESE COW TIES SEND FOR SAMPLE half-doz. and discounts.

Manufactured by THE B. GREENING WIRE CO., Ltd., Hamilton, Ont.



Charles Noble has opened out a large hardware store in Dundalk.

The Dominion Mineral Company, of Sudbury, have sold out their Blezare and Worthington nickel mines to an English syndicate for \$2,000,000.

The Gurd-Brandon Wooden Ware Co., have been trying to procure a bonus from some suitable town and have interviewed the officials of Victoria and Owen Sound.

Albert E. Kemp, of the Kemp Tinware Manufacturing Company, city, is up for membership at the Board of Trade on the introduction of President J. I. Davidson and Vice-president Hugh N. Baird.

A very pretty display of hardware—bronze and brass door knobs, and latches, brass door plates, door bolts, bronze hinges, etc., may be seen in the window of M. & L. Vokes, dealers in builders hardware, Yonge, St., Toronto.

Mr. John Leys, of the firm of Rice, Lewis & Son, Toronto, has left for Denver, Col., accompanied by his physician, Dr. Sweetnam. Mr. Leys has been troubled with ulceration of the stomach, and has been ordered to take change of air.

On Monday the 7th inst., a joint stock company was organized for the manufacture of the McMaster self-binders in Orangeville. There are sixteen shareholders in all, with a subscribed stock of \$2,000 at \$100 a share. Application will be made at once for a charter.

John Piggot, of Mersea, died very suddenly the other day at the age of 84 years. Deceased was the proprietor of the first foundry in that section of the country, and purchased large quantities of iron ore from the furnace in Gosfield, out of which he made a good-sized fortune.

Burglars have been operating freely in Orillia of late. Seven places were entered a week ago, but the abstractions were trifling. On the 13th. Millar's hardware was ransacked, a large quantity of cutlery, etc., was stolen, and \$2 in coppers taken from the till, which is close to the plate glass front. There is no clue, but the work is evidently done by local crooks.

The Canadian Almanac for 1892 is the forty-fifth issue of that reliable chronicle of contemporary national facts. Its weight in popular estimation increases with its age, and it is more than ever entitled to the place it has won as the standard source of information in the office and the household on public matters. The present issue is enlarged to 224 pages, and contains the census report and the revised customs tariff. The publishers, The Copp, Clark Co., Ltd., have

been very painstaking to get out a full and accurate edition, and are to be congratulated on their success. The price is 20c.

By a fire at Perth on Wednesday, Henry Taylor hardware merchant, loses \$20,000 on his stock. The fire began in his store and extended to several others. The store belonged to the Douglas estate and was insured for \$7,000. As Mr. Taylor was away from home the insurance on his stock is not known. Powder explosions in the buildings hindered the workers while a high wind helped to carry the fire.

Philip Labelle was arrested on a charge of embezzling money from the Canadian Bridge and Iron works Montreal, where he was employed as book-keeper. This is not Labelle's first time in the cells. On October 12 last he was arrested for stealing \$500 and was brought before the Police Magistrate who released him at the request of his employers, as \$380 of the money was recovered and his friends promised to pay back the remainder. He was then reinstated in his former position with the above result.

Messrs. Aikenhead & Crombie, who have so long and successfully carried on business on the corner of King and Yonge streets, have decided to retire from the general hardware business. Many will doubtless be somewhat surprised at this announcement, as this hardware store has long been looked upon as one of the city's landmarks, the building having been used for that purpose ever since it was erected. It is the intention of the firm to sell out their large and well-assorted stock at once.

The unsecured liabilities of Lewis Wigle, ex-M.P., of Leamington, have gone up to \$100,000. The unfortunate creditors will do well if they get 20 cents on the dollar. A large amount is for borrowed money, and the disaster will be felt in South Essex for many a day. The inspectors are W. R. Brock, of Toronto; Thos. Fuller, banker, Leamington, and Geo. McNab, barrister, London.

The Patrons, the new organization which is rapidly spreading among Manitoba farmers, are arranging with retail dealers in various provincial towns, for special prices. The stores so arranged with, will be known as the Patrons' stores. Hopper Bros. of Rapid City, T. A. Garland of Portage la Prairie, J. A. Montgomery, J. T. Somerville and Zink Bros., of Brandon, are among the stores which have come to terms with the Patrons.—Winnipeg Commercial.

TRADE SALES.

The boot and shoe stock of Thos. Cowan, Thorold, Ont., was knocked down at 76c. on the dollar to Mr. Grass of Ridgeway, Ont.

The insolvent dry goods stock of T. A. Powell, Stratford, amounting to \$4,037, was sold to Jno. Rennie, Toronto, for 60½c., on the dollar.

The trade sales of Suckling & Co., are over for the season. The last sales took place on Tuesday and Wednesday, and were well attended by merchants from all parts of Ontario.

There was a great deal of competition for the stock of Grant & Co., King St., but finally Mr. Urquhart of Toronto purchased both lots, the first, valued at \$5969 at 71½c., and the second at 61c., on the dollar. This was a very fine stock of furs and is supposed to have been bought in for Mrs. Grant.

HECK'S COLUMN.

The Johnston Fluid Beef Co., of Montreal, say : "The glory of a man is his strength." The other day I had occasion to make a trip from New York to Philadelphia. In the seat opposite me sat an elderly gentleman, and as the train pulled out of Jersey City we fell into conversation. He was a big burly fellow, about 45 years of age, wore a neat suit of clothes and a plug hat, which prompted me to take him in as a commercial man. He said: "I have been travelling twenty odd years for my present company, throughout the United States from the Atlantic to the Pacific, and am on my way to Philadelphia to put my capital into what has been my aim, my glory for all these years." He told me nothing further on the subject, but I have thought since that he must be as happy a man to-day as ever carried a grip. We have all read and heard many experiences of successful business men, but I think there are few men who carry the grip to attain their object in life. I would have liked to have heard more of that man's life. The average travelling man does not usually show that he has any object in view except the necessity of an existence. The new beginner on the road, usually starts out to have all the fun possible, and to do all the business that can be done without much hustling. Of course he gets left, but the years' experience that he has had only just put him farther back in the business world. I am thinking of an old friend who, about six years ago was a clerk in one of our largest wholesale houses, and who, about that time got his samples to make his first trip. He was to go from Montreal to Lachute, thence to Ottawa and up the line as far as Pembroke. Charley showed his samples in the first town and did a fairly good trade. At Ottawa he worked pretty faithfully the first day among his customers, but in the evening he fell in with some of the old heads to hear the old and newest stories, and to have a glass of ale. That eve' settled his success as a traveller, and although he for a few years held his situation, he to-day is out of a position and cannot get a place, simply because his employer's time cannot be trusted in his care. As the new year approaches there is always a number of changes made among the travelling men, and a good many new ones take their places. The new man should have some glory to look forward to, but he should not expect, or try to get it, unless his intentions are to hustle when others are having their fun. Do not satisfy yourself as to your idea of a travelling man by the style of the first jolly one you meet, who has lots of jokes and a batch of orders to tell you about when you should be out working. He simply "ain't in it," and a few years' more experience on top of your head will give you an opportunity of being like the unknown American gentlemen or my friend Charlie, to whom I am going to send a marked copy of this story.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

ASSOCIATION PURE WHITE LEAD.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

DO YOU SELL COOKERS ??

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL: Ask your Jobber for them.

Sole Makers: THE EUSTIS MFG. CO., 49 St., Bayonne, N.J.



Largest German Manufactory of Balls.

F. FISCHER,
Schweinfurth a/M Germany.

Specialty: Cast Steel Balls for Velocipedes; supplied at the cheapest prices. Cast Steel Balls produced from the finest English Diamond Steel, guaranteed as uniformly round and of unsurpassed tough hardness.

Daily Production 1,000 gross.

It is intended to give the exclusive agency to a substantial firm in America. Offers should be addressed to the Manufactory.

THE HALIFAX SHOVEL CO., LTD., HALIFAX, N.S.

Sole Makers of Fenerty's Patent Socket Shovels, Spades and Scoops.

Here is what the users say:

HALIFAX, N.S., April 1st, 1891.

Messrs. HALIFAX SHOVEL CO., Limited, Halifax.

Dear Sirs,—Your make of Shovels (Fenerty's Patent) is just what we want for our draw kilns. We use no other, and always recommend them. They are fine goods. Not the least of their many merits is that a broken handle can be so easily replaced.

Yours truly,

BRAS D'OR LIME COMPANY, LIMITED,
A. MILNE FRASER, Secretary.

P. DOTY & SON,

Successors to
W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

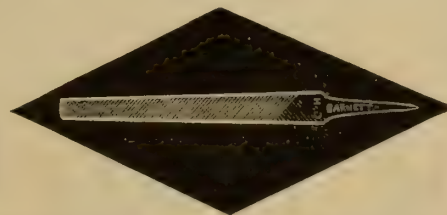
Root

BASKETS

P. DOTY & SON

Oakville, Ontario.

BLACK DIAMOND



FILE WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.

MACHINE BAND SAWFILES.

GREAT AMERICAN CROSS-CUT SAWFILES.

CHISEL POINTED SAWFILES.

GULLETING SAWFILES.

CLIMAX SAWFILES.

LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.



MONTREAL MARKETS.

MONTREAL, Dec 17, 1891.

The iron trade is generally dull at this season, and the present week is a forcible illustration of this, for there was just sufficient business doing to keep the wheels of trade moving and that was all. The conditions are unaltered, both locally and at primary markets. As we expected, the proposition to shut down the tin plate works in Wales has not been adopted, but some makers have stopped operations. In fact all round, the condition of the iron and metal trade in Great Britain is not encouraging. Locally there have been few features to mention. The heavy stock of terne plate discussed by **HARDWARE** last week has induced a reduction in values; the appended details giving the exact figures. Other lines have not shown any alteration but all are quiet, the only business being a few small lots of Summerlee pig ex store at \$22. Values generally however with the exception of terne plate are steady enough. In chemicals business is quiet, while in oils the Newfoundland troubles have caused some desire for speculation in seal oil, which is referred to elsewhere in detail.

PIG IRON.

There has been no particular change in pig iron since our last report, and what business there has been was limited to a few small lots of Summerlee ex store on the basis of \$22 for immediate requirements. Values are about the same, and not likely to fluctuate any between now and next spring, but the inside price from now forward on Summerlee and equal brands can be quoted at \$22, as it certainly means that to move it from store. Eglinton and Carnbroe rule steady with no business to report at \$20 to \$20.50. Advices from primary markets do not indicate any improvement, cables reporting matters as dull as ever with the trend of prices in buyers' favor. The most recent quotations were Coltness, 56s 9d; Langloan, 55s. 3d; Summerlee, 55s.; and Gartsherrie 55s. f.o.b. Glasgow; Eglinton, 50s.; Carnbroe, 48s. 6d. at Ardrossan.

BAR IRON.

Manufactured iron is very quiet, and there is no movement to note except in a small jobbing way. Domestic bar rules nominally at \$2 to \$2.25 according to grade, and we have no transactions of importance to note.

There is nothing at all doing in English bar. Advices from Great Britain quote the demand generally slow and prices steady.

TIN PLATES.

The local movement in this line during the week has been practically nil, and with nothing doing, there is no change of any importance to report. We quote cokes at \$3 to \$3.75, and charcoal \$4.25 to \$4.50. Cable advices state that demand on primary markets is uneven and prices irregular. As **HARDWARE** anticipated last week, the proposition to shut down the works in Wales for a month has been vetoed, but some of the makers have suspended operations for want of orders.

TERNE PLATE.

The heavy stocks of this article are weakening holders, and there is no doubt that they would submit as we intimated in last week's issue, to considerable concession to induce business. In fact, we quote: Orion crown lower, at \$8, and it is questionable whether \$7.50 would be refused for ordinary grade, for a good round order.

CANADA PLATES.

A small jobbing business is doing in Canada plates at former prices. The prevailing basis is \$2.65 to \$2.75, but if a round lot were in question it is likely that these figures would be cut.

COPPER, ETC.

Lead is featureless, and the same easy feeling is to be noted in copper. Other lines are without change.

SCRAP IRON.

Receipts from various points have been freer, but demand for wrought scrap is not brisk. For some lots \$16 has been bid for No. 1 wrought scrap, but \$15 is nearer the general ideas of buyers. Cast iron scrap is scarce and rules at \$13 to \$17 according to quality.

SHELF HARDWARE.

Stock taking is still the chief occupation with the general hardware houses, and all the travelers are in off the road for the holidays, so that there is little or no business to report. Indications however seem to point to a favorable movement shortly, as stocks of most kinds are not large, and dealers confidently predict a movement of an average volume in the immediate future.

CHEMICALS.

There is scarcely any change in chemicals, for the volume of trade is limited to a small business for actual requirements. Bleaching powder is scarce on spot and prices are hardening, and the same can be said of soda which we mark up slightly \$1.2½ to \$1.25. Cable advices quote alum higher, makers having advanced their quotations 5s

per ton. Caustic soda still exhibits the same easy tendency, while sumac shows a strong disposition to advance. Other lines are unchanged.

OILS.

There is no improvement in the matter of regular demand for oils, but the complications between the Canadian and Newfoundland governments have excited some desire for speculation in seal oil, which, however, has not resulted in much, as holders are undecided how to act. Prices are unchanged. Linseed oil is somewhat easier on primary markets, but there is no change here.

GLASS.

There is only a quiet trade to note in glass, but prices are steady and likely to remain so. Present stocks here are not extra large, and it is quite probable that any increase in the volume of trade would stiffen values. We quote the old basis \$1.35 to \$1.40, and some particular brands are very firm at that.

LEADS.

There has been a small average trade in leads since our last, and although we give the former prices, it is quite likely that shading is being done right along. We quote: Choice, 6 to 6½c.; No. 1, \$5.50; No. 2, \$5; No. 3, \$4.50; dry white, 6c.; red do., 4½c.

NAVAL STORES.

As stated in previous reports, there is only a quiet jobbing trade to note in naval stores. Turpentine is somewhat firmer in New York, but there is no change here under the quiet business ruling. We quote: Turpentine, 56 to 57c.; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5¼c. for colored, and 7 to 10c. for white; oakum, 5½ to 7½c., and cotton oakum, 10 to 12½c. Cordage is steady, with Sisal at 9¾c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13½c. for 7-16 and upwards, and 14½c. for smaller sizes.

CEMENT AND FIRE BRICK.

Dealers only report the merest jobbing business doing, and in the absence of it prices are more or less nominal. We quote:—Belgian, \$2.30 to \$2.45; Newcastle, \$2.40 to \$2.50; and best London brands, \$2.40 to \$2.55. There is a seasonable sort of trade in firebricks, and a fair quantity has been moved in a small way during the week at \$18 to \$24 per 1,000.

PETROLEUM.

There is the average business doing in refined petroleum, with no particular features to report. Canadian refiners are still cutting prices, and this unsettles spot quotations. We quote:—Canadian 11½c. at Petrolia, 13¼ to 13½c. in car lots at

MILK CAN TRIMMINGS

We can supply everything required for this trade and in all styles, also Milk Cans made up and all sizes body stock for cans and cheese vats.

WE GUARANTEE FIRST-CLASS GOODS

THE McCLARY MFG. CO.,
London, Toronto, Montreal, and Winnipeg.



MONTREAL MARKETS.—Continued

Montreal, and 15c. for single casks. American 20½c. in 10 brl. lots, 20¾c. in 5 brl. lots, and 21¼c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11½c. to 15c.

TORONTO MARKETS.

TORONTO, Dec. 18, 1891.
HARDWARE.

The auspicious weather which followed the slushy spell of the early part of the week ushered in quite a strong run of orders this morning for skates, snowshovels, and lines that can be live stock only in seasonable weather. This symptom of reviving activity has little significance for the present year, but augurs well for the New Year if the weather holds. The sales remaining to be made in '91 will be simply complementary to those that have already been made on Christmas and holiday account. Business for spring delivery is now being canvassed by the travellers, who are putting in the dull time by placing a fair quantity of such stock as spades, shovels, garden tools, manure forks, harvest tools, etc., which of course will sell better after the turn of the year. The business now doing, however, pays the expenses, and that is better than having the travellers called in. In current local business, an increasing call for cutlery is noticeable, many of the city retailers having put off ordering rather late this year. The prices rule fairly easy. The most important change of the week has for some time been expected, and that is the advance in nails. A very general complaint about the difficulty of making collections continues to be made. Bargains in general hardware are possibly more easily effected by buyers just now, as jobbers want to enter as little as possible upon their stock sheets of the annual inventory to be taken during the first of the year.

METALS.

The metal trade as usual at this season has shrunk into small dimensions. In nearly all lines, dulness is the supreme condition. Few sales, but steady prices are the features. The spring trade, so far as the present furnishes grounds for the prospect to be viewed, promises to be good. Travellers find traders rather free buyers for certain lines, notably in tin plate, in which prices are now supposed to be at their lowest.

IRON AND STEEL.—A few orders and numerous inquiries are beginning to betoken the exhaustion of supplies of pig iron stocks in the hands of consumers. About the mid-

dle of the week a few small sales were made of Calder iron, but none of them exceeded 50-ton lots. The inquiry for January and February delivery is active. Prices are reasonable, freight being considered, as the tone of the British markets is very low. The foundries are far from busy just now.

Bar iron is quiet but otherwise unchanged, the firmness of prices, \$2.15 to \$2.20, being unmodified by the slackness of trade. Nor are manufacturers more anxious than ever for future business upon the present basis. Sheets and plates are dull and steady. In structural iron there are no important specifications being figured on. Steel for agricultural purposes, such as ploughshares, mould boards, etc., is now selling quite freely, but with no alteration in the price, which is really determined by the combination of United States manufacturers.

COPPER.—The value of stock in the hands of jobbers has been little affected by the week's business, as sales have been rather rare. The prices are 14½ to 15c. for ingots, and 18 to 20c. for sheets.

TIN.—The market is dull. Trade is at a low ebb everywhere. Prices have not changed. They are for 56 lb. ingots 23 to 24c., 100 lb. Straits ingots are 23 to 23½c., and strips are 24½ to 25c.

ZINC AND SPELTER.—There has been no break in the dulness that was a settled condition of this market last week. Fluctuations outside have been very slight and prices here have ruled steadily at 6¾ to 7c. for zinc sheets, 5¼c. for domestic spelter and 6c. for imported.

ANTIMONY.—The price has eased in the English market but has held at the quotations ruling here for some time, that is at 15 to 16c. for Cookson's and 14 to 15c. for other brands.

TIN PLATES.—The low prices are arousing some trade interest for spring consumption, and some headway is being made in placing stock with tinware manufacturers and makers of canners' packages. Prices remain as quoted for the past several weeks, viz:—I C coke, \$4 to \$4.25; I C charcoal, \$4.50 to \$4.75; I X charcoal, \$5.50 to \$5.75; I X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES.—Are still torpid, either for the present or future trade. No sales have been made for some time. Prices are stationary at \$8.25 to \$8.50.

CANADA PLATES.—Rather freer buying has ensued as the result of colder weather, which has acted beneficially upon the stove trade. Prices are \$2.90 to \$3 for Blaine, and \$3 to \$3.10 Abercarne and Alloway.

GALVANIZED SHEET IRON.—Some purchases of small quantities keep the trade from ceasing altogether. The prices are steady at 5 to 5¼c. for 28-gauge, and 4¾ to 5c. for 26-gauge.

NAILS.—The indications of advance, noted in the past two issues have culminated in a rise of 20c., the basis of quotations for 3-inch and upwards being \$2.40 from stock. With the present high rates of freight, no quotations are made for carloads from the factory. From the above price the only concessions now obtainable is the usual one of 5 per cent. off for cash. The advance is due to the adoption of an arrangement by the manufacturers, which may be more lasting than the former one. Prices have been cut down to cost ever since the old combination went to pieces. In anticipation of the advance of which warning was given in our two preceding market reports, a considerable movement to place orders with wholesalers for future delivery, set in, but all were refused except at open prices.

HORSE SHOES.—The market is now in a spell of inactivity, the blacksmiths' very active demand for the laying in of winter stocks having spent itself. Prices are firm at \$3.40 to \$3.50.

HORSE NAILS.—Are unchanged in figure, but are stiffer at the same quotation. They remain at 60 and 10 per cent. off the list.

CORDAGE.—The price of Manila has declined to a basis of 12¼c. Sisal is unchanged at from 9¼c. upwards. Only a small amount of business is doing here.

PAINTS, OILS AND COLORS.

The run of quotations on everything is the same, and there has not been enough of any business done to call forth quotations at all. Turpentine tends towards greater ease, as fresh receipts are at hand, which will cause a drop of another cent, and bring quotations to 54 and 55c. Linseed oil is dull at 57 to 58c. for raw, and 60 to 61c. for boiled; white lead 5¼ to 5½c.

PETROLEUM.

The local market shows no sign in the state of its prices that another week's business has been transacted upon it. All prices are steady and unchanged at standing quotations in Prices Current, while business proceeds upon a strong consumptive basis.

GLASS.

The price remains unaltered. The year's trade is plainly not over yet, as orders have been quite liberal the past few days to close up houses for the winter.

OLD MATERIAL.

The trade in this is steady. Changes in price are never very sudden, and the demand is even. Contracts have been small

Enquiries solicited for the manufacture of

Lithographed Tin Signs,

Decorated Tin Boxes and

Sheet Metal Goods.

Thos. Davidson & Co.

Montreal, Que.

MARKETS—Continued.

although numerous, while the ordinary trade is not so brisk as usual. The prices are as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to 11c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

HIDES, ETC.

HIDES.—Neither side of the market shows interest in current business, which is very small. The deliveries have shrunk into unusually limited volume since the last drop in prices. For green cows' the prices are: No. 1, 4½c.; No. 2, 3½c.; No. 3, 2½c.; green steers' are worth 5c. for No. 1. A car of buffs sold on Monday for 5c. The shipments of cured run from 1 to 3 cars weekly.

SKINS.—Sheepskins were put up 5c. higher on Tuesday, and quote now at 95c. They are not over plentiful. Calfskins are unchanged at 5 to 7c.

TALLOW.—Crude is worth 20c. and refined 5½ to 5¾c. The latter costs 4¼c. in Chicago, and with 1c. added for duty and ½c. for freight, it can be laid down here at 5½c.

WOOL.—Dealers are not paying above 19c. for fleeces, and sellers want more before they part with their stock. Hence there is little business, which is satisfactory to buyers in the present state of the market.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross...	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

AMERICAN METAL MARKET.

NEW YORK, Dec. 17, 1891.

The official statement of the Associated Manufacturers shows that 1,119,000 of steel rails had been sold up to December 1st for delivery this year, and that 1,008,000 tons have been delivered. The mills would thus appear to have fulfilled pretty much of their 1891 contracts and are now in a position to take care of a large volume of business during the coming year. As to the amount of orders in hand for 1892 delivery, information is somewhat cloudy as yet, but the orders on the books along with those under treaty that may be closed in the near future involve a total that would place the manufacturers in a very comfortable position were all the details connected therewith settled. As matters stand the outlook is encouraging in this department, and, along with the contracts that have been placed latterly for rolling stock, encourage the hope that railroad patronage will be a potent factor in the steel trade before the new year is very far advanced. Manufacturers are securing fair orders for billets, rods and other forms of heavy steel, but the business in this depart-

ment is not of sufficient volume to move values up much from the lowest point of the year, and, to all accounts, there is yet plenty of room for improvement in the market for various lighter productions of the mills and in general foundry work also.

Orders for crude material are unimportant at the moment, and consumers throughout the East seem to rest content with the belief that the iron already contracted for will see them comfortably over the early part of the new year, when important developments in the matter of revision of prices, if any take place, for a time at least, to cause any concern. No changes of importance have taken place during the past week. Current quotations, tidewater delivery, are \$17 to \$18 for Northern No. 1 X Foundry, \$16 to \$16.50 for No. 2 X foundry and \$14 to \$15 for gray forge; and for Southern \$16.50 to \$17 for No. 1, \$15.50 to \$16 for No. 2 and \$14 to \$14.50 for gray forge. Scotch iron sells slowly at about \$22.25 to \$22.50 for Coltness, \$21.50 to \$21.75 for Summerlee, \$20 for Eglinton and \$19.50 to \$19.75 for Carnbroe. Foreign spiegeleisen remains nominally \$23 to \$24 for 10 to 12 per cent. and \$27 to \$28 for 20 per cent. and 80 per cent. ferro-manganese \$62 to \$62.50 delivered here. Old iron finds slow sale. About \$21 to \$21.50 is quoted for iron tee rails and \$19 to 19.25 for No. 1 wrought scrap f. o. b. cars at Jersey City.

The Calumet & Hecla Company has disposed of its spot copper, having sold the same to consumers for January and February delivery at, as reported, 10½c. per pound. The quantity involved is not definitely stated, but understood to exceed 3,000,000 pounds. This may look something like setting the price for Lake Superior ingot, temporarily at least. Appearances, however, are deceptive. The metal has been offered from other quarters at 10¾c., and in remote instances at as low as 10¼c., without stimulating buyers to free action. Casting brands are offered at 10c., but, in view of the comparatively low price of Lake Superior ingot, consumers buy only small lots needed to tide over immediate wants. The London market is a shade lower again, with merchant bars offered at £44 10s. for prompt and £45 for future delivery.

Slightly higher prices from London have served to stiffen the local pig tin market to some extent, and a few parcels changed hands at 19.95c net cash for December and January delivery on Tuesday, or at the same price at which sales of spot stock were made to the out-of-town trade on the preceding trade. At the close the metal was offered out of town at 20c. regular, with very feeble response, and some sales were believed to have been made at a shade less. Latest London quotations by cable were £90 15s. for prompt and £91 5s. for futures.

In pig lead there has been very little movement of other than carload lots, and only a moderate business in that way. Prices remain steady, however, at 4.30c. in the absence of freer offering. Spelter is without change, the price for Western standing at 4¾c. while demand continues slow.

Fair sized parcels of 14x20 Bessemer coke tinplate have been purchased for January-February delivery, and some 14x19½ size also, at, it is reported, better prices than those at which spot stock is selling. Otherwise the movement has been moderate and values remain practically the same as they were a week ago.

Mr. H. N. Young, of H. N. Young & Bros., of Orangeville, has purchased Mr. Hemstreet's share in the firm of Hemstreet & Plummer, Sault Ste. Marie. Business is now carried on by Plummer & Young.

NOTES TAKEN ON THE ROAD.

It is two years since I last visited the hardware store of Mr. C. W. Turner, Campbellford, and now as then it is the centre for trade in that line. His clerk informed me their trade aggregated more the last year than ever before. The stove trade had been good with them, and people in that section had prepared for winter, but up to the present time had seen but little weather that could be called by that frigid name.

Messrs. T. McAvity & Son, St. John, N.B., are the largest jobbers in hardware, brass goods, etc., in the Maritime Provinces. They have some lines which they are now pushing west, and judging from past experience in all their undertakings, they will, no doubt, meet with the success they so richly deserve as upright liberal business men.

Orders in council have been passed placing steel for the manufacture of hammers, augers and auger bits, when imported by the manufacturers of such articles for use in their own factories only, on the free list, until the end of the next session of Parliament. In all cases where free entry is claimed under this order, the importer is required to make oath thereto. It is also ordered that brown oil grease, commercially known as "degras," when imported for manufacturing purposes only, shall be and the same is hereby placed upon the list of articles that may be admitted into Canada free of customs duty until the end of the next session of Parliament.

The Belgian Bank, known as the Society General, now owns the Atikokan iron range. The last contract was signed on Tuesday morning. The contract between the mine owners and the Belgian Bank provides that the bank shall have until November, '92, to test the deposits. The railway is to be built within the next year, and when so built the owners deed the bank an interest in the mines, and the bank agrees to mine the ore and pay a royalty thereon. A minimum output of 300,000 tons per annum is guaranteed. The lands under contract cover ten miles in length on the range, including deposits of ore equal to all the mines on the Marquette range. Blast furnaces and rolling mills are, under the contract, to be erected at Port Arthur.

Do you buy and sell goods for profit? Send for our catalogue, free. From our prices you will see you can not afford to buy elsewhere. Pocket and Table Cutlery, Silver Plated Flat and Hollow Ware, Shears and Scissors, Steel Halter and Cow Chains, and a thousand other things. If you do business for profit, try us. THE SUPPLY COMPANY, Niagara Falls, Ont.

TWO CARS

-Daisee Binder Twine-

at very low price.

W. S. MCGREGOR, 11 and 13 Front St. Toronto.

P. CORRIDI,

Accountant, Auditor, Etc.

EXPERT AUDITING, BUSINESS INVESTIGATIONS and GENERAL ACCOUNTANCY A SPECIALTY.

Accounts Adjusted, Books Opened, or Audited. Books written up. Trial Balances and Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

NICKEL COMPANIES TO LIQUIDATE

A suit was entered last week in the Court of Common Pleas, at Cleveland, Ohio, by Samuel R. Ritchie and Sophronia J. Ritchie his wife, through their attorneys Messrs. Kerruish and Chapman, and Messrs. Green, Grant, and Seibert, against the Canadian Copper Company, and the Anglo-American Iron Company, whose head offices are in Cleveland, asking for a dissolution of these corporations and the appointment of a receiver to take charge of their affairs. Service was had upon Mr. Stevenson Burke, the president of these companies, and upon Mr. H. P. McIntosh, as secretary and treasurer of both companies. Mr. Ritchie being the owner of more than one-fifth of the capital stock in each of these companies is, under the laws of the State, enabled to place these corporations in liquidation on account of the failure of the management to make an account to the stockholders. The Canadian Copper Company has a capital of two and one-half million dollars, and the Anglo-American Iron Company a capital of five million dollars. These two companies are the owners of the famous Canadian nickel mines from which the United States Government purchases its supply of nickel for armour plates for use in the navy.

D. C. T. A. SMOKING CONCERT.

Saturday evening last about one hundred and twenty-five of the Dominion Commercial Travellers' Association members and their friends, were present at their rooms, St. James street, Montreal, to enjoy music, refreshments, and an entertainment known as a smoking concert. The President, Mr. Fred. Hughes, of Messrs. Caverhill, Rose, Hughes & Co., opened the entertainment with words of welcome to all present. The object of these entertainments is to get the travellers better acquainted with each other. The musical part of the programme consisted of a fine solo by Alfred Chapman, songs by Messrs. Edward Labelle, J. A. Murrin, Mr. Bisset, Mr. Chambers, and a whistling solo by Mr. Rough. Mr. R. C. Wilkins gave a comical recitation, which delighted the boys. The ever original John Rodgers, of Messrs. Evans Sons & Co., who is known from coast to coast, had a speech that brought forth clapping of hands and continued laughter. It was an imitative effort in four languages, Irish, French, Scotch and Jewish. The phonograph was also exhibited, giving a number of selections, after which the company adjourned to an adjoining room, where the committee had heaps of refreshments in readiness for them. Mr. Watson, of Kerry, Watson & Co., was chairman of this committee, and not only in his address showed what an interest he had in the travellers, but also in making himself most agreeable among the guests all evening. It is undecided just what date the next entertainment will take place, but all who attended this will look forward to another good time.

Here it is again---FORBES' NEW PATENT,

ACHIEVED ! ACHIEVED ! ACHIEVED !!



Write for Price Lists, Discounts, Circulars.

The Forbes Manufacturing Co., Halifax, N. S.

THE PITTSBURGH LAMP.



The Pittsburgh Mammoth.

The King of Lamps--Made in all sizes and kinds. Produces an immense white steady flame.

Makes no smell--Perfect combustion--No dirt Pocket.

Hence no bodies of insects to fry and stink unseen and unsuspected.

Better than Gas or Electricity.

WRITE FOR PRICES.

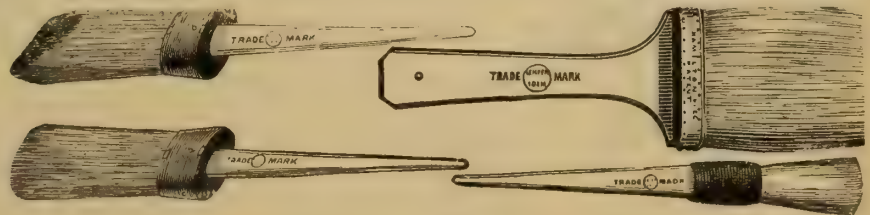
For lighting Stores, Shops, Churches, Factories, etc. use the Mammoth size.

GOWANS, KENT & CO.,

Crockery, Glass and Lamp Goods Dealers.

Toronto and Winnipeg.

PAINTERS' BRUSHES.



TRADE



MARK.

We manufacture the **Best Brushes** only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above Trade Mark. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street West, Toronto.

HAMILTON & CO.,

96 Clerkenwell Road, London, England

DEPRESSION IN ENGLISH TIN PLATE.

A correspondent who signs himself "Tin-plates," writes to the Western Mail as follows: Sir,—Much as has been said and written of late about the depressed state of the tin plate trade, but I do not hear of any steps being taken to arrest the downward movement, and to get prices up to a point at something above the actual cost of manufacture. It is undoubtedly the duty of all those interested in the business, employer and employed alike, to arrive at an understanding for their mutual benefit, and it is to be hoped this will shortly be done.

It is generally known that the present depression is due to the McKinley Tariff Bill. Before it came into operation, and the extra duty was put on tin plates, a great deal of driving went on in this country. Works which were idle from various causes were restarted, principally by new owners; new works and mills in course of construction were hurried on, and all the available machinery was set in motion for the production of tin plate. Not only was this pressure put on in the manufacture, but plates which had been in stock for many years at the different shipping ports in this country and at the works were cleared off—some sold outright and some sent out on consignment to the United States on manufacturers' account. The result was that an enormous quantity of plates were shipped to America

during the first six months of this year. Merchants and consumers bought up to the hilt, and laid out all the capital in tin plates which they could spare, and it is these stocks not yet cleared, together with the fact that the American consumption this year is below the average of the past three years, that causes the depression now. It would, therefore, no doubt, be to the interests of the trade to restrict the output; but it is here the difficulty comes in.

There was a cry raised on behalf of the men against the recent "stop month," but it was a mistaken view of the position, as proved by the present state of the market; and, whilst the majority of the makers who combined together to carry out the arrangement to stop their works for four weeks fulfilled their obligations, it is to be regretted that all of them did not do so, and that those who did not join in the movement at all should have kept on full time in spite of the exceptional circumstances. The movement should have been a unanimous one. Most of the makers probably had home and Continental and oil trade orders on their books, which had been held back by merchants and consumers in view of the lower prices which would (and did) rule after the American rush. These have now been filled, and it is, therefore, not only the American market which is in an unsatisfactory state, but it is so all round, and buyers will hold back expecting lower figures. With stocks increasing on this side—at the works and elsewhere—as they must be doing, no other course is open to them. Judging from re-

ports from the United States, the American people do not relish the increased tariffs, and it is hoped that the duty on tin plates will, in the course of the next year or two, if it cannot be done earlier, either be materially reduced or abolished.

I do not wish to advocate any course which would be prejudicial to the future interests of our trade with America. On the contrary, let us do all we can to foster and increase the business, and let prices be kept as low as possible. The reason why I believe a restriction of make necessary is because it is the only means of satisfactorily getting over what I hope and believe is a temporary depression, and only while the extra stocks exist. If nothing is done, then the depression will not be temporary inasmuch as stocks are likely to remain in an abnormal state. I have more faith in the men carrying out a restriction of the make jointly with the masters than the latter acting alone. I believe it would be more general; perhaps unanimous. It is most unfair that whilst some makers who have at different times done their best to "right" the trade and faithfully adhere to their arrangements, others should do nothing at all but reap the fruits of the efforts and sacrifices of their more honorable competitors. If all the works in the trade will stop, say for four weeks, and the men will remain true to their present arrangement not to exceed 36 boxes a turn of sixteen eight-hour shifts per mill per week, much and lasting good will be done; but the sooner it is done the better. Say a week at the end of this month, another at Christmas, another in January, and a fourth in February, if necessary. This is practicable, and I believe it would be to the interests of the trade generally if it was carried out.

A. ALLAN, Pres.

J. O. GRAVEL, Sec.-TREAS.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

**Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting**

For the Dominion of Canada.

Superior Quality Rubber Goods.

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; J. J. MCGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.

SOMETHING NEW IMPROVED SANITARY BATH



No 1.

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

PRICES

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.

DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	\$27 50	\$29 50	\$31 50
Extra for decorating.....	2 50		

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON, Wholesale Dealers in
Plumbers' Supplies,
TORONTO, CANADA.

Hamilton and Toronto
SEWER PIPE CO.,
 LIMITED,
 MANUFACTURERS OF

Salt Glazed
 Vitrified Sewer Pipe.
 Flue Lining, &c., &c.
 HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail
 Orders. Mention this Journal.

Important!

If you handle Oil Colors in
 Tubes, you do not yet know the
 advantages of this branch of your
 trade unless you buy from

The Art Metropole
 131 YONGE STREET,
 TORONTO.

JOHN WILSON'S
Butcher Knives
 and Steels,
 Farriers' and
 Shoe Knives
 Are the best in the World.

Trade  Mark.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
 & PARIAN CEMENTS.
 FIRE BRICKS, FIRE CLAY,
 FLUE COVERS, GAS RETORTS
 DRAIN PIPES
 English and Scotch (all sizes).
 FLOOR TILES, BUILDING
 SANDSTONES,
 CALCINED PLASTER
 Builders' and Contractors' Supplies of every
 description.

Wm. McNally & Co
 Offices, 50 & 52 McGill Street,
 Yards:
 McGill, Wellington, Grey Nun and Youville sts
 MONTREAL.

It is well-known

That successful Doctors read all the latest
 medical books and papers and go abroad
 occasionally to study. Successful lawyers
 read legal publications to learn the latest
 legal decisions and points constantly crop-
 ping up. Teachers, clergymen, druggists,
 architects, all read the publications issued in
 the interests of their profession. They must
 do so to keep up with the times.

The same applies to hardware merchants
 and manufacturers. They must not only
 read the best papers published in their in-
 terests but must also watch the advertise-
 ments closely. There they learn the rise and
 fall in prices; latest trade news and methods
 of buying, handling and selling goods,
 so that they may make the greatest profit.
 A Doctor reads much that he already knows,
 so does a lawyer. So does a member of any
 of the other professions. So will a merchant.
 It is often the issue of the paper he misses
 that is worth dollars to him. His best and
 safest policy, therefore, is to subscribe for
 his trade paper.

The only exclusively hardware paper is
HARDWARE, issued weekly, subscription
 price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
 CONTINENTAL

HARDWARE

AMERICAN
 CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO. ONT.

We have just received fine line of POCKET CUTLERY special brands, "MAPLE LEAF" equal
 to anything in the market, also full line of Carvers in cases, of RODGER'S, LOCKWOOD'S and
 BUTLER'S make, and complete line of PLATED WARE. We also solicit enquiries for prices on
 SKATES, SLEIGH BELLS, SNOW SHOVELS, FIRE IRONS and STANDS, etc., etc.

WE SOLICIT ENQUIRIES FOR FIGURES.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,
 No. 1 RUMFORD PLACE, - LIVERPOOL.



SALES MADE OR PENDING.

The stock in the estate of F. J. Pearce, general merchant, Uxbridge, Ont., is sold.

W. W. White & Son, hardware dealers, Aylmer, Ont., have sold out to F. C. Paulin.

Herbert Shear, general merchant, Morillo, Ont., has sold out to Thos. Marks & Co., Port Arthur.

PARTNERSHIPS FORMED AND DISSOLVED.

Kirkhouse & Rudolf, manufacturers' agents, Montreal, have dissolved.

L. Coates, general merchant, Parrsboro, N.S., has admitted Stewart Mason as partner, under the style Coates & Mason.

REMOVALS AND DEATHS.

H. Bernard, commission agent, Montreal, is dead.

F. P. Potter, dealer in paints, etc., Montreal, is dead.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

Joseph Champoux, general merchant, Joliette, Que., has assigned.

M. E. A. Prince, general merchant, Lorette, Man., has assigned.

A. C. Hawkins, general merchant, Lower Stewiacke, N. S., has assigned.

J. M. McLaurin & Co. general merchants, East Tempelton, Que., have assigned.

Robertson Bros. & Co., stoves and tinware dealers, Vancouver, B. C., have assigned.

Demand of assignment has been made upon D. Morrier, general merchant, Capelton, Que.

E. A. Cairncross, general merchant, Shakespeare, Ont., has assigned to C. B. Armstrong.

W. R. Hancock, stove and furniture dealer, 75 Jarvis street, has been compelled to make an assignment of his affairs, the difficulty having been precipitated by a lawsuit in which recent judgement was given against the debtor.

A SPLENDID BANKING SYSTEM.

Recent bank failures in the United States, especially the failure of National banks, popularly but erroneously considered infallible, have led to much discussion of the banking system, and how it can be improved upon. At the recent meeting of the American Bankers' Convention, in New York, a paper was read on the bank note circulation of the Canadian provinces, its purpose being to show that our neighbors on the north have met the demand for a safe, flexible currency, according to the demands of trade, and in a way distinctly their own, yet entirely satisfactory. Banks of issue in Canada must obtain their charters from Parliament, and must have a capital of at least \$500,000,

with one-half of this paid up. Every shareholder bears double liability—that is, he can be called upon in case of need for as much more, to meet failure or defalcation as the amount of his original subscription. Dividends are limited to eight per cent., until a surplus has been accumulated to equal three per cent. of the capital. Monthly statements are required to be published. No bank can issue its notes to more than the amount of its capital paid in, and these notes are a lien on all assets of the bank. Even if a dishonest manager attempted to wreck a bank, there is a redemption fund to fall back upon, made up of a five per cent. fund, called assets, from notes of all the banks, which fund is held by the Government, and is a sacred trust for the redemption of the notes of any suspended bank. When a bank suspends its notes begin to draw interest at six per cent. This is intended to compensate for any depreciation which may follow the suspension. If not paid, with interest, by the Receiver, within two months, they are paid out of the redemption fund, and this is replenished later by payment from the assets. There are many other details unnecessary to go into, and the strongest argument that can be made in favor of this system is that the innocent depositors and holders of bank currency cannot easily be defrauded. It may be that this system would not be the best for the United States, but there is no doubt but what a reform of some sort is needed in the banking system of this country, especially in the National banks.—Stoves and Hardware Reporter.

THE PROBLEM OF HELP.

I wish I could establish some sort of satisfactory rules for the government of my clerks," said a merchant to a representative: "I find so much variation of temperament and of habits as they are formed by association and education, or lack of, that it seems to me next to impossible to govern my force on anything like equitable terms and yet practice equity."

In this connection we invite attention to certain axioms laid down by a writer in a contemporary, who, speaking from long practical experience, has found it possible to set certain stakes and be guided thereby, and his hints may be helpful not only to the trader referred to but others in trade. He says: If you have a clerk in your employ, who considers time to precious to waste a

a little of it on a customer—stop his pay. If you have a clerk who wastes his time in visiting with his friends when he should be at work—look for his successor. If you have a clerk who has to be told to do everything he does—tell him to look for another position. If you have a clerk who imagines the whole business depends upon him, and he stays with you simply to enable you to exist—try to struggle along without him.

To this may be added: If you have a clerk who believes he is not sufficiently paid for the work he does, or is called upon to do, have a distinct understanding with him as to the facts, and let him clearly comprehend that so long as he remains he is expected to do all the work that he would do if his wages were higher; only when he has proven his capacity and willingness, be sure that you are just enough to pay him accordingly.

The whole secret of management in a clerical force in a store, perhaps, is comprised not in the establishment of proper rules so much as in the ability of the employer to interest his help in his business. If they refuse to become interested, then the employer should refuse to retain them—Hardware Trade.

BUSINESS CHANCES.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap.

HARDWARE BUSINESS FOR SALE IN TORONTO, 4 years established, first class location, stock in good order, and consisting of Builder's Hardware, Mechanics' Tools, Cutlery, Paints, Oils, Glass, etc. A business of \$15,000 a year being done. Stock about \$4,000. No fixture to buy, no book debts, no liabilities to assume. Present proprietor going into wholesale. For further particulars apply to "Seller" care of HARDWARE.

FOR SALE IN PETERBOROUGH, ONT.

WHOLE OR HALF INTEREST IN A STOVE, Tin and House furnishing hardware business, with general jobbing shop, plumbing, gas fitting, roofing, furnace work, etc. Well-established trade, desirable location and attractive premises. Stock and tools \$7,500, annual business, \$20,000. Sole reason for change is want of capital to profitably conduct and develop business. For particulars address box 227, Peterborough, Ont.

Established 1864.

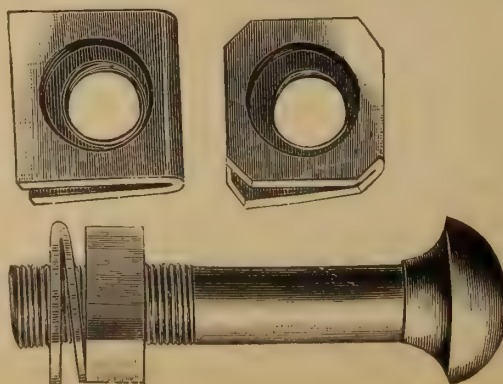
CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

E. R. C. Clarkson, F. C. A.
W. H. Cross, F. C. A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.



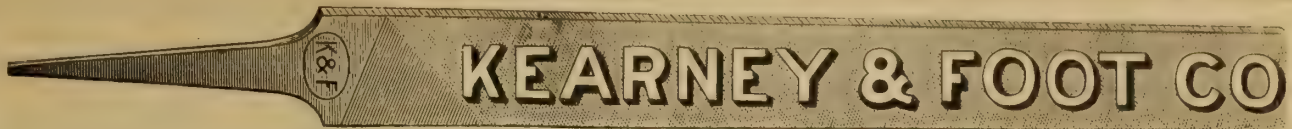
THE THOMAS NUT LOCK

(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.

OFFICES: 100-102 Reade St., New York, U.S.A.

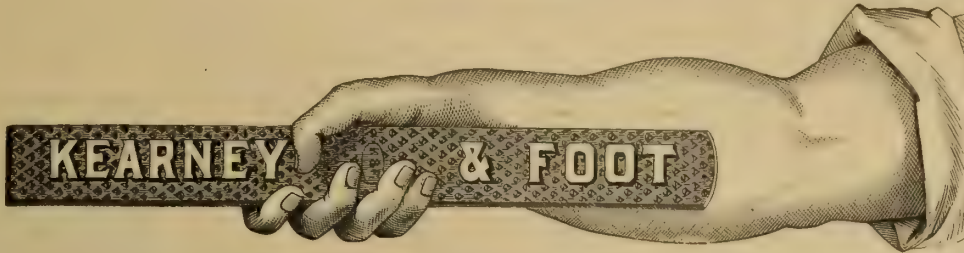


KEARNEY & FOOT CO

Manufacturers of **FILES AND RASPS.**

Superior quality fully guaranteed.

CAPACITY OF WORKS:
1,200 doz. per day.



Illustrated Catalogue
Price Lists mailed on
application.

WORKS: Paterson, New Jersey, U.S.A.

PLEASE MENTION THIS PAPER WHEN WRITING US.

You can lose more than we do
by not subscribing for this paper

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

TAPER TOOTH.



Write or Tel. Cables or Telephone 5120.



A. B. JARDINE & CO.,

Hespeler, Ont.,

Blacksmiths' Tools and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.
Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES

Subscription \$2 **THE CANADIAN GROCER, TORONTO.**

THE J.B. McLEAN CO., (LTD) PUBLISHERS.

CUTLERY AND SPOONS.

We have a choice assortment in stock of goods suitable for Christmas trade. Being Manufacturers' Agents we can offer inducements to close buyers.

A. C. LESLIE & CO.,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.



"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

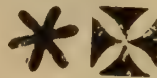
Find it necessary to caution the public against imitations of their manufactures

None are genuine unless bearing the

TRADE

GRANTED

MARK.



1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



Shepard's "SAMSON" Spring Hinge
(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers—SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.

Lamb and Flag—
56 and 28 lb ingots, per lb .. 23, 24
Strip .. 25, 27

Tin Plates—Charcoal Plates, Bright.
Bradley M.L.S. Per box

I.C., usual sizes .. \$6 00 \$6 25
I.X., " .. 7 25 7 50
I.X.X., " .. 8 50 8 75

Raven & P.D. Grades—
I.C., usual sizes .. 4 50 4 75
I.X., " .. 5 50 5 75
I.X.X., " .. 6 50 6 75
I.X.X.X., " .. 8 25 8 50
D.C., 12 1/2 x 17 .. 4 50 ..
D.X., " .. 5 75 ..
D.X.X., " .. 6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.
essemer Steel—
I.C., usual sizes .. 4 00 4 25
I.C., special sizes .. 5 00 5 25
B.V. Grade, I.C., usual sizes .. 4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.
Dean or J.G. Grade—
I.C. 20 x 28, 112 sheets .. 8 25 8 50
I.X. Terne Tin .. 10 50 10 75

Charcoal Tin Boiler Plates.
Cookley Grade—
I.X.X., 14x56, 50 sheet bxs } Per lb.
" 14x60, " } 6 1/2c, 7c
" 14x65, " }

Tinned Plates.
72x30 up to 24 gauge .. 6 1/2 7
26 .. 7 1/2 7 3/4
28 .. 7 3/4 8

Iron and Steel.

Common Iron, per 100 lb .. \$2 15 2 20
Refined " .. 2 45 2 55
Horse Shoe " .. 2 50 2 55
Band " .. 2 50 2 65
Hoop " .. 2 65 2 80
Swedish " .. 4 00 4 25
Sleigh Shoe Steel .. 2 50 2 75
Tire Steel .. 3 00 3 25
Machinery .. 3 00 3 25
Best Cast Steel, per lb .. 0 13 1/2 0 14
Russian Sheet .. 0 10 1/2 0 12
Tank Plates .. 2 00 2 25
Boiler Rivets .. 4 50 5 00

Boiler Tubes.

2-inch .. 10 1/2c
1-inch .. 15

Boiler Plate.

1/2 inch .. \$2 45
5-16 " .. 2 35
3/8 " and thicker .. 2 25

Sheet Iron.

1 to 20 gauge .. 2 1/2, 3
22 to 24 " .. 2 1/2, 3
26 " .. 3, 3 1/2
28 " .. 3 1/2, 3 3/4

Canada Plates.

Blaina .. 1/2 bright 2 90 3 00
Abercarne .. 3 00 3 10
Alloway .. 3 00 3 10

Iron Pipe.

Wrought 60 to 62 1/2 p.c. dis.
Galvanized, 30 and 5 to 35 p.c. dis.
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.
Hodgson's Wrought, 62 1/2 per cent.

Galvanized Iron.

Queen's Head—
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2, 5 3/4
28 " .. 5 3/4, 5 1/2

Gordon Crown—
16 to 24 gauge, per lb .. 5, 5 1/2
26 gauge, " .. 5 1/2, 5 3/4
28 " .. 5 3/4, 5 1/2

Note.—Cheaper grades about 1/2 cen per lb less.

Chain.

Proof Coil, 3-16 inch, per lb .. 6 1/2
" 1/2 " .. 5 1/2, 5 3/4
" 5-16 " .. 4 1/2, 4 3/4
" 3/8 " .. 4 1/2, 4 3/4
" 7-16 " .. 4 1/2, 4 3/4
" 1/2 " .. 4 1/2, 4 3/4
" 3/4 " .. 3 1/2, 3 3/4

Trace, per doz. pairs .. \$3 60 5 90
German coil, per 100 ft .. 1 65 2 70

Jack chain, iron, single, per doz yards .. 0 13 0 50
Jack chain, double, per doz yards .. 0 15 ..
Jack chain, brass, single, per doz yards .. 0 20 1 10

Copper—Ingol.

English B.S. " .. 0 14 1/2 0 15

Bolt or Bar.

Cut lengths, round, 1/4 to 1 in. \$0 22 \$0 25
" round & square .. 0 20 0 23

Note.—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.

Untinned, 14 oz. and light,
16 oz, 14x48 and 14x60 .. \$0 17 0 18
Untinned, 14 oz. and light,
16 oz. irregular sizes .. 0 18 0 19

Note.—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.

Planished and tinned, 14x
48 and 14x60 .. 0 28 0 29

Braziers. (In sheets.)
4x6 ft, 25 to 30 lb ea, per lb .. 0 20 0 22
" 35 to 45 " .. 0 19 0 21
" 50 lb and above per lb .. 0 18 0 20

Boiler & T.K. Pitts.
Plain Tinned, per lb. 0 23
Spun " .. 0 27

Wire.

Pure, in coils—
From 1 to 20 gauge. 0 25 0 27
From 20 gauge, up .. 0 28 0 30

Brass.

Roll & Sheet, 14 to 26 gauge. 0 21 0 25
" 27 to 30 " .. 0 23 0 29
" 30 and up .. 0 26 0 32
Sheets, hand-rolled 2x4 ft. 0 25

Zinc Spelter.

Foreign, per lb. 0 05 1/2 0 06
Domestic " .. 0 05 1/2 0 05 1/2

Zinc Sheet.

5 cwt casks. 0 06 1/2 0 06 1/2
Part casks .. 0 06 1/2 0 07

Lead.

Imported Pig, per lb. 0 04 0 04 1/2
Domestic " .. 0 03 1/2 0 04
Bar, 1 pound .. 0 25 0 05 1/2

Sheets, 2 1/2 lbs, per square ft, by roll .. 5 00 5 25
Sheets, 3 to 6 lbs, per sq ft, by roll .. 4 75 5 00

Note.—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note.—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7 1/2c.

Solder.

Half-and-half (guar.) per lb 0 17 0 19
Crown .. 0 16 0 18

Note.—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.

Cookson's, per lb .. \$0 15 1/2 0 16
Other makes " .. 0 14 1/2 0 15

White Lead.

Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb. 5 1/2 5 1/2
No. 1 Do. 0 5 1/2
No. 2 Do. 0 4 1/2
No. 3 Do. 0 4

Prepared Paints.

(In 1/2, 1 and 1 gallon tins.)
Pure, per gallon \$1 05 \$1 10
2nd qualities " .. 0 85 0 90

Colors in Oil.

(25 lb tins, Standard Quality.)
Venetian Red, per lb. 0 05
Chrome Yellow " .. 0 11
Golden Ochre " .. 0 06
French " .. 0 05
Marine Black " .. 0 09
" Green " .. 0 09
Chrome " .. 0 08
French Imperial Green " .. 0 14

Colors, Dry

Yellow Ochre (J.C.) in bbls, per cwt 1 40
" (J.F.L.S.) " .. 2 75
Venetian Red (R.C.2) " .. 1 50
Ven. Red, Cookson's " .. 1 80 1 90
English Oxides " .. 3 25
American " .. 2 25

Paris Green, per lb .. 0 08 1/2
Burnt Sienna " .. 0 08 1/2
Burnt Umber " .. 0 05
do pure " .. 0 08
Drop Black " .. 0 09
Chrome Yellows " .. 0 12
" Greens " .. 0 12
Golden Ochre " .. 0 08 1/2

Varnishes (in bbls).

No. 1 Furniture, per gal .. 0 70
Extra " .. 1 00
Brown Japan " .. 0 70
do Turpentine " .. 0 90
No. 1 Carriage " .. 1 50
Gold Size Shellac " .. 1 40
Pure Orange Shellac " .. 2 00
Hard Oil Finish " .. 1 50

Linseed Oil (in bbls)

Raw, per gal .. 0 57 0 58
Boiled " .. 0 60 0 61

Turpentine (in bbls)

Selected Packages, per gal. 0 55 0 56

Castor Oil.

Best, per lb. 0 10 0 11

Cod Oil.

Cod Oil, per gal. 0 48

Glue (in bbls)

Common, broken .. 0 10 0 11
French medal .. 0 11 0 12
Cabinet makers .. 0 17 0 18
White .. 0 16 0 07

HARDWARE.

Ammunition—Cartridges.

Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
Rim Fire Cartridges, Dom. 50 and 10
Rim Fire Military, net list. Amer.
Central Fire Pistol & Rifle, 15 to 18 per
cent., Amer.
Central Fire Cartridges, Dom. 30 & 10
Central Fire, Military and Sporting,
Amer. net list. B.B. Caps, discount
45 p.c. Amer.
Loaded Shot Shells, "Trap" and
"Dominion" grade, 10 p.c.
Shot.
Canadian, dis. 7½ p.c.
Wads.
Eley's, per 1,000..... \$0 25 \$1 60

Anvils.

Per lb..... 0 10 0 12½
Anvil and Vice combined
each..... 4 50

Augers.

Gilmour's, discount 50, 50 and 10
Hollow Stearn's per doz..... 13 00 20 00
Adjustable " each..... 5 50 6 50
Post Hole, Vaughan's, each. 1 35 1 60
Excelsior, Jennings', discount 50 per
cent.

Awls.

Sewing per gross..... 5 65 1 59
Pegging, "..... 0 65 1 25
Brad, "..... 0 85 1 60
" handled "..... 3 60 7 30
Saddlers', "..... 0 45 1 60

Awl Hafts.

Patent Peg, per gross..... 7 25 8 00
" Sewing, ".....

Awl and Tool Sets.

Millar's Falls, per doz..... 2 80 8 30

Axes.

Per box..... 6 00 12 00

Axle Grease.

Per gross..... 6 50 14 00

Bath Tubs.

Zinc discount 25 per cent.
Copper, discount, 30 p.c. dis. off Re-
vised list.

Bells—Hand.

Brass, 60 to 66½.
Nickel 50 and 10 to 60 p.c.

Door.

Gongs, Sargent's..... 5 50 8 00
" Peterboro, dis. 50 per cent.

Cow.

American make, discount 60, 60 and
10 per cent.
Canadian, dis 45 and 50 pc.

Farm.

American, each..... 2 00 5 00

House.

American, per lb..... 0 35 0 40

Bellows.

Hand, per doz..... 3 35 4 75
Moulders' "..... 7 50 10 00
Blacksmiths', discount 35, 40 pe cent.

Belting.

No. 1, leather, discount 45 to 50 and 5
per cent.

Best, ditto, 37½, 40 percent.

Bench Stops.

Per doz..... 5 00 6 00

Bits—Auger.

Gilmour's dis 55 to 60 per cent.
Excelsior, discount 60 per cent.
Jennings' Imitation, list 45, 47½ per
cent.

Jenning's Gen, net list to 5 p. cent dis.

Car.

Gilmour's, 47½ to 50 per cent

Expansive.

Clark's, 15 per cent.
Excelsior, 10 per cent.

Gimlet

Clark's, per doz..... 0 65 0 90
Diamond, Shell "..... 1 00 1 50
Nail and Spike, per gross 2 25 5 20

Blind Rollers.

Annex..... per doz. 1 25 1 75
Mascot..... " 1 35 1 85
Erminie..... " 1 12 1 20

Blind and Bed Staples.

All sizes, per lb..... 0 11 0 15

Bolts.

Carriage, dis, 65 and 10 to 70 per cent
dis.
Tire, dis. 50 and 10 per cent.
Stove, dis., 45 to 50 p.c.
Elevator, dis., 35 to 40 p. c.
Machine, dis., 65 to 70 per cent

Boring Machines.

Complete, with Augers, ea. 4 40 7 50

Braces.

Barber's..... 6 00 7 50
Barber's Ratchet..... 10 00 11 00
Farmers'..... 2 00 2 75
Millar's Falls..... 15 50 29 00

Brackets—Shelf.

Japanned Canadian, per
doz. pairs..... 0 50 3 40
Berlin Bronze Cana'n..... 0 85 3 20

Broilers.

Light, dis. 65 to 67½ per cent.
Reversible, dis., 65 to 67½ per cent.
Vegetable, per doz., dis. 37½ per cent.
Henis, No. 8..... 6 00
" No. 9..... 7 00
Queen City..... 7 50 10 00

Butchers' Cleavers.

From 8 to 12 inch, per doz..... 500 4 23

Batts—Brass.

Wrought Brass dis. 60 and 10 0 70 pe
cent

Cast Iron.

Loose Pin, dis 65 to 65 and 5 per cent

Wrought Steel.

Fast Joint, dis. 60 & 5 to 65 pc., dis.
Loose Pins, " 60 & 5 to 65 pc., dis.
Berlin Bronzed, dis. 70, 70 and 5 per
cent.

Gen Bronzed, per pair..... 0 40 0 65

Can Openers.

Acme, per gross..... 9 00 10 00
Sardine Scissors, per doz..... 3 75 4 50

Card.

Horse, per doz..... 0 60 1 00

Carpet Stretchers.

American, per doz..... 1 00 1 50
Bullards "..... 6 50

Carpet Sweepers.

Bissell, per doz..... 22 50
World "..... 21 75
Daisy, "..... 24 00
Star, "..... 18 00
Crown Jewel, per doz..... 29 00
Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.

Castors.

Bed, new list, dis. 50pc. } to 50 and 5
Plate " dis. 50pc } per cent.

Cattle Leaders.

No 31 and 32, per gross..... 8 50 11 25

Cement.

Portland, car load lots..... 2 70
Thorold "..... 1 10
Queenston "..... 1 10
Napanea "..... 1 10

Chalk.

Carpenters' Colored, per
gross..... 0 90 1 10
White, lump, per lb..... 0 01½ 0 01½
Red..... 0 05 0 06
Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer.

American, dis 70 per cent.

Canadian, dis 35 per cent.

Tanged Firmer per doz..... 0 85 4 00

Churns

Daisy, dis. From factory 60 and 10 p.c.

From stock 60 and 5 p.c.

Clamps.

Judd's, dis. 20 p.c.
Stearns, per doz..... 3 00 10 00

Clips.

Axle, dis. 65 p.c.

Coffee Mills.

Box..... 3 60 13 00
Side..... 3 60 4 00
Enterprise, No. 0..... 1 35
" No. 2..... 2 70

Compasses, Dividers, etc.

American, dis., 60 to 62 and ¼ p.c

Cradles, Grain.

Canadian, discount 25 p.c.

Door Springs.

Torrey's Rod, per doz..... 2 0
Coil, per doz..... 0 88 1 60
English, "..... 2 00 4 00

Draw Knives.

American, dis. 70.

Canadian, dis 25 to 35 p.c.

Drills and Drill Stock—Brest.

Millar Falls, per doz..... 16 00 51 50
P. S. & W., dis. 40 per cent.

Twist.

Morse, dis. 30 to 33½ per cent.
Standard, dis. 40 to 45 p. c.

Elbows—Store Pipe.

\$1.00 to \$2.75 per doz.

Fawcetts.

Cork Lined, per doz..... 0 30 0 60
Wine, per doz..... 1 30 2 25
Star, "..... 2 80 3 90
Fenns Corkstops, No 2 p. doz..... 1 70

Petroleum, per doz..... 4 50 6 50

Files and Rasps.

Kearney & Foot's discount Am. List
50 & 5 to 50 & 10

Black Diamond, 50 & 5 per cent. dis.
Amer. List.
Nicholson's dis., Amer. list, 50, 50 and 5
per cent.

Toronto File Co., 50 and 10 to 60 p.c.,
Amer. list.
Jowitt's, dis. Can. list, 25pc. to 27½ p.c.

Horse Rasps, Kearney & Foot's dis
Am list, 50 pc. 50 p.c. to 50 and 5 p.c
Horse Rasps, dis. 45 p.c. Amer. } Hellers
50 p.c. Can. }

Horse Rasps, Spencer's, dis. Can. list
33½ p.c.

Horse Rasps, Toronto File Co., 50 and
10 p.c., Amer. list.

Fluting Machines.

Each..... 0 60 2 00

Forks.

Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.

Gem, dis. 50 and 5 to 50 and 10 p.c.
Shepard's Lightning, dis. 50 to 50
and 10 p.c.

Fruit Presses.

Henis' per doz..... 4 00
Enterprise, discount 10p.c.
Shepard's Queen City, dis. 15 p.c.

Fry Pans.

Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.

Stanley's. dis. 50, 55 p. c.

Wire Gauges

Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.

Window.

Box Price.

Star. Double
Diamond
Per Per Per
50 ft. 100 ft. 50 ft. 100 ft.

16 to 25 1.40 2.70 2.00
26 to 40 1.55 3.00 2.25

41 to 50 3.40 5.00
57 to 60 3.70 5.50

61 to 70 4.00 6.00
71 to 80 4.50 6.75

81 to 85 5.20 7.50
86 to 90 5.90 8.50

91 to 95 9.50
96 to 100 10.50

Pilkington.

Ordinary
1st break..... \$3 65
2nd "..... 3 90
3rd "..... 4 60
4th "..... 4 95
5th "..... 5 40
6th "..... 5 90
7th "..... 0 50

Picture Glass.

Pilkington's ordinary.
1st break..... 4 30
2nd "..... 4 70
3rd "..... 5 40
4th "..... 5 90
5th "..... 6 50
6th "..... 6 90
7th "..... 7 70

Glue Pots.

Tinned, each..... 0 30 0 90
Enamelled "..... 0 55 1 20

Grindstone Fixtures.

P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.

Maydole's net list to 5 per cent. dis.
Can. discount 25 to 27½ p.c.

Tack.

Magnetic per doz..... 1 10 1 50

Sledge

Canadian, per lb..... 0 12½ 0 15

Ball Pean.

English and Can., per lb. 0 25 0 37½

Handles.

Axe per doz..... 00 3 50

Store door "..... 1 00 1 80

Chest, per doz pairs..... 0 40 2 50

Chisel.

Firmer per gross..... 3 00 4 50

Socket Firmer "..... 3 25 8 00

Socket Framing per gross 3 75 5 00

Fork.

C. & B., discount 35 per cent. to 40 p.c.

Hoe.

C. & B., discount 35 per cent. to 40 p. c

Saw.

American, per doz..... 1 00 1 25

Plane.

American, per gross..... 3 15 3 75

Hammer and Hatchet.

American, per doz..... 0 50 0 80

Cross Cut Saw.

Canadian per pair..... 0 18 0 25

Hangers.

Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.

Can., dis. 37½, 40 p.c.

Hinges.

Blind, Parker's, dis. 60 to 60 and 10 p.c

" Shepard's Noiseless, dis. 60 p.c

" Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per }

Heavy, per lb..... 0 4½ 0 05

Screw and Strap, per lb..... 0 03½ 0 04½

Per doz. sets

Screw, Eureka..... 1 13 1 80

Gate, Clark's..... 1 50 2 20

" Shepard's, dis 50 to 60 p.c.

Per doz. pairs

Spring..... 1 50 3 50

" Shepard's Niagara 1 75 1 90

Hoos.

Garden, Mor ar, etc., discount 40 per

cent.

Planter doz..... 4 00 5 00

Hooks—Cast Iron

Bird Cage, per doz..... 0 50 1 10

Clothes Line, "..... 0 27 0 63

Harness, "..... 0 72 0 88

Hat and Coat, per gross..... 1 00 3 00

Chandelier, per doz..... 0 50 1 13

Wrought Iron.

Wrought Hooks and Staples, Can
dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.
Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.

Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000. 0 60 2 70
Screw, bright, Eng. dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 60 to 60 and 10.

Horse Shoes.

Per keg. 3 45 3 60

Ice Picks.

Star, per doz. 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new
list.

Copper, per lb. 0 40 0 45

Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.

Lock, Can. dis. 50 p.c.

Cabinet, Trunk, and Pad-
lock, Am. per gross. 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz. 2 75 3 25

Bronze, Gem, " 6 00 9 00

Lava, " 8 75 10 00

Shutter, porcelain, F. &
I screw, per gross. \$1 30 4 00

Ladles.

Melting, per doz. 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz. 2 20 5 60

Galvanized, " 1 87 3 85

King, wood, " 2 75 2 90

" glass, " 4 00 4 30

All glass, " 1 20 1 50

Lines.

Fish, per gross. 1 05 2 50

Chalk, " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz. 2 90 7 50

Cabinet.

Eagle, dis. per cent. 30 per cent. to
33½ per cent.

Paillock.

English and Am. per doz. 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent. 15 to 17½ per cent.

Mallets.

Tinsmiths', per doz. 1 25 1 50

Carp'trs', hickory, " 1 25 3 75

Lignum Vitæ, " 3 85 5 00

Caulking, each. 1 60 2 00

Mattocks.

Canadian, per doz. 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20
per cent. dis.

Canadian, 37½ to 40 per cent.

Home, each. 1 25 2 50

Mincing Knives.

American, per doz. 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent. 65 to
70 per cent.

Nails.

Cut, 3 in. and upwards, 2 20

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American. 1 85 3 50

Nail Sets.

Square, round and octa-
gon. 3 38 4 00

Diamond. 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " 0 18 0 18

Canada W.W. " 0 20

American W.W. " 0 25

S. R. Seal. 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz. 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz. 1 25 3 50

Brass, " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz. 2 25 3 25

Pencils.

Dixon's, per gross. 1 00 4 25

" Carpenter. 2 25 3 60

Picks

Per doz. 6 00 9 00

Picture Nails.

Porcelain Head, p. gross. 1 65 3 00

Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis. 45 to 50 per
cent.

Wood, fancy Canadian, or American
35 to 37½ per cent.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 12½ to 15 per cent.

Bailey's Victor, dis. 12½ to 15 per cent.

Plane Irons.

English, per doz. 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. prs. dis
37½, 40 p.c.

Bailey's Imitation, per
doz. 7 40 10 25

German, per doz. 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz. 1 35 2 00

Pruning Shears.

Per doz. 4 00 5 50

Pulleys.

Hothouse, per doz. 55 1 00

Axle. 22 33

Screw. 27 1 00

Awning. 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz. 1 00 1 85

Conductors, " 9 00 15 00

Tinner's solid, per set. 72

" hollow, per inch. 1 00

Putty.

Bladder, per 100 lbs. 2 00 2 25

Tins, lbs. 2 50 2 75

Rail.

Barn Door, per foot. 3 3½

Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz. 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Strops.

Currier's, per doz. 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to
50 p.c.

Burrs, Iron, 30, 33½ per cent.

Rivet Sets.

Canadian, dis. 30, 35 per cent.

Rope

Per lb. Sisal. Manila

7-16 in. and larger. 9½ 13 13½

¼, 5-16, ¾ in. 10 10½ 13½ 13½

3-16 in. 10½ 14

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute " 08 08½

Rules.

Boxwood, dis. 75 to 10 to 80 p.c.

Ivory, dis. 37½ to 40 per cent.

Sad Irons.

Mrs. Potts, per set. 0 85 0 90

" N. P. 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz. 4 75 5 00

Sand and Emery Paper.

B. & A. sand, 30 p.c. to 30 and 5 p.c.

Emery, per quire. 55 90

Sash Cord

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis. 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each. 1 00 3 00

Saws.

Hand, Disston's, dis. 10 p.c.

S. & D. dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D. dis. 30 to 35 per cent.

Hack, complete, each. 1 75 2 75

" frames only. 75

Saw Sets.

Per doz. 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz. 2 10 4 50

Foot, " 40 3 50

Screens.

Window, patent, per doz. 6 00 7 50

Screw Drivers.

Sargent's, per doz. 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" R. H. " 72½ " "

" F. H. Brass 75 " "

" R. H. " 70 " "

Diamond Point wood screw nails,
bright, dis. 77½ and 80 per cent.

Bench, wood, per doz. 3 25 4 00

Bench iron per doz. 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c.

Shears.

B. & W. japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Etna, dis. 75 to 75 and 10 per cent

Heinrich 60 per cent.

Sheaves

Sliding Door, per set. 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's dis. 10 to 50 per cent.

Sieves

Wood Rim, black, p. doz. 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes. 3 25

" ¼ and ½ gross boxes per
gross net cash. 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes

Discount, 20 to 25 per cent. dis.

Spoke Shaves.

Wood, English. 1 80 5 00

Iron, American. 1 35 2 35

Spoons and Forks.

Tea Spoons. per gross. 7 50 12 00

Dessert " " 21 00

Table " " 30 00 30 00

Dessert Forks. " 24 00

Medium " " 27 00

Table " " 36 00

Squares.

Iron, per doz. 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb. 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb. 0 25 50

Hindostan, per lb. 0 06

" Slips, per lb. 9

Labrador, per lb. 0 13

" Axe, " 0 15

Turkey " 0 50

Arkansas " 1 50

Water-of-Ayr " 0 10

Scythe, per gross. 3 50 5 00

Grind, per ton. 15 00 18 00

Tacks, Brads, etc.

The following are for ordinary-sized
lots; in quantities an extra 35 p.c.

Cut, Carpet, gimp, blued, dis. 35 p.c.

" tinned, dis. 45 p.c.

Swedes' iron, blued or tinned, dis. 42½ p.c.

Upholsterers' dis. 42½ p.c.

Copper Tacks

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.

TRADE MARK FOR



HOLLOW WARE.

REGISTERED

TRADE MARK FOR



KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hardware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

Hardwares, Please stock Spooner's PHENYLE Disinfectant Deodorizer and Germicide Powder (Bannerman's Patent).

The most effective known to Modern Science. Prevents disease and "Sweetens things generally" urgently needed in epidemic localities. Send for information, everyone can afford it. (Brother-in-law to Copperine), good seller winter and summer. Nicely put up.

ALONZO W. SPOONER,

Maker for Dominion.

Port Hope, Ont.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION 1
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J.B. McLEAN CO. (LTD) PUBLISHERS.

How to Sell Goods

Send Ten Cents to the HARDWARE PUBLISHING CO. for a copy of B. F. Cumming's Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose the above.

Tulloch & Co'y

Manufacturers' Agents and
Export Merchants,

85 Gracechurch St., London, Eng.,

Exporters of

Naval and Oilmen's Stores, Linseed Oil.

Portland Cement, Building Materials,

Pig Iron and Metals.

N.B.—Correspondence invited from Canadian firms interested in any of the above lines

CONSIGNMENTS OF PRODUCE SOLICITED.

80W



Commercial Travellers.

To any traveller who will send us one new subscriber for three months we will send all the back numbers of the paper containing "Drum Taps." A most entertaining sketch of a week spent on the road by a well-known American Traveller.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

TRAVELLING MEN

T WANTED to pass an opinion on "Drum Taps," Leaves from the Dairy of a Hardware Traveller recently published in HARDWARE, by Wm. H. Maher.

Every traveller will want to compare the writers's experience with his own. Every man connected with the business world, be he clerk or merchant, will desire to see how goods are sold and read a description of a week on the road that is neither colored nor exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams kept on hand.

HARDWARE.



The Buffalo Hot-Water Heaters.

Thoroughly tested, very economical and efficient. The most perfect boiler yet produced.

For Prices apply to

H. R. Ives & Co.,

Hardware and Stove Manufacturers,
MONTREAL.

THE DEMAND FOR

Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION"

BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD.,

MANUFACTURERS,

MONTREAL,

QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co.

OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 8 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE SECTION reported during 1890.

Belted, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale, Toronto).

GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.

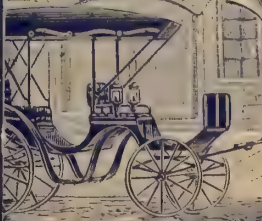
COPPER WIRE !

DEC. 26, '91

2.00 a Year.

10 Cents a Copy

CARRIAGE
BUILDER



PUBLISHED

WEEKLY

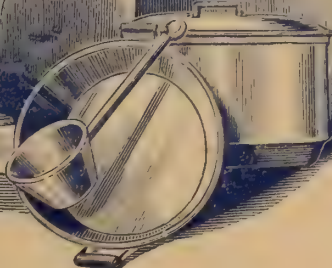
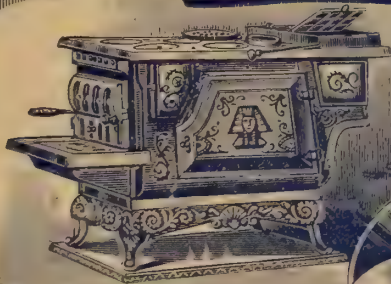
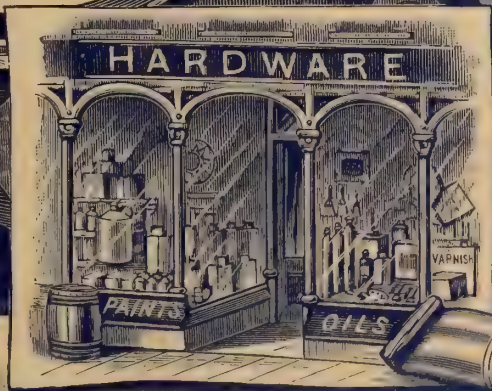
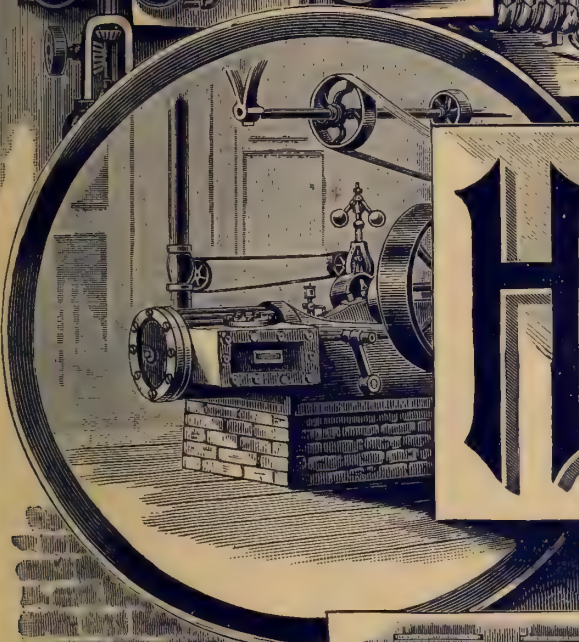
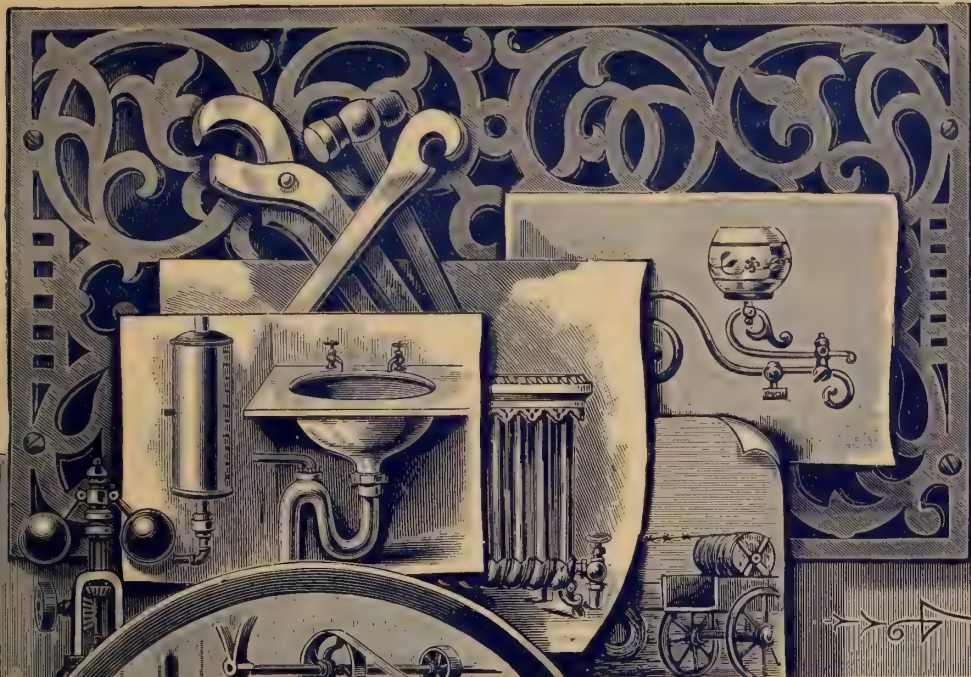
HARDWARE

THE ORGAN OF
WROUGHT
CAST,
STAMPED
SHEET & SPUN
METAL
TRADES.

Address:

"HARDWARE,"

No. 6 WELLINGTON STREET WEST.
TORONTO ONTARIO.



HARDWARE.

We have full Stock of

Acme Skates,
Achieved Skates,
Hockey Skates.

CUTLERY AND PLATED FLAT WARE.

Carvers in Sets and Cases.

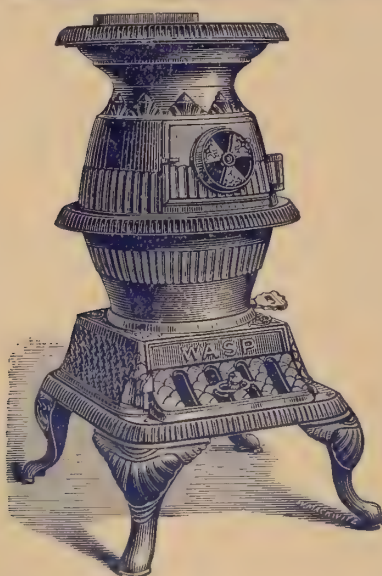
Telegraph Orders will have immediate attention.

RICE LEWIS & SON, LIMITED.

General Hardware Merchants.

TORONTO.

WASP.



Three sizes with extra heavy Fire Pots, 10, 11 and 12 inches in diameter. Two largest sizes have flues and damper in top which controls and keep a continuous fire. Low in price.

**THE CHOWN & CUNNINGHAM CO'Y
LIMITED,
KINGSTON, ONT.**

WESTERN AGENTS:

THOS. DAVIDSON & CO.,
11 Front St. W., Toronto.

SEAMLESS WROUGHT STEEL Kitchen Sinks



These SINKS are pressed from SINGLE SHEETS OF STEEL without seams or joints, rounded at the sides and corners so that no dirt can possibly collect anywhere.

Owing to the toughness of the material (STEEL) BREAKAGE IS IMPOSSIBLE, and in consequence of their comparative lightness, FREIGHT CHARGES are less than HALF THE PRICE of the cast iron article.

These Kitchen Sinks are finished in PAINTED, GALVANIZED and TINNED.

KEMP MANUFACTURING CO.,
TORONTO, ONT.

HARDWARE

ORGAN OF THE WROUGHT, CAST, STAMPED, SHEET
AND SPUN METAL TRADES.

PUBLISHED WEEKLY—SUBSCRIPTION \$2.00 A YEAR.

Vol. 3.

TORONTO, DECEMBER 26, 1891

No. 52

J. B. McLEAN, President.

HUGH C. McLEAN, Sec.-Treas

THE J. B. McLEAN PUBLISHING CO., Ltd.,

FINE MAGAZINE PRINTERS
AND

TRADE JOURNAL PUBLISHERS.

HEAD OFFICE : - - - - - 8 Wellington West, Toronto.

MONTREAL OFFICE : - - - - - 115 St. Francois Xavier St.
G. Hector Clemes, Manager.

NEW YORK OFFICE : - - - - - Room 105, Times Building.
Roy V. Somerville, Manager.

CHRISTMAS-TIDE.



OF CHRISTMAS themes there have been and will ever be, in this and other Christian lands, more pages written and more discourses spoken than on any other the world has ever known. To the most of those who observe the day, it has, first, its religious aspect. Amid lights and flowers, the pæans of rich voices and the swelling tones of organ and orchestra, the feast of the Nativity receives its devotional observances. Again,

it is its mission to bring smiles and sunshine, to strew flowers along life's rugged pathway, and to mingle some of the sweet things of life with the distasteful and unpleasant, so much of which is found in the daily experience of many, if not the most, of us. For this day at least, the din and tumult have ceased; an air of holy calm envelops the earth as with a mantle, and rudeness, violence, and discord are transformed to gentleness, kindness and harmony. "Peace on earth; good will to man." How these words thrill and ennoble the human heart, and when hand clasps hand and eye returns the kindly glance of eye, as the hearty greeting springs from the lips, we recognize the brotherhood of man and our hearts are filled with more kindly thoughts one to another. Though cares may press and troubles throng all the grim three hundred and sixty-four days that precede it, when once the chimes of Christmas Day ring out upon the air, the furrowed brows relax, the anxious eyes light up, and every one of us, however conditioned, and wherever placed, feels the glad thrill of the world's happiness touch both life and heart, as we too join in greetings to the happy day. Men who never give

the origin of the world's great festival a thought, feel their best natures stirred to be in the good times they see and feel around them, and to do their share towards brightening and cheering the little corner of the earth for whose happiness they are responsible. Even scoffers and such as have no distinct idea of religious belief cease from logical reasoning and historical refutation, and become as little children in Christmas entertainment. A great longing to make others happy fills every heart; now, if ever, the purse strings are loosened; the giver is blessed in giving, the receiver happy in receiving; and the fair garland of Christmas gifts and Christmas greetings that links heart to heart vies in fragrance and beauty with the more perishable blossoms that deck the Christmas home. We all have our share of joys and sorrows, losses and disappointments but on this holy Christmas Day we are always inspired to hope for the brightest and best and not to shrivel and shrink when trouble crosses our path. Welcome then to the Christmas-tide, that season of merrymaking, with its happy home gatherings, its tokens of remembrance and love, of paternal thoughtfulness and filial regard!

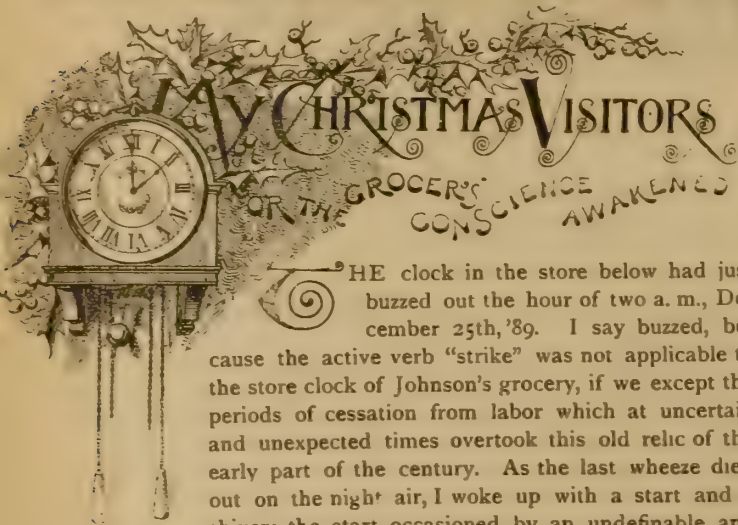
Eighteen hundred and ninety-one years ago the star came and stood over the place where the young Child lay, and ushered in the era of universal brotherhood among men. To-day is the anniversary of the event which gave a divine inauguration to that era—it is Christmas Day—and men's minds are recalled to the social sentiment which is the very essence of Christianity, that of love to one another. The day does not plant in us, but it lays bare, feelings that we were unconscious of on all the other days of the year, and makes us think better of ourselves and of our kind, by revealing to us the ties that bind us to one another. Thus are we enabled to feel that Christ's mission on earth, to establish good-will among men, has not been a fruitless one. The love of kindred, the sense of broad human fellowship, the feelings of philanthropy, are heightened and hallowed by the usages and observances that cling around Christmas day. The circle that gathers about the family fireside may here and there be marked by a gap that some loved one will fill no more, or a vacant chair may tell of one whom distance separates from his home. But the Christmas gathering will refresh the hearts of all with tenderer memory for the absent ones, and knit together those who are there in bonds of renewed strength. The day is invested with associations that no other holiday ever had; it cheers, strengthens and holds together the family and the community. May it be a bright day in the lives of all our readers, who have our wishes for a very Merry Christmas

CHRISTMAS BELLS.

I heard the bells on Christmas day
Their old familiar carols play,
And wild and sweet
The words repeat
Of peace on earth, good-will to men!

And thought how, as the day had come,
The belfries of all Christendom
Had rolled along
The unbroken song
Of peace on earth, good-will to men!

HENRY W. LONGFELLOW.



THE clock in the store below had just buzzed out the hour of two a. m., December 25th, '89. I say buzzed, because the active verb "strike" was not applicable to the store clock of Johnson's grocery, if we except the periods of cessation from labor which at uncertain and unexpected times overtook this old relic of the early part of the century. As the last wheeze died out on the night air, I woke up with a start and a shiver; the start occasioned by an undefinable and unnatural feeling of uneasiness, something suggestive more of mental perturbation than physical discomfort; the shiver caused by a sudden rush of cold air up the stairway and through the open door of my room. Now, either of these two causes affecting one separately at any time, are apt to produce an effect the opposite of agreeable, but coming simultaneously upon one in a lonely room, on a cold winter night at that "witching hour of midnight when churchyards yawn and graves give up their dead," with the wind whistling and howling in fits and starts up and down a lonely side street, and rattling the panes of a rickety window, the effect is to say the least, uncanny and uncomfortable. I confess that, although not of a very timid disposition, my heart, or the major portion of it, made a desperate attempt to leave its comfortable quarters by way of my mouth. I wasn't frightened, oh no, only, well I sat up in bed as quickly as I could, and straining my auricular faculties, which were already as keen as a terrier's scent, I listened for some time. Oh that anxious minute of uncertainty, that nervous tension of the brain!

At first everything seemed still in the house, nothing breaking the thickness of silence that surrounded me save the gusts of wind against the window, and the jerky ticky-ty-tock-tock of the old clock down below. Oh! how hard I listened! As the silence was becoming too oppressive and unbearable, and my heart (said by my friends to be none too large) had assumed such proportions in my mouth as to threaten choking, I threw back the coverlet and was on the point of jumping out of bed to strike a light, when I felt a noise.—Yes, I distinctly felt it, strange as this may sound, and it was more painful to me than a blow on the head. My heart stopped beating for a moment, and I had near fainted. I endeavored to rise, but found I couldn't stir an inch. All my faculties, physical and mental, had "struck."

Once more I felt the noise. This time it was taking character to itself; it sounded like the subdued hum of many voices, and seemed to be directly below me in the shop, near the foot of the stairs. I could not locate any particular sound in the hum, and my first thought naturally was of burglars; but surely burglars could find but little ready cash in our till, and Johnson's hospitality was so well known in the neighborhood that not even the lightfingered gentry had ever attempted to take what was free to every poor and deserving person on inquiry. No, burglars were out of the question, besides, burglars do not talk and whisper as this noise seemed to indicate was being done. If not burglars, what then? Ghosts? That thought made me smile even in my anxious position. Ghosts in this 19th century, and the latter end of the century at that! Besides, I took no stock in these intangible visitors from the Beyond, and my attempts at spiritualistic meetings to provoke the presence of the departed (one Smith who owed me a trifle over \$10.00) had resulted in nothing more than the arrival of a long-haired and long-whiskered artist dressed in a sheet, and who betrayed his earthy

substance by demanding of me an additional dollar for extra services, as the said Smith had taken up his permanent residence in the most southerly and torrid portion of the Unknown regions, and the labor of the medium was consequently more exhausting than in ordinary seances. No, ghosts wouldn't do for me and yet—

Suddenly I heard a distant and undoubted sound of moving bodies in the store, accompanied by the most peculiar conglomeration of noises, rattling of tins, banging of boxes, rustling of paper and tramp, tramp of feet on the stairs. Great Cæsar's ghost! they were coming upstairs. I tried once more to jump out of bed towards the match-box near the dresser, but found myself held down as if by iron hands. My eyes, turned towards the door, were paining me with their tension, and were ready to burst with trying to pierce the darkness.

The noises approached nearer and clearer and, I judged, were now at the turn of the stairs over the back warehouse. Another minute and they must reach the door, when another element, and certainly a very comforting one, entered into affairs; a light—faint at first, then growing stronger as the noises approached nearer—shone up the stairway and lit up a zig-zag crack in the panel of the door, opposite the foot of my bed. Cannot be ghosts where there is light; cannot be burglars either, as these latter individuals generally operate in the dark. These reflections were reassuring.

With a more comfortable feeling stealing through me, I awaited the arrival of the midnight intruders. Tramp, rattle, rustle, clang, bang, they came up the stairs, the bright light at last bursting into the room and dazzling my eyes with its brilliancy. Involuntarily I put up my hands before my face, the glare was so strong and bright. By the time I had accustomed myself to the light the whole band had entered the room and scattered themselves in every direction.

Great heavens! One look at my visitors and reason nearly left me. Who was that halting in front of the bed? Who but myself! Now, friends, don't run away with the idea that this was all a dream, a myth. "There are more things under heaven and earth, Horatio, than are dreamt of in philosophy." It was too real, the whole event too protracted, too painful to be a vagary of a tired brain. I felt shocked beyond measure, and more mystified than shocked. Was I dead, and this my spirit come to visit its earthy shell again? Evidently not, for I was sitting none too comfortably in my bed, and could plainly hear the wind howling and blustering up and down the street at intervals, and the window rattling frightfully. Then, if not "I," who was this other self, this "dead" image of myself? We have all at some time, or various times in our lives, been taken for someone else, mistaken for someone else and put to no end of trouble and inconvenience by this "someone else" without being able to satisfactorily locate this personage. I remember, when residing in Detroit some years ago, having to pay for this "someone's else" shaves at the barber shop in Fort street, which I, or rather "we," patronized, but hard and long as I endeavored to meet this individual I never succeeded. But here at last I was face to face with myself. Eureka! I must confess, however, that I did not feel flattered at the picture I presented—to myself. True, outwardly I was the same; same hat, boots and clothes, the same piebald spot on the off side of my moustache, yet there was a something in the expression of my features which seemed at variance with my wonted countenance. There was a look in my face I had never seen before, nor ever imagined could be there—a look betokening inward dissatisfaction and disgust, a look of remorse and sadness, a sort of "mene-mene-tek-el" look of accusation and doom. What could it mean? I studied myself carefully for a few moments, then seeking for an excuse of my presence here before myself, I turned my attention to my, or rather my alter ego's, companions.

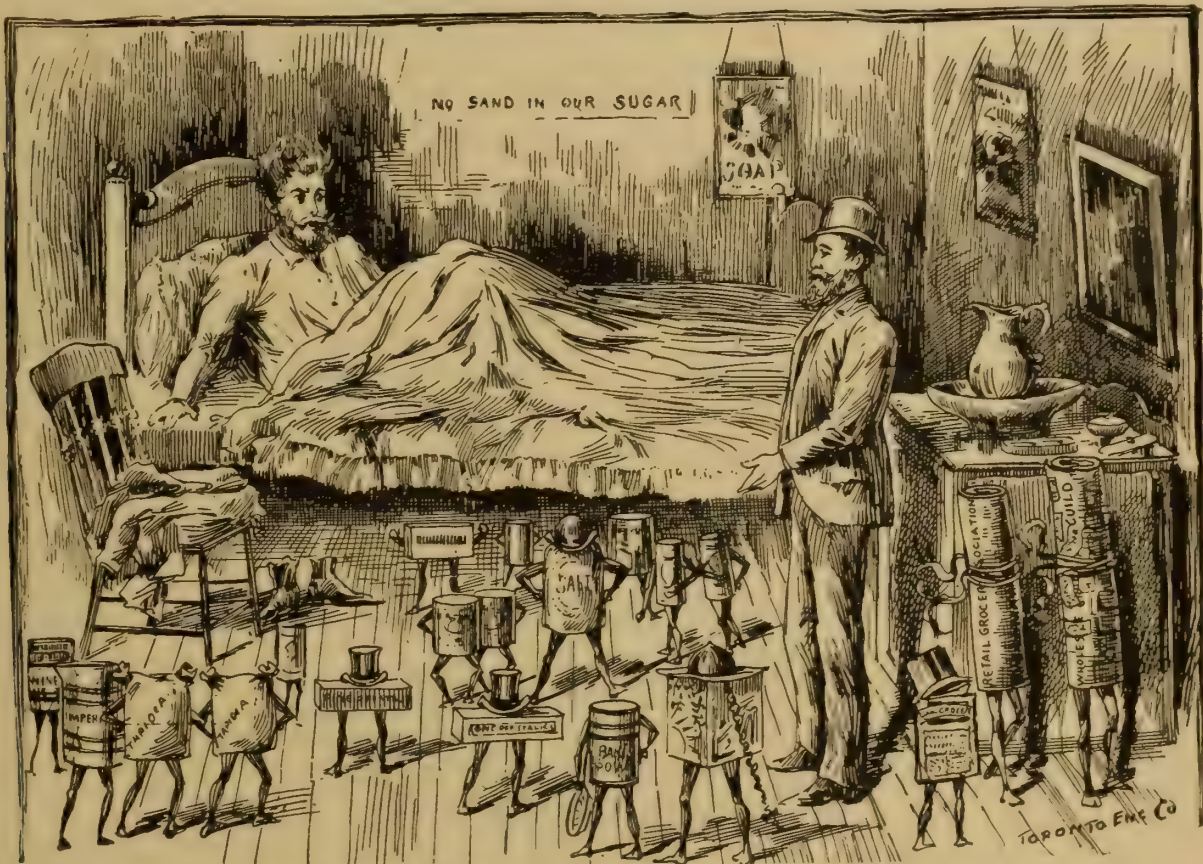
I stated before that I was shocked beyond measure to see myself before myself, but the effect produced on myself (that is the self that was sitting up in bed) on viewing the motley crowd scattered through the room, was the opposite of serious. I burst out laughing, and laughed till I thought every bone in my body was disjointed. I fairly rolled over the bed in my uncontrollable mirth, and my other self even seemed to be affected by the hilarity. He smiled faintly,

reminiscently as it were, thinking perhaps for a moment of some enjoyable time long gone by when we were very intimate. Laugh! why, a tombstone would have waltzed with the footboards.

Have you ever witnessed a calithumpian or carnival procession? Yes? Well, you are then aware of the variegated crew that usually form for parade. This crew before me was the most unique, diversified, nondescript and ridiculous assemblage that ever met human gaze. To describe all the peculiarities and oddities of my visitors would take up too much time and space, but one feature they all had, or rather did not have in common; they had no heads, yet were able to speak and laugh. They all had legs and arms, and but for their heads acted like human beings. The foregoing is unquestionably remarkable, and savors of Munchausenism, but I can personally vouch for the truthfulness of everything described, as there were two of "us" present. Among, and most noticeable among, the gang, were two tin gallon measures, one a trifle shorter than the other, two wooden vinegar measures, same dimensions as the tin ones, two sacks of tapioca, several boxes of Valencia raisins, one somewhat aged in appearance, a couple of old tomato cans, each with a hole

the same correctly, he turned slightly aside and made a step towards the bed and whispered, "You wish to know who I am and what all this means (indicating with a jerk of the thumb over the left shoulder, the other visitors). I am your Conscience, and these are a few of the victims of your double-dealing and treachery, deceit and fraud. I am come this night of good will towards all men with the very best of intentions, to save you from yourself, to show you the iniquity of your business transactions, to point out to you that the respectability of your trade is but a sham, and that at bottom, you who are considered the paragon of uprightness in business dealing, who hold a leading position in a prominent church in this town, whose very name is a guarantee of the good quality of your groceries who—"

"Hold on a minute there, not so fast," I ventured to break in. Reserve your invectives and reproaches. Why should you single me out for such uncalled-for and cruel reprimands and disturbance? I do not see the force of it all, I am only a salesman. What's the matter with ringing up Johnson himself? Telephone 036. You don't see the force of it, eh? Sorry for you my worthy self." To which came the answer, "I have nothing to do with Johnson.



Great Heavens! One look at my visitors and reason nearly left me.

in the top, a can of baking powder with a glass dish hanging to its side, a chest of Assam tea and a half chest of new season's (sic) Congou, a sack of imported salt, a caddy of Canadian grown tobacco, a bale of nuts labelled Grenoble, and an array of spice tins branded "Pure" cassia, ginger, cloves, and so on through the list of condiments, and a dozen or so of other different commodities of the trade. Leaning up against the washstand near the window, were two long narrow bundles of paper in the form of rolls tied with a blue ribbon at one end. One bundle was a little the longer, and was tied with a scarlet ribbon, and pasted all over with bank bills of the largest denomination and branded "Wholesale Grocers' Guild;" the other bundle bore the legend "Retail Grocers' Association." These last named articles attracted my attention more particularly, and—but I anticipate.

Having taken note of the company as hastily as I could, I ceased my laughter and turned my attention again to myself, or rather my "double-ganger," with a puzzled and inquiring look. Interpreting

You see, I have a sort of family interest in you, for we are old friends (nodding familiarly to me), and though you have at various times endeavored to drown me and my still small voice, I am bound to have it out with you to-night, and in order to more clearly impress upon you the truthfulness of my statements I have brought a few arguments along" (pointing around to the company). "Cover yourself up closely, you might take a chill before I am through with you."

"But my dear sir," I hazarded to say, "I didn't ask you to enlighten me on my own affairs, and can but stigmatize your uncalled-for intermeddling as a deliberate insult to my business integrity. I—"

"Can't help it, old boy, you've got to hear it, and as the glorious dawn will soon be breaking and my companions have a few more of your stripe to visit I must get through—"

"I wish you'd get out," I yelled.

"Oh I know you don't like me to trouble you—"

"A conscience you know is a very unpleasant thing to carry

H. S. Howland, Sons & Co.,

WHOLESALE HARDWARE,

37 Front Street West, - - - TORONTO

--- SKATES IN STOCK. ---

No.	GENUINE "ACME."	
o.	All Sizes from 7 to 12 inches.	List, 90c. pair.
3. No. o. Nickel Plated.	" " "	" \$1.50 "
7.	" " "	" 2.90 "
10. No. 7. Nickle Plated.	" " "	" 3.90 "

Wrenches, Repairs, Etc.

FORBES' NEW PATENT "ACHIEVED."

H. P.	Ordinary Pattern Runners,	-	All Sizes from 8 to 12 inch.	List, \$4.00 pair.
F. P.	Full Patent Runners,	-	All Sizes from 8 to 12 inch.	" 4.50 "
F. P. N.	Full Patent Runners, Nickel Plated,	-	All Sizes from 9 to 11 1/2 inch.	" 5.50 "
Discounts on Application.				Orders Solicited.

about with oneself, especially if engaged in the retail grocery trade. It won't mix like sand and sugar—"

"Chestnuts! sand and sugar," I remarked. Thinking to put an end to this talk I turned my attention from myself, that is my other self, and surveyed the "horrible examples" scattered about the room. My Conscience, divining my intention, emitted a short, sharp whistle, and the four gallon measures trotted up before the bed and bowed gravely.

"Well," I asked, "who and what are these?" "These," said the other I, pointing to the two smaller measures, are known as wine measures, the larger ones are the Imperial. Now how often have you forced the contents of the larger into the smaller measures, and sold them as a standard Imperial gallon? Come now."

I tried to reply, but a look from my Conscience—and the words remained unsaid.

Next, with a bumpity-bump that fairly shook the whole building, came the two sacks of tapioca.

"What's this?" I inquired.

"Ah, how innocent! You know very well that this one to the right is the genuine article, the cassava of Brazil, while the other is a child of old London, and never crossed the equator—northwards. How many sacks have you sold as the genuine article, or mixed the inferior with the better?"

Again I hung my head. Conscience was correct.

The two boxes of Valencia Raisins were next marshalled before me, one of them limping badly as if with rheumatism or old age—"These said my Conscience, observing that my head was bent shamefully on my bosom, "these speak for themselves. I need not comment on how many thousand pounds of the old ones you have dressed up, and syrrupped up and sold as new goods. Ah! we know it."

The tomato cans followed the raisins, but rolled towards the bed very slowly, as though loaded with dynamite. "You know us of course" they chorussed together. "We've been here some years now, and although the wind has been taken out of us once, we're very much afraid we can't last much longer. Most of our kinsmen have gone over the counter as new goods, fresh, full weight 3 lbs. when you know that—"

I held up my hands deprecatingly, and cast a pitiful look towards my accuser, but I could see no forgiveness in his face, and I was self-condemned.

The Prize Baking Powder can, with its glass dish, and the two chests of tea, followed by the imported salt and the caddy of home grown tobacco, next obtruded themselves before me, and started an argument about frauds; superiority of ingredients, and such words as terra alba ad lib. starch and cabbage leaves, seemed to be bandied about freely, and I don't know how long they would have kept up the discussion had not my conscience admitted my guilt to them

and they withdrew to make room for the Grenoble Walnuts—This oreigner complained grievously of treatment he had received at my hands, said he was being called on to bolster up the reputation of some of his friends from Bordeaux, and his own reputation had been seriously damaged. I also acknowledged the fault, and seeing my genuine contrition and shame, my Conscience turned to me with the remark:

"Do not be afraid of this exposure, it will mark a turning point in your life, will lead you to a conception of true salesmanship, to sell goods on their merits, and to the knowledge and belief that good goods and fair prices will pay in the end. You may consider that I have been severe on you to-night. I have let you down easy, so to speak. I might call to witness what you know and I know is the greatest fraud in the trade, the adulteration of spices, but I think that ground cocoanut shells, peas, starch, terra alba, and other articles will hereafter be sold by you for what they are, and not as components of pure spices. However, before I bid you good morning (for daylight is breaking, I see), I beg to relieve the weight of woe which is pressing on you, by presenting to your notice these two factors of your trade," and pointing to the two bundles of papers propped up against the washstand, he continued: "These two present to my mind the most ludicrous, the most inconsistent, as well as baneful influences of honest trade. You will notice the one is getting fat at the expense of the other, and though they are both supposed to be acting in the interest of trade, their double-dealing, their mistrust of each other, their scheming to circumvent each other in every way, legal and illegal, their restrictions to fair and square competition, and their entire ignorance of human nature, and the cupidity and grasping avariciousness of mankind, is, while comical in the extreme, a sad commentary on the intelligence of business men. The larger one has rather the advantage, inasmuch as the number of its members is small in comparison, but the little chap is commencing to kick and yell lustily, and I should not be surprised to learn of his getting to be a big boy soon and acting independently of his preceptor. Well, my dear self, what I have said to you to-night has been spoken with the best of motives and kindest feelings towards you, and although I thought you case hardened I feel that you will learn wisdom, especially such wisdom as will stand you in good stead in your calling. Good morning to you, and a very Merry Christmas and Bright and Happy New Year."

With this he turned around, and calling to his companions, they all made for the doorway, the tomato cans leading the procession, my Conscience bringing up the rear. Just as he got to the door he looked back at me, and that look I see yet.

Without, everything was quiet now, the wind had subsided and the snow ceased falling, daylight was breaking in the east, and I could see the faintest tinge of red lighting up the top of the tall foundry chimney on the opposite corner of the street—Christmas morn. Peace to all and good will to mankind. HEC. SECOND.

Toronto Plate Glass Importing Co'y

GLASS IMPORTERS,
BEVELLERS AND MIRROR MANUFACTURERS.

Highest Award, Toronto, '87.



For Mirrors and other Glasses

WRITE US FOR
"Pilkington Bros."
"St. Helens,"
"Lancashire."



WINDOW GLASS.

To import

4th and 3rds qualities
16 oz., 21 oz., and 26 oz.

In 100 and 200 feet boxes.

Place your orders with us
(while prices are reasonable)
for next spring and summer
deliveries.



PICTURE GLASS.

Specially light in color,
superior in quality to any
other and is quite flat.

To import or from Stock,
4ths and 3rds qualities, 16
oz. and 21 oz. thick.

In 100 and 200 feet boxes.

The above words and brand are on every box of Window Glass made by them. None is genuine without this Trade Mark. We warn our friends and others against misrepresentations. There is no other, Belgian or English, equal in quality to this make.

ADVANTAGES—Stronger boxes, better packed, average loss from breakage less than ONE PER CENT. It is freer from streaks, scratches and blisters, and also is perfectly flat.

Satisfy yourself by ordering one box as sample. Address—

55 and 57 Victoria Street, Toronto.

Telephone 1519.

Cable Address, "Plate"

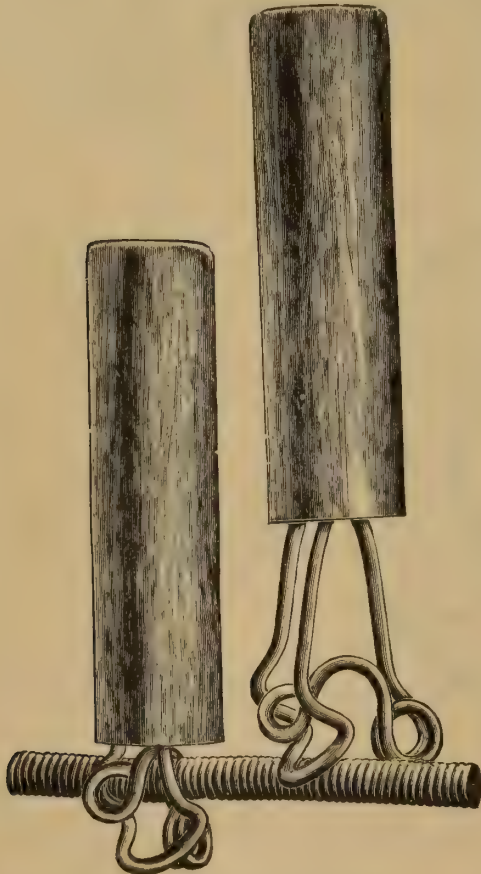
COUNTRY STORE LOAFERS.

According to Mr. Wannamaker's report, there are 1,250 post-offices in this country which are used as lounging places by the public. The chances are that most of these offices are run in connection with country stores, and that the inalienable right of the village statesmen to sit around the stove and ventilate their opinions of matters and things goes with the store and not with the postoffice. It is doubtful if Bro. Wanamaker can eradicate these institutions.—Boston Herald.

Sitting around, sitting around—that used to be the order of the evening in the country stores. We doubt if there is as much of this store-loafing as in olden days, but probably it is not entirely obsolete. In the country stores in our native town we can well remember that you would find the same men in the store night after night. We could call them by name—and it would be a long list, too. The store for them took the place of the lodge-room. It was stage-coach days in that town, and the latest news wasn't flashed into town every day and Sunday as it now is. If we were to visit those stores of an evening now we would find few of those "old-timers" there, for Father Time has mowed them down and they rest from their day-time labors and evening discussions. We doubt if their sons have followed their example in the "store-loafing" direction. Whether they have adopted a better course—whether 'tis better to leave the country for the city and substitute the theatre and ball for the store is perhaps a question of some doubt.—Exchange.

THE "BEST" CLOTHES PIN.

This cut represents a Clothes Pin and spirally wound Clothes Line, manufactured by G. A. LeBarron, Sherbrooke, Que., and is covered by letters patent in Canada, Great Britain, and the United



States. The pin is of wire, and the handle of wood. The wire being well galvanized will never rust, and the garments will not freeze to it; even the finest lace will not adhere to this spiral wire.

The garments when pinned to this loose spiral wire, roll with the wind, and do not wear and tear as when frozen to a common wire or rope line. Mr. LeBarron also manufactures hooks and rollers for hanging the line. A 6-inch roller is used, and a person can hang out a wash without moving from the one spot. The best of material is used, and with fair usage one of these lines will last a life time. The Clothes Pin is certainly the "Best" in use, and can be used on any line, the pins are put up in dozen boxes and the line is made in all lengths. All hardware dealers should keep them in stock, as the profits are large and sales easy.

SUNSHINE IN BUSINESS.

To the Editor HARDWARE.

SIR,—I wish you would publish extracts from a sermon published a few weeks ago by Rev. Dr. Wild. It was to the effect that very few merchants, or their clerks, sell sunshine with their wares, or buy goods with the same article. Some traveller will say: It would be a good thing if every trader and trader's clerk in Canada would read this sermon. Business now-a-days is hard enough work for everybody concerned without people trying to look black and cross. Every traveller knows some merchant on his trip on whom it is a pleasure to call, simply because he keeps sunshine on hand all the time, but how few of them do keep it?

Sunshine in business is one of the best articles ever handled. It helps to buy, because a traveller when brought under its influence will do more to win the confidence of and oblige the merchant who has sunshine, than he would do for the merchant who looks black and treats everybody as if he had a monopoly of the town. It helps to sell, because buyers will ever remember a sunshiny man who sells on the road, in the store or warehouse or factory.

I employ a good many persons, and the one with the most sunshine seems to creep into my affections the easiest. I will do more every time for the employe who is cheerful and who has sunshine, than for the one who is snappy and sullen. I try to have sunshine for those who work for me, and I find it pays. Only last week a customer who happened to be with me as my staff were leaving, expressed surprise at my saying "Good night" to each employe as they all passed out, but I said, "It pays to be polite to those who work for you." It pays to have sunshine for those who are in your employ, as it pays to have sunshine for those who buy from you. And after reading Dr. Wild's sermon I have tried to have sunshine for everybody, and I find "it pays." Try it.

WHOLESALE.

STUDY YOUR OWN INTERESTS.

Have you wasted two dollars by subscribing for a trade paper and not reading it? If you have, it is reasonable to venture the assertion that you have lost many times the price of a year's subscription by not looking into it regularly. The most successful merchants in the country take time to read their trade papers even at the expense of postponing other important duties. These journals are not designed to entertain the merchant. Of course he hasn't time to go through a lot of miscellaneous matter for pleasure or curiosity. The trade paper comes to him more in the nature of a business letter than a newspaper. It is a summary of the markets to which it is devoted and not a trespasser as those who have not experienced its benefits suppose. The erroneous impression regarding trade papers many people seem to have is that they are published in the interest of some house. The price lists of many jobbing houses which are sent out under the mask of a newspaper to escape the payment of postage and catch the eye of the retailer are responsible for this. These lists are often handsomely printed and bear every resemblance to a legitimate journal, save that alone which makes them trade papers. They never publish any news save that which can be turned to the good account of the house they represent. The department men being the writers, the whole tenor of the matter dished up is to encourage readers to buy goods. The monotony of this is broken in some lists by a continued story.

No wonder that retailers do not have time to read such stuff. The average retailer knows more in one day about supplying his wants than the alleged editor of a house list could tell him in a year in his paper. What he wants is reliable information upon which he can base his judgment. Merchants do not need a paper to find out where and how much to buy. They are rather inclined to want to know how to escape the number of eager salesmen that importune them almost daily. With a proper understanding of the situation as regards supply and demand and other influences that shape the market, they are enabled to determine their wants without wasting any time. Save more than ten times the amount of the subscription by reading your trade paper, if you take one; if not, begin the new year by subscribing for an independent journal devoted to your line of business.—Exchange.



—USE THE—
STAR * VENTILATOR

For the VENTILATION of

Churches, Public Buildings, School Houses,
Theatres, Residences; Cotton, Woolen and
Carpet Mills, Machine Shops, Foundries,
Breweries, Stables, etc.

Upon application we will furnish a Blue-
Print sketch showing detail and uses of the
STAR * VENTILATOR.

MERCHANT & CO.,

PHILADELPHIA.
NEW YORK.

CHICAGO.
LONDON.
KANSAS CITY.

You Can't Afford

TO BE WITHOUT

Mander Bros. Varnishes.
Carminette.
McCloskey's Hiller.
Green Seal Lead.

Articles of real merit and long standing
reputation.

Exclusive Agents:

Walter H. Cottingham & Co., Montreal.

Patent Automatic Knife

Nothing better made.



Easily opened if
hands are chilled, or
with gloves on and
without looking for
nicks in blades.

No more breaking or
bending of finger nails.
Opens by simply push-
ing a button. Every
blade warranted hand
forged from the very
finest Sheffield silver
steel.

**We manufacture High
Grade Knives only.**

Send for Prices.

The Automatic Knife Co. of Ontario, Ltd.,
GANANOQUE.

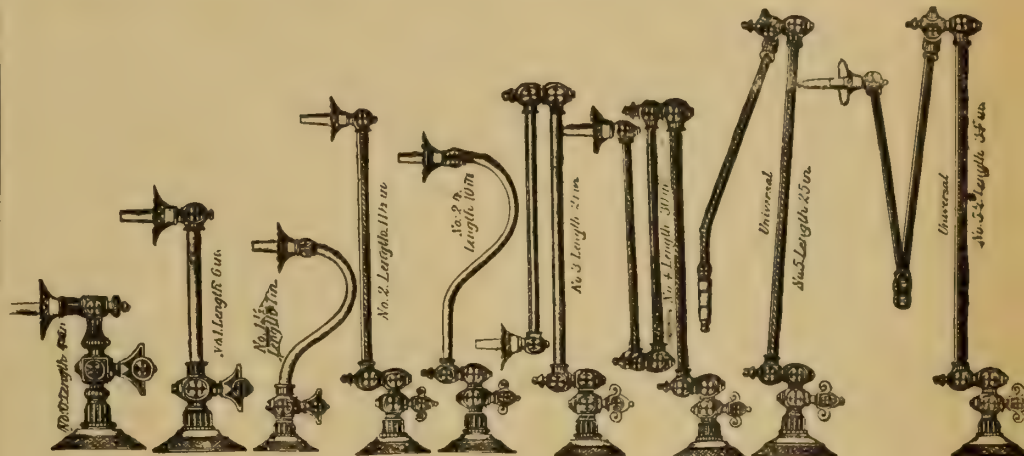


Mfrs. of Set, Cap and Special
screws, Studs, Finished Nuts, &c.



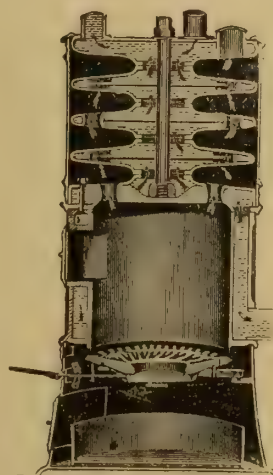
BROWN & CO.,
Manufacturers of
Square and Hexagon
HOT PRESSED NUTS.
PARIS, ONT.

ROBERTSON'S STANDARD STAPLE GAS BRACKETS.



Send for Catalogue and Price List.

JAMES ROBERTSON & CO.,
TORONTO.



—THE—
"Acme"
HOT WATER BOILER
STANDS AT THE HEAD.

MILLER BROS. & TOMS
MONTREAL.

TORONTO OFFICE---74 YORK ST
H. D. SIMMONS,
AGENT.



WIRE

Coppered Steel Spring. Tinned
Mattress Wire. Broom and Brush
Wire. Hay Baleing Wire. Flat
Wires. Soft Coppered Wires.

Write for Catalogue. We guarantee the quality
of all our Wires.

Manufactured by THE B. GREENING WIRE CO., LTD., Hamilton, Ontario.



After a very successful year's business Mr. Robert Munro, of the firm of Ferguson, Alexander & Co., has gone to Glasgow, Scotland, to enjoy his Christmas dinner. During his absence Mr. W. H. Evans is in charge of the business until Mr. Munro returns to relieve him, when he (Mr. Evans) will take his usual route in January.

In its magnificent spring trade number the Canadian Shoe and Leather Journal puts its best foot foremost. That paper has achieved a reputation for issuing exceptionally fine special numbers, and this, its latest effort in that line, has nothing to lose by comparison with former issues. It is embellished with a collection of attractive cuts, one alone of which—its galaxy of shoe and leather travelers—will recall to its readers a large number of familiar faces.

We have received Mr. J. P. Conklin's (Senator Secundus) annual circular, as also a neat and useful celluloid tablet, advertising Messrs. Sanderson, Percy & Co., and their Celebrated Pure Prepared Paints. J. P. is well-known among the boys on the northern and eastern circuits, and is an acknowledged authority on paints and oils. His long experience with Messrs. Sherwin, Williams & Co., of Cleveland, and Messrs. Percy & Co., of this city, has given him advantages that enable him to rank as a General in his line.

For the first time in Canada, oil has been found in white sand. The oil is found near Sherkstown Station, the second from Petrolia, at a depth of 750 feet in the Medina sandstone, is dark green in color, 45 in gravity and possesses all of the characteristic features of Pennsylvanian oil. It is the first and only oil found in Canada which is free from the peculiar taint and malodors of oil produced from limestone rocks. The oil will, before being refined, be worth from \$2 to \$2.50 at the wells, and after refining will be as good oil as can be produced anywhere in America.

The factories of the Societe Commerciale des Metaux, including its whole plant and machinery, together with the good-will and all rights appertaining to the company, were sold by auction in one lot in the Tribunal of Commerce of the Department of the Seine this week. The upset price was 6,000,000 f. The highest bid, of 18,000,000 f. was made by Maitre Bensot, who, after making the necessary declaration that he was acting on behalf of a client, was declared a purchaser. Before the sale the Court gave its decision regarding the claims made by the Comptoir d'Escompte against the Societe des Metaux at the time of the winding-up of the latter company, and confirmed the decision of the Court of First Instance, which admitted the justice of the claims.

ANOTHER NAIL AGREEMENT.

Early this year **HARDWARE** had occasion to refer to an agreement between the nail makers, whereby they bound themselves to sell their goods only at a regulation figure, and to do no cutting. It is now ancient history how this agreement worked. It was faulty in its provisions and did not work at all. After a short life of a few weeks one of the members discovered that another mill was not keeping faith. There was a regular rumpus took place, the details of which we gave at the time, and then there was a regular merry war on nails, which has practically been kept up without cessation since the wreck of the much boasted association early in the spring. The fight was a bitter one from the start, and prices, as everyone knows, were cut down pretty low, under \$2 in fact for car lots, for it is pretty generally admitted that makers at one time or other filled contracts on the basis of \$1.90. But everything must have an end, and it is so with the cutting referred to. It was carried to a ridiculous extreme, in some cases out of spite, and now the reaction has made its appearance. Indications in this connection were first apparent some two weeks ago, when it was whispered around the trade that the makers had tired of the fight and were in negotiation regarding another agreement. The diplomats of the trade were at work, and the result was consummated last week, when makers jointly announced that they would sell nails only at \$2.10 from factory, and that this basis would hold only until the beginning of the year, the inference being that they will be marked up still higher after that date. What the exact basis of agreement is cannot be learned, for the parties to it are as close as the proverbial oyster, but it is hinted that all are bound under penalties to strictly observe the agreement, and that these penalties are tangible ones and not of the flimsy kind that governed the last agreement. If the present arrangement is not to follow in the path of its predecessors, the penalties certainly must be iron-bound ones, for nails are always a tempting article to cut on when it is a question of making a sale of other goods. In fact, the rupture of previous arrangements can generally be traced to this cause. A seller wanted an order and used nails as the inducement. In the meantime buyers do not appear at all anxious about the future, and are taking only what they want and nothing more.

SEASONABLE SUGGESTIONS.

A question that every storekeeper should ask himself and proceed as quickly as possible to answer is: How low can I reduce the cost of doing business? This is a good time to consider this subject, because at the New Year it is customary to take the inventory and figure out the profits—if any—and the cost of store service, rent, &c., thus affording an opportunity to get at the exact expense of

doing business. As to the percentage of cost on the annual sales, it depends upon how many times the stock has been turned over. Here is where the energetic and enterprising dealer has the advantage, turning over his stock perhaps two or three times more in the year than the general run of retailers. These latter may pay just as much for rent, for fuel, light, insurance, for horses and their keep, while turning over their stocks four times per annum, as the dealer who succeeds in doing so six times or more. Their clerk hire and advertising expenses will probably be less, but these differences will be comparatively small compared with the much greater profits of the exceptional storekeepers. Clerks cut a considerable figure in the extension of a retail business. Two first-class, willing, polite assistants, who take an interest in the business, will sell more goods and make more new patrons for the store than twice as many inferior clerks who are constantly troubled by the fear that they will do too much for their wages. Consequently it behooves the ambitious merchant to take pains in selecting assistants in the store, to carefully instruct them and treat them well, and above all pay them a fair salary. All of the poor clerks in the business, that is to say, those who are beyond improvement and incorrigibly incapable, should be weeded out, but that valuable aid to the dealer—the willing, capable clerk—should receive better treatment than he occasionally gets.

Let your aim be to increase the volume of your sales without injuriously affecting prices, and at the same time keeping the percentage of cost as low as possible. Little leaks, the innumerable outlets for hard-earned cash, affect the percentage of cost of doing business in too many stores, and cannot be neglected without detriment to the profits of the dealers. The neglect to examine and weigh, measure or gauge everything that is purchased, is a common source of leakage by which the percentage of cost is increased.

The extremely penurious merchant often defeats his own attempts to enlarge his trade by a more rapid turnover of the stock, owing to a sort of constitutional disinclination to spend a cent to make a dollar. Liberal expenditures for improved store fixtures, for an effective delivery service and for judicious advertising, will, other things being equal, produce an expanded trade and larger net profits, while at the same time the percentage of cost of doing business will be reduced. The points to which we have alluded deserve attention at the close of the year, and we hope that our remarks will bear fruit.—*Merchants' Review.*

P. CORRIDI,

Accountant, Auditor, Etc.

EXPERT AUDITING, BUSINESS INVESTIGATIONS AND GENERAL ACCOUNTANCY
A SPECIALTY.

Accounts Adjusted, Books Opened, or Audited.
Books written up. Trial Balances and Balance Sheets Prepared.

Office 139 Yonge St., TORONTO.

In the Bloom of Life he Died.

Death has cast its shadow over the season of merry-making in this office and in the home of a beloved young co-worker. Mr. John Cameron, on the staff of this paper almost from the time of its inception, died on Sunday last, and was laid away in his grave on Wednesday. He was stricken with typhoid fever, and just when his recovery appeared to be assured the fell malady proved fatal. We missed him one morning from his usual place, and things seemed wrong until he should be back again. The place he filled in this office seems to have suddenly become enlarged since he left it, and the feeling that he was indispensable to it is apt to take hold of one, as again and again we forget and half turn to address an inquiry or mention some business fact to "John." The quiet, undemonstrative way he did his work made people about him almost insensible of his presence, but the withdrawal of that presence suddenly reveals to us how much of an agreeable element it had come to be in our daily lives. He was a favorite with all who were associated or came in contact with him, and sincere sorrow at his death is expressed by many who knew him only in a business way. He was but a lad in years, not being twenty years old when he died, but there was a manliness and gentleness of character in him that maturity alone can not invest the oldest with. It will be long before the gloom which followed the quenching of his light will lift from the spirits of his colleagues in this office, all of whom extend to his bereaved parents their most heartfelt sympathy.

In Memoriam.

(By a Contributor.)

Dead ! What ! Johnny dead !
You're dreaming, man ; wake up.
Why, he'd just started up the hill—
Just touched his lips to Life's sweet cup.
And dead, Johnny dead !

Foreman, stop the press a moment,
Something's wrong about the place.
What is it ? Oh, do not ask me ;
See the look on each sad face.

A cheerful, modest, hopeful lad,
With ever ready smile,
His pleasant, kindly answers, too,
Ring in my ears the while.

Dead ! Ah, no, not dead, but passed
To realms of sweet repose,
Where kind remembrance from the staff
Unending to him flows,
Though dead.

TORONTO, Dec. 21st, 1891.

PRECEPT UPON PRECEPT.

There is no greater truism than that "Precept Upon Precept, Line Upon Line," is necessary to accomplish any purpose of importance in this world. What we mean is that in private business affairs, in association work, and in all the various phases of life, when something that seems of consequence has been brought forward, carefully considered and promulgated as a certain line of action or the proper course to pursue, it should be strictly, sternly and un-deviatingly adhered to.

In family and church affairs, this rule is known for its vital importance; the child is early taught those moral principals which from time immemorial have proved to be for his future good ; the religious institutions preach and inculcate the same grand "old, old

story" from day to day and week to week, without which the great ends they seek to attain could not be accomplished. The moral is: Find out what is right ; adopt it as a rule of life and stick to it !

In all business affairs it is essential for permanent success that the principles governing all other concerns of life should be rigidly adhered to. No one need be told that only by integrity, honesty, and a scrupulous regard for the rights of others can any one attain to creditable success. Perseverance in what is shown to be desirable and necessary is an essential characteristic of the successful man ; a wavering, inconstant disposition will soon lose for its unfortunate possessor the confidence and respect of those with whom he comes in business or social contact.

One of the great drawbacks to the accomplishment of entire success in all their undertakings, is the fact that associated merchants, after resolving to do certain things, do not stick to it. Some weak brother, taking an entirely selfish view of the case, fails to abide by what he agreed to do, another follows his example, and so the whole matter goes by default and the association is looked upon with more or less disrespect by the business community.

Without this rule of "Precept Upon Precept, Line Upon Line," for the purpose of gaining any desired end, the trade journals would be of little force. There are very important matters for the consideration of the merchants of the country which are discussed from week to week in the leading trade papers. Of course, all do not agree as to details, but in the important matters affecting the interests of the general mercantile community there is shown a persistency and determination—which some readers may consider monotonous—without which the desired reforms would never be effected. "Line upon line" is the rule, and must be adhered to. "Be sure you are right, then go ahead," never waver and never cease every legitimate effort to accomplish the desired end.—Grocer and Trade Index.

THE THREE ESSENTIAL QUALITIES IN A CLERK.

"The Northwest Trade of this city, says the Minneapolis Times, recently invited answers from subscribers to a series of questions propounded to them, varying from an inquiry into the state of the roads to a feeler as to their thoughts on the subject of store loungers. One of the questions asked was, 'what are the three most essential qualities in a clerk?' and the answers to this question are instructive. There is a uniformity about them which suggests that here is a subject on which all men of business agree. It may surprise some to learn that country merchants are not looking for clerks who are 'smart;' none of them yearn for young men who have been to college, and none of them even mention that a successful clerk must be a successful liar. One merchant writes: 'The three important qualities in a clerk are honesty, politeness and cleanliness;' another says 'honesty and politeness and attention to displaying goods attractively;' a third names 'honesty, sobriety and faithfulness;' a fourth, 'honesty, civility, industry;' a fifth, 'honesty, kindness and patience without end;' a sixth, 'honesty, civility and industry.' So the whole series runs. Ever, merchant in the list wants his clerks to be honest. Every one thinks it of advantage that his clerks should be patient and polite, and each one demands that they attend strictly to business. These answers have a hopeful sound, because their sentiments are as binding on the principal as on the agent. We take it that every merchant who writes to The Northwest Trade is up on the precepts he enunciates. There can be no sanded sugar in these stores, for the clerk who does such a trick earns his discharge in the act. The politeness inculcated in these letters must also pervade the business houses presided over by the letter writers and this assures the clerks their rights as citizens. They cannot be imposed upon by their employers any more than they can be permitted to juggle for the rights of customers. And as honesty and politeness are the universal rule, so too is attention to business as taught by example and precept. There is no reason why the merchants should not take these lessons home to themselves as well as preach them to others, and as the country merchant is as consistent a being as his contemporary in any other line, no doubt they are."



MONTREAL MARKETS.

MONTREAL, Dec. 23, 1891.

The market for heavy materials of all sorts is small at the moment, but what else could be expected in holiday week. Business therefore has been dull with few features of importance to note. In pig iron a few sales ex store in a small way at quotations 'sums up the weeks business, and the same remarks apply to other lines of metals, while in chemicals, oils, etc., there is positively nothing to note.

PIG IRON.

The holiday precludes the idea of any brisk business in iron or its allied lines, and crude material is no exception. In fact there has been nothing at all doing in pig iron since our last, and our remarks of a week ago could be repeated almost in full. Foreign advices also do not indicate any interesting feature, there being little or no change in the character of the demand at primary markets, and prices still show a rather weak tendency. Locally values are the same for what odd business there is doing ex store. Calder \$22 to 00; Langloan \$22 to 00; Summerlee \$00 to 22; Gartsherrie \$00 to 22; Eglington \$00 to 20; Carnbroe \$20 to 20.50.

BAR IRON.

There has been no change to note in manufactured iron since our last and business is of a purely jobbing character. Small lots of domestic bar are moved on the basis of \$2. to \$2.25 according to quality while there is nothing doing in foreign bars at all. Cables quote prices a shade lower on common bars in England but otherwise values over there are unchanged. Other lines furnish no notable feature. On spot hoops and bands are unchanged at \$2.40 and sheet iron \$2.60 to \$2.80 for jobbing lots. Swedes and Lowmoor furnish no interesting feature and are quoted at \$3.50 and \$5.25 to \$5.50 respectively.

TIN PLATES.

There may have been a few jobbing sales of these moved since our last at quotations, but that is certainly all the business that has been done. Stocks, however, are not pressing, and we quote prices unchanged, cokes \$3.60 to \$3.75, and charcoal \$4.25 to \$4.50. In Great Britain the market rules very irregular, and values are hard to fix with some

business doing on canners account, but at prices that leave the sellers little or no profit.

TERNE PLATE.

Terne plate remains dull and heavy under large stocks which are estimated to be sufficient to meet reasonable requirements between now and next July. Prices rule nominal, therefore, at \$7.75 to \$8 according to goods, but it is certain that these would be cut to induce business. In Great Britain, however, makers' are firmer, and stocks at British shipping ports are about 226,000 boxes against 333,000 held a year ago.

CANADA PLATES.

There is a small jobbing trade in Canada Plates at firmer prices, viz: \$2.65 to \$2.75, which, however, would certainly be cut if a round lot were in question.

COPPER, ETC.

The weak feeling in copper is still to note, and advices from outside markets do not tend to dissipate it. Foreign advices state that free offerings from America have depressed the market in Great Britain, and that prices have had a downward tendency.

SHELF HARDWARE.

There is little to note in this connection, except a small movement which has sprung up for such lines as knives, etc., suitable for holiday gifts. What movement there has been in this connection, however, has been unimportant, in fact, hardly worth mentioning, as retailers were already well supplied, and their requirements do not call for any thing beyond a few small sorting up orders. The houses are not entirely through stock-taking yet, but anticipate a good average business after the turn of the year.

SCRAP IRON.

Receipts of this material continue fair, but there is nothing new to remark. Wrought scrap is plentiful and there have been some purchases on the basis of \$16 for No. 1, but prices run down to \$15 and under. Cast scrap is not plentiful, and values rule at \$13 to \$17.

NAILS

Since our last it is understood that the makes have agreed once more on a \$2.10 basis, but the move does not appear to have spurred buyers into any degree of activity.

CHEMICALS.

Nothing new has transpired in this line since our last report, and cables do not reveal anything interesting. Actual spot business at the moment is restricted to a few small jobbing sales ex store at former quotations.

OILS.

There is no change in oils, and nothing has occurred in connection with seal oil since

our last in the way of business. In fact holders are precisely in the same uncertain position as they were a week ago.

GLASS.

Stocks of glass are not large and prices accordingly are firm. We quote \$1.35 to \$1.40.

NAVAL STORES.

Naval stores are dull all round under a dull business. We quote: Turpentine, 55 to 56c; rosin, \$2 to \$4.25, as to brand; coal tar, \$4 to \$4.25; cotton waste, 5 1/4c. for colored, and 7 to 10c. for white; oakum, 5 1/2 to 7 1/2c., and cotton oakum, 10 to 12 1/2c. Cordage is steady, with Sisal at 9 1/4c. for 7-16 and upwards, and 15c. for deep sea line. Pure manilla, 13 1/2c. for 7-16 and upwards, and 14 1/2c. for smaller sizes.

CEMENT AND FIRE BRICK.

There is a small business doing in cement, while prices are unchanged. Firebricks meet with a fair demand. We quote:—Belgian cement, \$2.30 to \$2.45; Newcastle, \$2.40 to \$2.50; London, \$2.40 to \$2.55; firebricks, \$18 to \$24 per 1,000.

PETROLEUM.

Dealers in refined petroleum are apparently well satisfied with the volume of business doing and prices are about the same. We quote:—Canadian, 11c. at Petroli, 13 1/4 to 13 1/2c. in car lots at Montreal, and 15c. for single casks. American 20 1/2c. in 10 brl. lots, 20 3/4c. in 5 brl. lots, and 21 1/4c. for single brls., 2 per cent. off for cash; American benzine, 23 to 25c., and Canadian 11 1/2c. to 15c.

TORONTO MARKETS.

TORONTO, Dec. 25, 1891.

HARDWARE.

Both the season and the weather are diminishing factors in current trade. There is a current trade and that is nearly all that can be said about it. Its continuance is about entirely due to the small orders that come in now to eke out the holiday supplies in lines that are short in retail stores. Cutlery has been active in this way, a considerable sorting up movement, made up of an assemblage of small orders, being kept up. Local business has also been a rather steady element throughout the week, which is pronounced to be a typical Christmas week so far as the volume of business is concerned, which is always small during that week. A rather anomalous feature of what trade has been done is the part played by skates in it. The weather is about as adverse as it well could be to the pastime which makes the demand for skates, yet an active week in

MILK CAN TRIMMINGS

We can supply everything required for this trade and in all styles, also Milk Cans made up and all sizes body stock for cans and cheese vats.

WE GUARANTEE FIRST-CLASS GOODS

THE McCLARY MFG. CO.,

London, Toronto, Montreal, and Winnipeg.



MARKETS—Continued.

them has been experienced. Hockey skates are in strong request, a considerable impetus having been given to the demand for them by one of the city regiments which is going into hockey as a body. As is always the case on the eve of stock-taking, prices are somewhat easier in several lines, the following of which are expressive in figures which appear in this week's Prices Current. Other modifications of price may be described as possible results of negotiation, rather than as positive declines, expressive in exact figures. Horse nails are easier, a wider discount is given on miscellaneous planes, on horse rasps, carriage bolts, and game traps.

METALS.

In the whole week's business there is not to be found a single feature to redeem the trade from utter dullness. Metals have had a quiet week of it, and there has been nothing happening outside to cause developments that are independent of local buyers. Stagnation of the most unmistakable type is the prevailing condition.

IRON AND STEEL—The indications that there will be some business in pig iron before long are multiplying, as inquiries are quite numerous. Some business has also been done between sellers and small foundrymen. The extent of these transactions is too limited yet for them to constitute a revival in the demand. Prices show no firmer tendency than ever, the position of stocks in both the great producing countries we import from being still favorable to buyers.

Bar iron is quiet but firm at \$2.15 to \$2.20. The ideas of manufacturers are unchanged as to booking far ahead at the present prices. Little is doing in sheets and plate, inquiries for which have dwindled to zero at the moment. Steel is in some request, but the volume of the business that is to be done is being pushed as much as possible past stock-taking time. All descriptions of manufacturers' iron and steel are quiet and unchanged.

COPPER—Easy prices outside, local dullness and stationary quotations here, summarize the market. Ingots are 14½ to 15c., and sheets are 18 to 20c.

TIN—Some light improvement in London and New York has taken place, but it does not overflow to this market, where stocks are the result of purchases made some time ago. Business is light. Prices are for 56-lb. ingots 23 to 24c., 100-lb. Straits ingots are 23 to 23½c., and strips are 24½ to 25c.

LEAD—A very small output was called for by consumers, from whom a few light orders were received at 3¾ to 4¾c.

ZINC AND SPELTER—Trade is virtually suspended. Values remain at last week's quotations, viz., 6¾ to 7c. for sheet zinc, 5¼ for domestic spelter, and 6c. for imported.

ANTIMONY—The market is steady, and trade is at a minimum. Prices here are unvaried, Cookson's standing at 15 to 16c.; and other brands at 14 to 15c.

TIN PLATES—Inactivity characterizes the market. Future business makes slow progress. The prices are unchanged as follows: I C coke, \$4 to \$4.25; I C charcoal, \$4.50 to \$4.75; I X charcoal, \$5.50 to \$5.75; I X X charcoal, \$6.50 to \$6.75; D C charcoal, \$4.50.

TERNE PLATES—Have for the time dropped completely out of interest. Prices are \$8.25 to \$8.50, but are open to shading.

CANADA PLATES—There is little interest shown in these now. The demand for them is under a cloud so long as weather so unfavorable to a stove trade continues to rule. Prices are \$2.90 to \$3 for Blaina, and \$3 to \$3.10 for Abercarne and Alloway.

GALVANIZED SHEET IRON—What few sales are made are put through at the prices quoted for some time past, at 5 to 5¼c. for 28-gauge, and 4¾ to 5c. for 26 gauge.

NAILS—It is supposed that the union among manufacturers is now solidified and that prices will be firm and perhaps progress a degree or two. The restriction of the present quotation to the present year seems to indicate an intention of making a further advance at the beginning of the year.

HORSE SHOES—Are quiet at \$3.40 to \$3.50.

HORSE NAILS—have eased in sympathy with cut nails, and are now quoted from 60 and 5 to 60 and 10 and 5 off the list price.

CORDAGE—The price is steady and the demand at rest. Manila quotes from a basis of 12¼c., and Sisal from 9¼c.

PAINTS, OILS AND COLORS.

The scope of this week's trade has been a very narrow one, taking in nothing but such sorting orders as come from manufacturers who have inside work. All prices are unchanged: White lead at 5¼ to 5½c., raw linseed oil at 57 to 58c., boiled at 60 to 61c., and turpentine at 54 to 55c. It appears likely that a renewed movement towards union among white lead men and manufacturers of other paint material and paint will culminate in success.

PETROLEUM.

The local market is featureless, but easier prices hold for Canadian refined, which now does not quote above 15c.

The Petrolia Advertiser reports: Petrolia crude \$1.30 per bl., Oil Springs Crude \$1.30

per bbl. The fact that stocks are not increasing much and the consumption fully maintained at the highest average appears to have no effect on the average refiner, and it has become more than ever patent that the law of supply and demand is a dead letter as regards values in crude petroleum. The price seems to vary with the necessities of the refiner, and an advance can be engineered by one clique when they are assured it will cut the wings of another, or a decline forced when that course is deemed necessary to the same end. Decreasing supplies and smaller productions have no terrors for the manufacturer, who has found that from time to time the most pronounced bull producer is vulnerable to the cry of the "wolf" in the form of a few new wells, new imaginary territory, or the no less feared report of selling by other large holders. There is no change in refined from last week.

GLASS.

The value of glass is firmer at \$1.40, and has stiffened to \$1.45 from wholesale hardware stocks. There is a fairly good demand reported.

OLD MATERIAL.

There is nothing especially healthful for the old material trade in such conditions as now exist. The demand from manufacturers is slow and values are easy. The prices are as follows:—No. 1 heavy cast scrap 65 to 70c. per 100 lbs.; stove cast scrap, 40 to 45c.; No. 1 wrought scrap 60 to 65c.; No. 2, including sheet iron, hoop iron and mixed steel, 20 to 30c.; new scrap copper, 10 to 11c.; heavy scrap copper 10½ to 10¾c.; old copper bottoms, 8½ to 9c.; light scrap brass 6c.; heavy yellow scrap brass 8c.; heavy red scrap brass 8½ to 9c.; scrap lead 2c.; scrap zinc, 2½ to 2¾c.; scrap rubber, 2¼ to 2½c.; country mixed rags, 80 to 85c. per 100 lbs.; clean dry bones, 50 to 60c. per 100 lbs. plough shares, 60 to 65c.; burnt cast scrap, 15 to 20c.; railroad iron, 65 to 75c.; malleable scrap, 25c.

COAL.

The following are the prices for Anthracite coal subject to the usual conditions of sale and shipment delivered on cars or vessels at points named.

	F.O.B ves's Oswego.	F.O.B ves's Buffalo.	On cars at Buffalo and bridges.
Grate Gross.....	\$4.35	\$4.80	\$4.50
" Net.....	3.88	4.29	3.02
Egg Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Stove Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11
Chestnut Gross.....	4.45	4.90	4.60
" Net.....	3.97	4.38	4.11

Enquiries solicited for the manufacture of

Lithographed Tin Signs,

Decorated Tin Boxes and

Sheet Metal Goods.

Thos. Davidson & Co.

Montreal, Que.

AMERICAN METAL MARKET.

NEW YORK, Dec. 24, 1891.

Eastern consumers are placing orders for pig iron in a perfunctory sort of way, as though still firm in the belief that there will be an abundance of the commodity to meet all requirements, even in case the latter should exceed present calculations during the next three months. Such as it is, however, the movement proves to be sufficient to keep the local market in very fair shape, since the Western outlet absorbs about everything in the line of really cheap Southern iron that might have more or less depressing effect if not thus disposed of. Standard brands of foundry iron therefore hold their own in price, and it does not appear that inferior foundry grades or mill iron are any cheaper now than they were at the beginning of the month, although not faring relatively as well as the high grade product. Current quotations, tidewater delivery, are \$17 to \$18 for Northern No. 1 X Foundry, \$16 to \$16.50 for No. 2 X foundry and \$14 to \$15 for gray forge; and for Southern \$16.50 to \$17 for No. 1, \$15.50 to \$16 for No. 2 and \$14 to \$14.50 for gray forge. Scotch iron sells in small parcels at \$22.25 to \$22.50 for Coltness, \$21.50 to \$21.75 for Summerlee, \$20 for Eglinton and \$19.50 to \$19.75 for Carnbroe. Foreign spiegeleisen remains nominally \$23 to \$24 for 10 to 12 per cent. and \$27 to \$28 for 20 per cent. and 80 per cent. ferro-manganese \$62 to \$62.50 delivered here. Old iron remains quiet, with about \$21 to \$21.50 quoted for iron tee rails and \$19 to 19.25 for No. 1 wrought scrap f. o. b. cars at Jersey City.

Orders have been placed for about 7,000 tons of steel rails with Eastern mill agents, and some business has been closed in the West also, but railroad companies that were put down some time ago as sure buyers of large blocks sooner or later still hold aloof. Prices are maintained at \$30 f.o.b. mill for heavy sections. In billets, slabs, rods, etc., there is only a fair business, but inquiries on the market indicate that some very good orders will be placed during the next two or three weeks, and manufacturers are rather stiffer on prices. Orders for structural material are not at all numerous just now, and those for bars and sheets differ but little for the average of late.

The market for ingot copper is looking a trifle firmer. Cheap outside lots appear to have been either worked off or withdrawn, and at present it seems doubtful that Lake Superior product can be secured at less than 10 1-2c. A number of sales of moderate-sized parcels have, in fact, been made at that price during the past two days, and 10 1/4c. is bid for quantities that amount to considerable in the aggregate. London is stronger, with merchant bars up to £45 7s. 6d. for prompt, and £46 for future delivery.

TIN—Straits pig tin has been sold on the spot at 19.80c. net cash and 19.85 to 19.90c. regular, in a wholesale way. This lower range of value is due in good part to a decline in London to £90 for prompt and £90 10s. for future delivery, but lack of local speculative demand and indifferent buying for trade and consumptive account have a certain measure of weight, since the stock in the hands of the principal holders is still rather burdensome.

LEAD—Pig lead is in rather better demand. Inquiries are not much above the average numerically, nor for remarkably large blocks, but sufficient to keep values quite stiff. Some business has been done at 4.30c., which price doubtless represents inside value at the moment.

SPELTER—Finds very slow sale and the market for the metal is still rather weak. At 4 1/4c. there are willing sellers of Western, and bids of 4.70c. would probably find some takers.

TINPLATE—On the spot is moving slowly and at about former prices, but there continues to be a fair business in both coke finish and ternes for delivery during the first quarter of next year, the bulk of which is at steady prices.

THE ONTARIO TACK CO.

The great demand on the Ontario Tack Co., Hamilton, for goods demonstrated the fact some time ago that they would require more rooms and additional machines if they were to keep pace with their orders. Mr. Whitton, secretary of the Company, and the Superintendent, Mr. J. Callighan, were equal to the demands on them, and to-day the company are settled in their large new premises on Queen st., and feel more at home in their new quarters. The new building is of brick, 73 x 50, 3 storeys high with separate boiler house 30 x 40 feet, the whole being occupied and 30 hands constantly employed in turning out the now popular goods of this concern. The name of this company does not give one any idea of the large variety of goods turned out under the name of the Tack Company, and only the perusal of their Catalogue or Price-list can give it. Their price-list covers iron, steel, zinc, wire, copper and brass, nails of 20 different varieties, and all for different purposes, as well as several varieties of tacks. The firm have all the latest improved machinery, and the packing of goods is in the neatest and most attractive style of paper boxes, which at sight recommend the goods. Mr. Whitton is a host in himself, whether on the road or in the factory. Mr. Callighan, the superintendent, was with The Pillow & Hersey Mfg. Co., Montreal, for 17 years before going into this new enterprise, and it goes without saying that he brought mechanical skill and large experience to the business. From their own patterns the firm make and set up all their own machines.

THE INVENTOR OF BARBED WIRE.

The saddest thing I saw in a journey to the West was the old-fashioned rail fence in Pennsylvania, Ohio, Eastern Indiana, and Southern Michigan. How cruel of fate not to permit the wire fence to be invented 200 years before it was. Probably enough labor and timber have been wasted in the building of the old "worm" fences in the past to pay off fifty national debts like ours. It makes one almost weep to think of the backs that have been broken, of the hands worn out, energies sapped, the boys kept from school—in felling trees, splitting logs, driving posts, laying rails for those thousands of miles of rail fence! When our Western farmer wants a fence now he buys a few posts and a lot of barbed wire. Three men can put up half a mile of fence in a day. A

rod of fence costs complete—labor, posts and all—25c. A mile of fence costs \$80. If the farmer had plenty of growing timber of his own, he could not hire a man to cut out the posts alone for that money, to say nothing of the rails.

"Did you ever hear how Ellwood, the barbed-wire man, of DeKalb, Ill., made his money?" asked one of my train acquaintances. "Well, you see, twelve or fifteen years ago he was making a little wire in his blacksmith shop, putting the barbs on with a pair of pincers. One day a couple of young men stepped into his shop to get out of the rain, and as they thought the wire looked like a good thing they asked Ellwood to send them out on the road selling it. After a week's trip they came in and compared notes. Both found the wire a great hit; everybody wanted it. But they were pretty shrewd boys, and they fixed it up between them to fool Ellwood. When he asked how business was they showed him a few orders, and shook their heads dubiously. 'Not much in it.' 'Better try again,' said Ellwood. 'Well, if you'll give us a five years' contract on Missouri, Southern Iowa, Arkansas, and Texas, we'll go out and see what we can do.'

"Ellwood agreed, and one of the young men started for Texas. In a week he sent an order for a car load of wire. Ellwood was astonished. It would take him a month to make a car load. He carried the letter over to his bank. 'Must be some mistake,' he said. 'No,' said the banker; 'it's plain. He wants a car load.' 'Impossible,' replied Ellwood, 'I'll telegraph him.' The reply came, 'Yes, a car load, but make it three car loads. Ship quick.' Again Ellwood went to his banker. He was puzzled. It seemed like a hoax to him that anyone should want three car loads of wire. Preposterous! The banker convinced him the order was genuine. 'Mr. Banker,' said Ellwood, 'I'm a poor man. I am worth two or three thousand dollars. How much can I draw on this bank for on my reputation and my prospects?' 'Fifteen hundred dollars.' 'Good. Give me five hundred dollars now.' In an hour Ellwood was on his way to Chicago. In two weeks he was making barbed wire by machinery. In ten years he was worth \$14,000,000.—Augusta Chronicle.

ARTIFICIAL.



Janitor (coming into Y. M. C. A. gymnasium dressing-room)—Begor! that last dude's clothes is that padded they'll shtand alone.

THE TORONTO LEAD AND COLOR COMPANY, LIMITED,

Manufacturers of

ASSOCIATION PURE WHITE LEAD.

OFFICE AND FACTORY: 14, 16, 18 & 20 PEARL ST., TORONTO.

DO YOU SELL COOKERS ??

PURITAN COOKERS SELL THEMSELVES.



The Consumers of this country have seen this cut in the aggregate

60,000,000

times within the past six months. This means a demand for them among dealers.

MORAL: Ask your Jobber for them.

Sole Makers: THE EUSTIS MFG. CO., 49 St., Bayonne, N.J.

Do you buy and sell goods for profit? Send for our catalogue, free. From our prices you will see you can not afford to buy elsewhere. Pocket and Table Cutlery, Silver Plated Flat and Hollow Ware, Shears and Scissors, Steel Halter and Cow Chains, and a thousand other things. If you do business for profit, try us. THE SUPPLY COMPANY, Niagara Falls, Ont.

TWO CARS
-Daisee Binder Twine-
at very low price.

W. S. MCGREGOR, 11 and 13 Front St. Toronto.

TORONTO ENGRAVING CO.
53 KING STREET W.
ENTRANCE ON BAY ST.
GUTS FOR ALL
ILLUSTRATIVE
PURPOSES

FIRST CLASS WORK - MODERATE PRICES

OVER PROCESSES
WOOD ENGRAVING
PHOTO ENGRAVING
ZINC ENGRAVING
HALF TONE
WAX ENGRAVING
DESIGNING

F. BRIDGEN MGR

THE HALIFAX SHOVEL CO., LTD., HALIFAX, N.S.

Sole Makers of Fenerty's Patent Socket Shovels, Spades and Scoops.

Here is what the users say:

HALIFAX, N.S., April 1st, 1891.

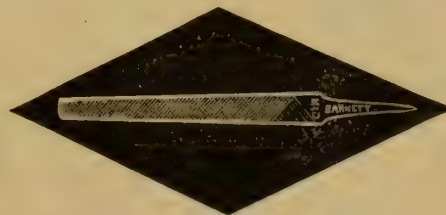
Messrs. HALIFAX SHOVEL CO., Limited, Halifax.

Dear Sirs,—Your make of Shovels (Fenerty's Patent) is just what we want for our draw kilns. We use no other, and always recommend them. They are fine goods. Not the least of their many merits is that a broken handle can be so easily replaced.

Yours truly,

BRAS D'OR LIME COMPANY, LIMITED,
A. MILNE FRASER, Secretary.

BLACK
DIAMOND



FILE
WORKS,

21 Richmond St., Philadelphia, Pa.

G. & H. BARNETT,

—MANUFACTURERS OF—

MILL SAWFILES WITH TWO ROUND EDGES FOR BAND SAWS.
DOUBLE ENDED TAPER SAWFILES.

MACHINE BAND SAWFILES.

GREAT AMERICAN CROSS-CUT SAWFILES.

CHISEL POINTED SAWFILES.

GULLETING SAWFILES.

CLIMAX SAWFILES.

LIGHTNING SAWFILES.

—AND—

EVERY OTHER DESCRIPTION OF SAWFILES.

THE LATE MR. ALEX. WORKMAN.

Ottawa lost an old and valued citizen on Saturday in the person of Mr. Alexander Workman, of the well-known firm of Workman & Co., hardware merchants. A week before his death he sustained a paralytic stroke, which was followed by another on Sunday, rendering his left side completely paralyzed. Throughout the entire week he was able to speak, and was perfectly conscious of all around him until midnight on Friday, when he took a turn for the worse. Mr. Workman was born in Ballynacash, in the parish of Durragehy, county of Antrim, Ireland, on May 28, 1798. He came to Canada on April 20, 1820. He had four children, the only surviving member of the family being Mrs. Hall, widow of the late Gemmell Hall, of Perth. For many years he lived in Montreal, where he taught school with his brother Benjamin, and among his pupils were Hon. Senator Clemow and other prominent men of the Dominion. Deceased had been a resident of Ottawa for upwards of 50 years, for 45 of which he has conducted one of the most successful hardware establishments in the city, under the name of Workman & Griffin. The latter gentleman retired several years ago, when Mr. Thomas A. Workman, a nephew of deceased, became associated with the firm. Dr. Joseph Workman, of Toronto, is brother of deceased. He always had the interests of the city at heart,

and to him are due many of the earliest improvements to the capital. As a councillor he represented old Bytown during 1851 and 1852. Again in 1859 he was elected councillor, and the following year he was elected to fill the chief magistrate's chair, which position he occupied with great credit during 60, '61 and '62, when he retired from municipal life. Simultaneously with his work in the City Council he was a public school trustee for over 20 years. He was well known for his philanthropy and was beloved by all with whom he came in contact. Deceased was a member of St. Paul's.

WHERE AMERICAN TIN COMES FROM.

Half the tin of the world is exported from the Malay Peninsula, where mining is carried on mainly in Perak State and almost entirely by Chinese. The mining is that of flood tin, not rock, and the metal is taken from the low lands near the mountains, where it is found in pockets 10 ft. to 20 ft. or more below the surface, in appearance like coarse black sand, with here and there a mixture of tin and small particles of gold dust. To obtain the metal involves a great upheaval of the soil, pumping water from the pits, washing the tin, and finally smelting it. In most places the machinery employed is of the most primitive and simple, yet ingenious description. The ore is smelted into

slabs of irregular shape at the mines, and then sent to Penang and Singapore to be purified and resmelted into slabs or blocks for the market. The ore is found in Larut, in Perak, in large quantities in a stratum of whitish clay, which is washed in long, open troughs, water passing through it and carrying off the soil, leaving the ore lodged against cleats nailed on the bottom of the trough. The mining companies now engaged in the work do not smelt the ore at mines, but ship the sand direct to Singapore, where large smelting works have been established. —Glasgow Miner.

UNDERSTOOD WOMAN NATURE.

I was investigating a lot of old relics in a second-hand store on lower Sixth Avenue when a colored woman came in and inquired for a second-hand coal stove.

"Certainly, ma'am — hundreds to select from," replied the dealer. "I'll have my man wait on you at once. Here, Henry, show this lady some coal stoves. How high did you want to go, ma'am?"

"Not very high."

"Then show her those three stoves which that millionaire on Fifty-ninth street burned one winter and then sold because he was going to Italy on a three years' trip."

"Yes, sir," replied Henry.

"And if none of them suit her show her the \$4 stoves I got of that heiress on Fifth Avenue last week because the trimmings didn't match her carpets."

The woman took a "Fifth Avenue stove," and she was only seven minutes looking it over, paying cash down and getting out of the store. —New York World.

A. ALLAN, Pres.

J. O. GRAVEL, Sec.-TREAS.

F. SCHOLES, Man. Director.

CANADIAN RUBBER COMPANY OF MONTREAL.

Capital \$2,000,000.

Sole Agents and Manufacturers
of the

Forsyth (Boston
Belting Co'y)
Patent Seamless
Rubber Belting

For the Dominion of Canada.

Superior Quality Rubber Goods.

Our Rubber Belting is Unequalled in America.

All kinds of Rubber Packings, Rubber Engine, Hydrant, Suction, Steam, Brewers' and Fire Hose; Rubber Valves, Car Springs, &c., &c.

Mould Goods of Every Description.

Head Offices and Factory, Montreal; J. J. MCGILL, Man.

WESTERN BRANCH:

Corner Yonge and Front Sts., TORONTO.

J. H. WALKER, MANAGER.

SOMETHING NEW IMPROVED SANITARY BATH



No 1.

PATENTED IN ENGLAND, UNITED STATES AND CANADA.

Booth's Patent Steel Clad Bath Tub Copper Lined.

— PRICES —

Complete as illustrated, including rim of cherry, walnut or oak, and nickel plated overflow, waste and plug.
DIMENSIONS—5 ft. and 5 ft. 6 in. long; 23 in. wide; 20 in. deep, inside.

Weight of Copper	12 oz.	14 oz.	16 oz.
Price each.....	\$27 50	\$29 50	\$31 50
Extra for decorating.....	2 50		

Any ordinary cocks can be used for bath supply, but a much neater and finished appearance is produced by using those supplied by us, which are made especially for this purpose, and sold at prices to compete with other makers.

A 5 ft. 6 in. Steel Clad Bath is equal to an ordinary bath tub 6 ft. long.

BOOTH & SON.

Wholesale Dealers in
Plumbers' Supplies,

TORONTO, CANADA.

Hamilton and Toronto
SEWER PIPE CO.,
LIMITED,

MANUFACTURERS OF

Salt Glazed
Vitrified Sewer Pipe.
Flue Lining, &c., &c.
HEAD OFFICE: HAMILTON, CANADA

Special attention to Correspondence and Mail Orders. Mention this Journal.

- STORAGE -

(BOND AND FREE)

Warehouse Receipts Issued.

THE SHEDDEN CO., Ltd.,

184 Front St. East,
TORONTO

H. Boker & Co.

are famous for their fine quality

Razors, Scissors

—AND—

Pocket Cutlery

TRADE  MARK.

(TREE BRAND)

FOR SALE BY LEADING WHOLESALE HOUSES.

PORTLAND CEMENT.

ROMAN, CANADIAN, KEENE'S
& PARIAN CEMENTS.

FIRE BRICKS, FIRE CLAY,
FLUE COVERS, GAS RETORTS,
DRAIN PIPES

English and Scotch (all sizes).

FLOOR TILES, BUILDING
SANDSTONES,

CALCINED PLASTER

Builders' and Contractors' Supplies of every description.

Wm. McNally & Co

Offices, 50 & 52 McGill Street,

Yards:
McGill, Wellington, Grey Nun and Youville st
MONTREAL.

It is well-known

That successful Doctors read all the latest medical books and papers and go abroad occasionally to study. Successful lawyers read legal publications to learn the latest legal decisions and points constantly cropping up. Teachers, clergymen, druggists, architects, all read the publications issued in the interests of their profession. They must do so to keep up with the times.

The same applies to hardware merchants and manufacturers. They must not only read the best papers published in their interests but must also watch the advertisements closely. There they learn the rise and fall in prices; latest trade news and methods of buying, handling and selling goods, so that they may make the greatest profit. A Doctor reads much that he already knows, so does a lawyer. So does a member of any of the other professions. So will a merchant. It is often the issue of the paper he misses that is worth dollars to him. His best and safest policy, therefore, is to subscribe for his trade paper.

The only exclusively hardware paper is **HARDWARE**, issued weekly, subscription price \$2.00 per year.

M. & L. SAMUEL, BENJAMIN & COMPANY

IMPORTERS AND DEALERS IN

BRITISH
CONTINENTAL

HARDWARE

AMERICAN
CANADIAN

METALS, TIN PLATES, ETC.

26, 28 and 30 FRONT STREET WEST, - - - TORONTO, ONT.

We are now prepared to book orders for MILK CAN TRIMMINGS, "BROAD HOOP PATTERN," also GREAMERY CANS and FIXTURES with "JERSEY GAUGE," DAIRY PAILS and PAIL BOTTOMS, SAP BUCKETS and SPILES.

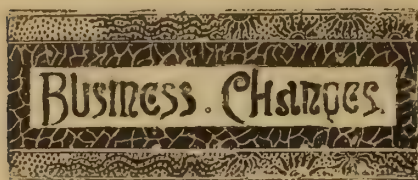
We are supplying the best Trimmings in the market, also Tinned Iron for same, in all gauges.

PLEASE WRITE FOR QUOTATIONS.

ENGLISH HOUSE

SAMUEL SONS & BENJAMIN,

No. 1 RUMFORD PLACE, - LIVERPOOL.



SALES MADE OR PENDING.

G. H. Gass & Co., general merchants, Spring Hill, N.S., have sold out.

Amedie Manseau, general merchant, La Broquerie, N.W.T., has sold out to David Brisebois.

The stock in the estate of E. A. Cairncross, general merchant, Shakespeare, Ont., is advertised for sale by auction on the 29th inst.

PARTNERSHIPS FORMED AND DISSOLVED.

Geo. E. Bearns & Bros., St. Johns, Newfoundland, have dissolved, Geo. E. Bearns retiring.

A co-partnership is registered between E. C. Bowers and Chas. B. Bowers, general merchants, at Westport, N. S., the style to be E. C. Bowers & Co.

REMOVALS AND DEATHS.

Hugh Bannerman, general merchant, Oakville Siding, Man., is dead.

Hunter & Moore, Crystal City, N.W.T., are opening a branch of their general store at Pilot Mound.

Alexander Workman, of A. Workman & Co., wholesale and retail hardware dealers, Ottawa, is dead.

Aikenhead & Crombie, wholesale and retail hardware dealers, Toronto, are retiring from the general hardware business to go exclusively into builders' hardware.

DIFFICULTIES, ASSIGNMENTS, COMPROMISES.

J. L. Smith, general merchant, Micksburg, Ont., has assigned.

P. Morrier, general merchant, Capetown, Que., has assigned.

J. E. Dixon, general merchant, Robertson's Station, Montreal, has assigned.

H. V. Jarry, general merchant, St. Germain de Grantham, Que., has assigned.

James A. McGolpin, stoves and tinware dealer, Toronto, is offering to compromise

Mrs. S. E. McKay, general merchant, Owen Sound, Ont., has assigned to Robert D. Cameron, Owen Sound.

C. J. Bowlby, dealer in bankrupt stocks, Sault Ste. Marie, Ont., has assigned to F. B. Horner, Sault Ste. Marie.

Mrs. Hector McNeill, dealer in groceries and hardware, Woodville, Ont., has assigned to Chas. Langley, Toronto.

TO KEEP WINDOWS CLEAN FROM FROST.

The best and only way to keep the windows clean from frost is to cut a space through the window frame at the bottom and another at the top of the windows that front on the street. Then close up the back of the window from the store proper. In this way you keep a current of cold air circulating inside the show window, making the interior of your display window the same temperature as the street all the time. The cold air constantly passing in and out, keeping the glass just as cold inside as it is on the outside. You will never have frost on your windows if you follow this plan.—Corr. of Chicago Apparel Gazette.

A customer secured is a promise of greater salary in time.

Restore goods to their proper places as soon after using as possible.

Goods conveniently located save time, money and temper in showing.

The neglect to look after minute details in the factory is a source of great loss to many producers.

Competition is keen and active, and the only way to meet it successfully is to buy from the best houses, and at lowest prices.

"One man of genius in 97 thousand 4 hundred and 42 men of ordinary business talent, is just about the right proportion for actual business." —JOSEPH BILLINGS.

BUSINESS CHANCES.

FILE BUSINESS CHEAP—SEVEN HUNDRED dollars will purchase all the plant, a large quantity of unfinished stock, office and store outfit; good-will thrown in; present owner not understanding the business. Files, 150 Front street east. Also a lot of new files for sale cheap.

HARDWARE BUSINESS FOR SALE IN TORONTO, 4 years established, first class location, stock in good order, and consisting of Builder's Hardware, Mechanics' Tools, Cutlery, Paints, Oils, Glass, etc. A business of \$15,000 a year being done. Stock about \$4,000. No fixture to buy, no book debts, no liabilities to assume. Present proprietor going into wholesale. For further particulars apply to "Seller" care of HARDWARE.

FOR SALE IN PETERBOROUGH, ONT.

WHOLE OR HALF INTEREST IN A STOVE, Tin and House furnishing hardware business, with general jobbing shop, plumbing, gas fitting, roofing, furnace work, etc. Well-established trade, desirable location and attractive premises. Stock and tools \$7,500, annual business, \$20,000. Sole reason for change is want of capital to profitably conduct and develop business. For particulars address box 227, Peterborough, Ont.

Established 1864.

CLARKSON & CROSS,

CHARTERED ACCOUNTANTS

NO. 26 WELLINGTON ST. EAST,

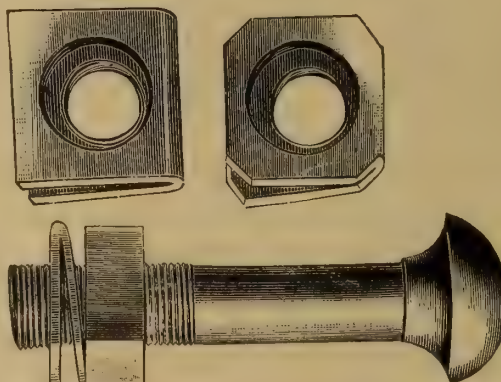
E. R. C. Clarkson, F.C.A.
W. H. Cross, F.C.A.
N. J. Phillips.
Edward Still.

TORONTO, ONT.

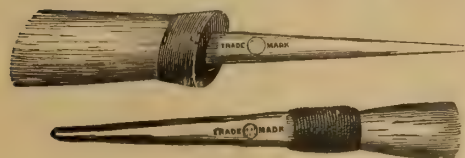
THE THOMAS NUT LOCK
(Patented 1890.)

Absolutely the only effective NUT LOCK applicable to all Railway purposes, Machinery, Agricultural Implements, Carriages, and all Bolts where Nuts work loose, of any size or in any position, without changing bolts as now in use. Manufactured from best spring steel.

The Thomas Nut Lock Co.,
Moncton, N. B.



PAINTERS' BRUSHES.



TRADE

SEMPER
IDEM

MARK.



We manufacture the BEST BRUSHES only, and guarantee the Quality, Weights, and Sizes of all Brushes bearing our name, and the above TRADE MARK. Samples can be seen and full particulars obtained of our Agent, Mr. W. H. JAGGER, 24 Front Street, West, Toronto.
HAMILTON & CO., 96 Clerkenwell Road, London, England.

OFFICES: 100-102 Reade St., New York, U.S.A.

KEARNEY & FOOT CO

Manufacturers of **FILES AND RASPS.**
Superior quality fully guaranteed.

CAPACITY OF WORKS :
1,200 doz. per day.



Illustrated Catalogue
Price Lists mailed on
application.

WORKS : Paterson, New Jersey, U.S.A.

PLEASE MENTION THIS PAPER WHEN WRITING US.

You can lose more than we do
by not subscribing for this paper

TELEPHONE 2164.

H. D. SIMMONS,

Manufacturers' Agent,

74 York St., Toronto.

—REPRESENTING—

Leading Manufacturers of Hardware
Specialties, Iron Pipe, Hot Water
Boilers and Fittings, etc.

Send for Prices.

TAPER TOOTH.



Write for Prices or telephone 5120.



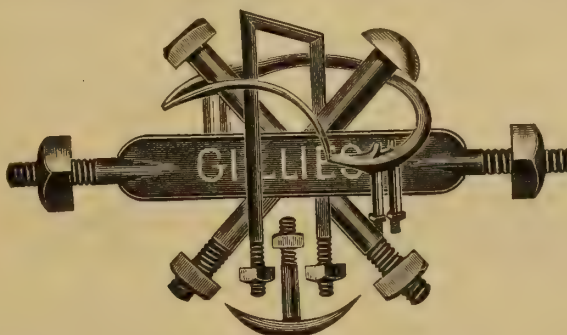
A. B. JARDINE & CO.,
Hespeler, Ont.,

Blacksmiths' Tools, and Tube Expanders.

Send for Catalogue and Price Lists

GANANOQUE CARRIAGE HARDWARE BOLT AND NUT WORKS.

BOLTS



FORGINGS

Full square and common Carriage Bolts, Machine Bolts, Tire Bolts. Spring, Fancy Shaft and Whiffletree Bolts. Bolt Ends, Coach Screws, Square and Hexagon Nuts. Carriage Forging of all kinds. SEND FOR PRICES.

GEO. GILLIES, Gananoque, Ont.

GENERAL STOREKEEPERS
WHO DEAL IN GROCERIES
SHOULD SUBSCRIBE FOR

THE CANADIAN GROCER

which will
keep you informed
on all important
questions affecting the
grocery & allied trades.

Its market quotations
are full & reliable
which alone
are worth the
Subscription price.

SEND FOR SAMPLE COPIES

Subscription \$2 THE CANADIAN GROCER, TORONTO.

THE J. B. McLEAN CO., (LTD) PUBLISHERS.

TORONTO ENG CO

CUTLERY AND SPOONS.

We have a choice assortment in stock of goods suitable for Christmas trade. Being Manufacturers' Agents we can offer inducements to close buyers.

A. C. LESLIE & CO.,

445 St. Paul St. Montreal. 18 Front St. West, Toronto.

THE TORONTO DROP FORGE CO., Ltd.

68 Esplanade St. West, Toronto.



Manufacturers of Carriage HARDWARE and Wrought Iron Fences, etc. Drop Forging of every description. Prices furnished on application. All work guaranteed. Telephone 2263.

SPOONS, FORKS ETC. STAMPED.

1847. ROGERS BROS. A1

ARE GENUINE "ROGERS" GOODS.

"VECTIS"

PORTLAND CEMENT.

Every label bears the makers' guarantee of

400 LBS. IN SEVEN DAYS.

McRAE & Co.,
Ottawa and Toronto.

CAUTION.

Joseph Rodgers & Sons,

(LIMITED.)

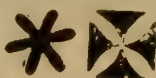
Find it necessary to caution the public against imitations of their manufactures

None are genuine unless bearing the

TRADE

GRANTED

MARK.



1764.

BOOKS, CATALOGUES, PRICE LISTS,
Etc., Etc.

Manufacturers, Wholesale and Retail Merchants' should send HARDWARE copies of all catalogues, price-lists, circulars, etc., as soon as they are ready.

No notice whatever will be taken of old lists or catalogues.

We shall be pleased to receive and notice copies of books relating to matters of interest to the trade.



THE LATEST

AND BEST

Shepard's "SAMSON" Spring Hinge
(Hold-back Pattern) Size 3x3 inches.

The only Hinge with Self-adjusting Gauges for attaching. Highly ornamental, Simple construction, extra strong.

Sole Manufacturers—SHEPARD HARDWARE CO., Buffalo, N.Y.

H. D. SIMMONS, 74 York St., Toronto, Agent for Canada. Telephone 2164.

CURRENT MARKET QUOTATIONS.

METALS.

Tin.	
Lamb and Flag—	
56 and 28 lb ingots, per lb	23, 24
Strip	25, 27
Tin Plates—Charcoal Plates, Bright.	
Bradley M.L.S.	Per box
I.C., usual sizes	\$6 00 \$6 25
I.X.	7 25 7 50
I.X.X.	8 50 8 75
Raven & P.D. Grades—	
I.C., usual sizes	4 50 4 75
I.X.	5 50 5 75
I.X.X.	6 50 6 75
I.X.X.X.	8 25 8 50
D.C., 12 1/2 x 17	4 50
D.X.	5 75
D.X.X.	6 75

Note.—Other brands might be shaded by 25c. per box.

Coke Plates—Bright.	
essemer Steel—	
I.C., usual sizes	4 00 4 25
I.C., special sizes	5 00 5 25
B.V. Grade, I.C., usual sizes	4 85 5 00

Note.—Round lots of 14x20 might be purchased of 10c. per box less.

Charcoal Plates—Terne.	
Dean or J.G. Grade—	
I.C. 20 x 28, 112 sheets	8 25 8 50
I.X. Terne Tin	10 50 10 75
Old process I.C.	13 00
" I.X.	16 00

Charcoal Tin Boiler Plates.	
Cookley Grade—	Per lb.
I.X.X., 14x56, 50 sheet bxs	6 1/2c, 7c
" 14x60, "	
" 14x65, "	

Tinned Plates.	
72x30 up to 24 gauge	6 1/2 7
26 "	7 1/2 7 1/2
28 "	7 1/2 8

Iron and Steel.

Base Price.	
Common Iron, per 100 lb	\$2 15 2 20
Refined "	2 45 2 55
Horse Shoe "	2 50 2 55
Band "	2 50 2 65
Hoop "	2 65 2 80
Swedish "	4 00 4 25
Sleigh Shoe Steel	2 50 2 75
Tire Steel	3 00 3 25
Machinery	3 00 3 25
Best Cast Steel, per lb	0 13 1/2 0 14
Russian Sheet	0 10 1/2 0 12
Tank Plates	2 00 2 25
Roller Rivets	4 50 5 00

Boiler Tubes.	
2-inch	10 1/2c
1-inch	15

Boiler Plate.	
1/2 inch	\$2 45
5-16 "	2 35
3/4 " and thicker	2 25

Sheet Iron.	
1 to 20 gauge	2 1/2 3
22 to 24 "	2 1/2 3
26 "	3 1/2 3 1/2
28 "	3 1/2 3 1/2

Canada Plates.	
Blaina. 30 and 5 to 35 p.c. dis.	2 90 3 00
Abercarne	3 00 3 10
Alloway	3 00 3 10

Iron Pipe.	
Wrought 60 to 62 1/2 p.c. dis.	
Galvanized, 30 and 5 to 35 p.c. dis.	
Cast, soil, 2, 3, 4 and 5 in., 50 p.c. dis.	
Hodgson's Wrought, 62 1/2 per cent.	

Galvanized Iron.	
Queen's Head—	
16 to 24 gauge, per lb	5, 5 1/2
26 gauge, "	5 1/2, 5 1/2
28 "	5 1/2, 5 1/2

Gordon Crown—	
16 to 24 gauge, per lb	5, 5 1/2
26 gauge, "	5 1/2, 5 1/2
28 "	5 1/2, 5 1/2

Note—Cheaper grades about 1/2 cen per lb less.

Chain.	
Proof Coil, 3-16 inch, per lb	6 1/2 6 1/2
" 1/2 "	5 1/2 5 1/2
" 5-16 "	4 1/2 4 1/2
" 3/8 "	4 1/2 4 1/2
" 7-16 "	4 1/2 4 1/2
" 1/2 "	4 1/2 4 1/2
" 3/4 "	3 1/2 3 1/2
" 1 "	3 1/2 3 1/2

Trace, per doz. pairs	
German coil, per 100 ft	\$3 60 5 90
Jack chain, iron, single, per doz yards	0 13 0 50

Jack chain, double, per doz yards.	
	0 15

Jack chain, brass, single, per doz yards	
	0 20 1 10

Copper—Ingot.	
English B.S.	0 14 1/2 0 15

Bolt or Bar.	
Cut lengths, round, 1/2 to 1 in.	\$0 22 \$0 25
" round & square	0 20 0 23

Note—Complete, lengths about fifteen feet, from 3 to 5 cents a pound

Sheet.	
Untinned, 14 oz. and light,	
16 oz, 14x48 and 14x60	\$0 17 0 18
Untinned, 14 oz. and light,	
16 oz, irregular sizes	0 18 0 19
Note—Extra for tinning, 2 cents per pound, and tinning and half planishing 5 cents per pound.	

Planished and tinned, 14x	
48 and 14x60	0 28 0 29
Braziers. (In sheets.)	
4x6 ft, 25 to 30 lb ea, per lb	0 20 0 22
" 35 to 45 "	0 19 0 21
" 50 lb and above per lb	0 18 0 20

Boiler & T.K. Pits.	
Plain Tinned, per lb	0 23
Spun	0 27

Wire.	
Pure, in coils—	
From 1 to 20 gauge	0 25 0 27
From 20 gauge, up	0 28 0 30

Brass.	
Roll & Sheet, 14 to 26 gauge	0 21 0 25
" 27 to 30 "	0 23 0 29
" 30 and up	0 26 0 32
Sheets, hand-rolled 2x4 ft.	0 25

Zinc Spelter.	
Foreign, per lb	0 05 1/2 0 06
Domestic	0 05 1/2 0 05 1/2

Zinc Sheet.	
5 cwt casks	0 06 1/2 0 06 1/2
Part casks	0 06 1/2 0 07

Lead.	
Imported Pig, per lb	0 04 0 04 1/2
Domestic	0 03 1/2 0 04
Bar, 1 pound	0 05 0 05 1/2

Sheets, 2 1/2 lbs, per square ft,	
by roll	5 00 5 25
Sheets, 3 to 6 lbs, per sq ft,	
by roll	4 75 5 00

Note—Cut sheets half cent per lb extra. Pipe, by the roll, usual weights per yard, lists at 7c per lb and 25 p.c. discount.

Note—Cut lengths, net price; ton lots 25 and 5 p.c. dis.; waste pipe, in 7 ft lengths lists at 7c.

Solder.	
Half-and-half (guar.) per lb	0 17 0 18
Crown	0 16 0 19

Note—Prices of this graded according to quantity. The prices of other qualities of solder in the market indicated by private brands vary according to composition.

Antimony.	
Cookson's, per lb	\$0 15 1/2 0 16
Other makes	0 14 1/2 0 15

White Lead.	
Pure, Assoc. guarantee, ground in oil, 25 lb. irons, per lb	5 1/2 5 1/2
No. 1 Do.	0 5
No. 2 Do.	0 4 1/2
No. 3 Do.	0 4

Prepared Paints.	
(In 1/2, 1 and 1 gallon tins.)	
Pure, per gallon	\$1 05 \$1 10
2nd qualities	0 85 0 90

Colors in Oil.	
(25 lb tins, Standard Quality.)	
Venetian Red, per lb	0 05
Chrome Yellow	0 11
Golden Ochre	0 06
French	0 05
Marine Black	0 09
Green	0 09
Chrome	0 08
French Imperial Green	0 14

Colors, Dry	
Yellow Ochre (J.C.) in bbls, per cwt	1 40
" (J.F.L.S.)	2 75
Venetian Red (R.C.)	1 50
Ven. Red, Cookson's	1 80 1 90
English Oxides	3 25
American	3 25
Paris Green, per lb	0 08
Burnt Sienna	0 08
Burnt Umber	0 05
do pure	0 08
Drop Black	0 09
Chrome Yellows	0 12
Greens	0 12
Golden Ochre	0 03 1/2

Varnishes (in bbls).	
No. 1 Furniture, per gal	0 70
Extra	1 00
Brown Japan	0 70
do Turpentine	0 90
No. 1 Carriage	1 50
Gold Size Japan	1 40
Pure Orange Shellac	2 00
Hard Oil Finish	1 50

Linseed Oil (in bbls)	
Raw, per gal	0 57 0 58
Boiled	0 60 0 61

Turpentine (in bbls)	
Selected Packages, per gal	0 55 0 56

Castor Oil.	
Best, per lb	0 10 0 11

Cod Oil.	
Cod Oil, per gal	0 48

Glue (in bbls)	
Common, broken	0 10 0 11
French medal	0 11 0 12
Cabinet makers	0 17 0 18
White	0 16 0 17

HARDWARE.

Ammunition—Cartridges.
 Rim Fire Pistol, dis. 40 to 45 p.c. Amer.
 Rim Fire Cartridges, Dom. 50 and 10
 Rim Fire Military, net list. Amer.
 Central Fire Pistol & Rifle, 15 to 18 per
 cent., Amer.
 Central Fire Cartridges, Dom. 30 & 10
 Central Fire, Military and Sporting,
 Amer. net list. B.B. Caps, discount
 45 p.c. Amer.
 Loaded Shot Shells, "Trap" and
 "Dominion" grade, 10 p.c.

Shot.
 Canadian, dis. 7½ p.c.
Wads.
 Eley's, per 1,000..... \$0 25 \$1 60

Anvils.
 Per lb..... 0 10 0 12½
 Anvil and Vice combined
 each..... 4 50

Augers.
 Gilmour's, discount 50, 50 and 10
 Hollow Stearn's per doz..... 13 00 20 00
 Adjustable " each..... 5 50 6 50
 Post Hole, Vaughan's, each. 1 35 1 60
 Excelsior, Jennings', discount 50 per
 cent.

Awls.
 Sewing per gross..... 0 65 1 59
 Pegging, "..... 0 65 1 25
 Brad, "..... 0 85 1 60
 " handled..... 3 60 7 30
 Saddlers', "..... 0 45 1 60

Awl Hafts.
 Patent Peg, per gross..... } 7 25 8 00
 " Sewing, "..... }

Awl and Tool Sets.
 Millar's Falls, per doz..... 2 80 8 30

Axes.
 Per box..... 6 00 12 00

Axle Grease.
 Per gross..... 6 50 14 00

Bath Tubs.
 Zinc discount 35 per cent.
 Copper, discount, 30 p.c. dis. off Re-
 vised list.

Bells—Hand.
 Brass, 60 to 66½.
 Nickel 50 and 10 to 60 p.c.

Door.
 Gongs, Sargent's..... 5 50 8 00
 " Peterboro, dis. 50 per cent.

Cow.
 American make, discount 60, 60 and
 10 per cent.
 Canadian, dis 45 and 50 p.c.

Farm.
 American, each..... 2 00 5 00

House.
 American, per lb..... 0 35 0 40

Bellows.
 Hand, per doz..... 3 35 4 75
 Moulders' "..... 7 50 10 00
 Blacksmiths' discount 35, 40 per cent.

Belting.
 No. 1, leather, discount 45 to 50 and 5
 per cent.
 Best, ditto, 37½, 40 per cent.

Bench Stops.
 Per doz..... 5 00 6 00

Bits—Auger.
 Gilmour's dis 55 to 60 per cent.
 Excelsior, discount 60 per cent.
 Jennings' Imitation, list 45, 47½ per
 cent.

Car.
 Jennings' Gen, net list to 5 p. cent dis.
 Gilmour's, 47½ to 50 per cent

Expansive.
 Clark's, 15 per cent.
 Excelsior, 10 per cent.

Gimlet
 Clark's, per doz..... 0 65 0 90
 Diamond, Shell "..... 1 00 1 50
 Nail and Spike, per gross 2 25 5 20
Blind Rollers.
 Annex..... per doz. 1 25 1 75
 Mascot..... 1 35 1 85
 Erminie..... 1 12 1 20

Blind and Bed Staples.
 All sizes, per lb..... 0 11 0 15

Bolts.
 Carriage, dis. 70 to 70 and 10 per cent.
 dis.
 Tire, dis. 50 and 10 per cent.
 Stove, dis., 45 to 50 p.c.
 Elevator, dis., 35 to 40 p. c.
 Machine, dis., 65 to 70 per cent

Boring Machines.
 Complete, with Augers, ea. 4 40 7 50

Braces.
 Barber's..... 6 00 7 75
 Barber's Ratchet..... 10 00 11 00
 Farmers'..... 2 00 2 75
 Millar's Falls..... 15 50 29 00

Brackets—Shelf.
 Japanned Canadian, per
 doz. pairs..... 0 50 3 40
 Berlin Bronze Cana'n..... 0 85 3 20

Broilers.
 Light, dis. 65 to 67½ per cent.
 Reversible, dis., 65 to 67½ per cent.
 Vegetable, per doz., dis. 37½ per cent.
 Henis, No. 8..... 6 00
 " No. 9..... 7 00
 Queen City..... 7 50 10 00

Butchers' Cleavers.
 From 8 to 12 inch, per doz. 500 4 23

Batts—Brass.
 Wrought Brass dis. 60 and 10 0 70 per
 cent

Cast Iron.
 Loose Pin, dis 65 to 65 and 5 per cent.

Wrought Steel.
 Fast Joint, dis. 60 & 5 to 65 pc., dis.
 Loose Pins, " 60 & 5 to 65 pc., dis.
 Berlin Bronzed, dis. 70, 70 and 5 per
 cent.
 Gen Bronzed, per pair..... 0 40 0 65

Can Openers.
 Acme, per gross..... 9 00 10 00
 Sardine Scissors, per doz.. 3 75 4 50

Card.
 Horse, per doz..... 0 60 1 00

Carpet Stretchers.
 American, per doz..... 1 00 1 50
 Bullards..... 6 50

Carpet Sweepers.
 Bissell, per doz..... 22 50
 World..... 21 75
 Daisy, "..... 24 00
 Star, "..... 18 00
 Crown Jewel, per doz..... 29 00
 Grand Rapids, "..... 30 00 33 00

Cartridges—See Ammunition.
Castors.
 Bed, new list, dis. 50pc. } to 50 and 5
 Plate " dis. 50pc. } per cent.

Cattle Leaders.
 No 31 and 32, per gross..... 8 50 11 25

Cement.
 Portland, car load lots..... 2 70
 Thorold..... 1 10
 Queenston..... 1 10
 Napanee..... 1 10

Chalk.
 Carpenters' Colored, per
 gross..... 0 90 1 10
 White, lump, per lb..... 0 01½ 0 01½
 Red..... 0 05 0 06
 Crayon, per gross..... 0 14 0 18

Chisels—Socket, Framing and Firmer
 American, dis 70 per cent.
 Canadian, dis 35 per cent.
 Tanged Firmer per doz..... 0 85 4 00

Churns
 Daisy, dis. From factory 60 and 10 p.c.
 From stock 60 and 5 p.c.

Clamps.
 Judd's, dis. 20 p.c.
 Stearns, per doz..... 3 00 10 00

Clips.
 Axle, dis. 65 p.c.

Coffee Mills.
 Box..... 3 60 13 00
 Side..... 3 60 4 00
 Enterprise, No. 0..... 1 35
 " No. 2..... 2 70

Compasses, Dividers, etc.
 American, dis., 60 to 62 and ½ p.c

Cradles, Grain.
 Canadian, discount 25 p.c.

Door Springs.
 Torrey's Rod, per doz..... 2 0
 Coil, per doz..... 0 88 1 60
 English, "..... 2 00 4 00

Draw Knives.
 American, dis. 70.
 Canadian, dis 25 to 35 p.c.

Drills—Hand and Breast.
 Millar Falls, per doz..... 16 00 51 50
 Star, "..... 2 70
 P. S. & W., dis. 40 per cent.

Drill Bit.
 Morse, dis. 30 to 33½ per cent.
 Standard, dis. 40 to 45 p. c.

Elbows—Stove Pipe.
 \$1.00 to \$2.75 per doz.

Faucets.
 Cork Lined, per doz..... 0 30 0 60
 Wine, per doz..... 1 30 2 25
 Star, "..... 2 80 3 90
 Penns Corkstops, No 2 p.doz..... 1 70
 Petroleum, per doz..... 4 50 6 50

Files and Rasps.
 Kearney & Foot's discount Am. List
 50 & 5 to 50 & 10
 Black Diamond, 50 & 5 per cent. dis.
 Amer. List.

**Nicholson's dis., Amer. list, 50, 50 and 5
 per cent.**

**Toronto File Co., 50 and 10 to 60 p.c.,
 Amer. list.**

Jowitt's, dis. Can. list, 25pc. to 27½ p.c.
Horse Rasps, Kearney & Foot's dis
Am list, 50 p.c. 50 p.c. to 50 and 5 p.c

Horse Rasps, dis. 45 p.c. Amer. Hellers
Horse Rasps, Spencer's, dis. Can. list
40 p.c.
Horse Rasps, Toronto File Co., 50 and
10 p.c., Amer. list.

Fluting Machines.
 Each..... 0 60 2 00

Forks.
 Hay, Manure, etc, dis. 40 p.c.

Freezers, Ice Cream.
 Gem, dis. 50 and 5 to 50 and 10 p.c.
 Shepard's Lightning, dis. 50 to 50
 and 10 p.c.

Fruit Presses.
 Henis' per doz..... 4 00
 Enterprise, discount 10 p.c.
 Shepard's Queen City, dis. 15 p.c.

Fry Pans.
 Acme, discount 55 to 60 per cent

Gauges—Marking, Mortise, etc.
 Stanley's, dis. 50, 55 p. c.

Wire Gauges
 Winn's, Nos. 26 to 33, each 1 65 2 40

Glass.
 Window.
 Box Price.

Star.
 Per Per
 50 ft 100 ft.

Double Diamond
 Per Per
 50 ft. 100 ft.

1.45 2.70 2.00
 1.55 3.00 2.25

3.40 5.00
 3.70 5.50
 4.00 6.00
 4.50 6.75
 5.20 7.50
 5.90 8.50

9.50
 10.50

Pilkington.
Ordinary
 1st break..... \$3 65
 2nd "..... 3 90
 3rd "..... 4 60
 4th "..... 4 95
 5th "..... 5 40
 6th "..... 5 90
 7th "..... 0 50

Picture Glass.
Pilkington's ordinary.
 1st break..... 4 30
 2nd "..... 4 70
 3rd "..... 5 40
 4th "..... 5 90
 5th "..... 6 50
 6th "..... 6 90
 7th "..... 7 70

Glue Pots.
 Tinned, each..... 0 30 0 90
 Enamelled "..... 0 55 1 20

Grindstone Fixture.
 P. S. & W., per doz..... 4 25 4 65

Hammers—Nail.
 Maydole's net list to 5 per cent. dis.
 Can. discount 25 to 27½ p.c.

Tack.
 Magnetic, per doz..... 1 10 1 50

Sledge.
 Canadian, per lb..... 0 12½ 0 15

Ball Pean.
 English and Can., per lb. 0 25 0 37½

Handles.
 Axe per doz..... 00 3 50
 Store door "..... 1 00 1 80
 Chest, per doz pairs..... 0 40 2 50

Chisel.
 Firmer per gross..... 3 00 4 50
 Socket Firmer "..... 3 25 8 00
 Socket Framing per gross 3 75 5 00

Fork.
 C. & B., discount 35 per cent. to 40 p.c.

Hoe.
 C. & B., discount 35 per cent. to 40 p. c

Saw.
 American, per doz..... 1 00 1 25

Plane.
 American, per gross..... 3 15 3 75

Hammer and Hatchet.
 American, per doz..... 0 50 0 80

Cross Cut Saw.
 Canadian per pair..... 0 18 0 25

Hangers.
 Door 4 and 5 inch, per pair 0 40 0 80

Hatchets.
 Can., dis. 37½, 40 p.c.

Hinges.
 Blind, Parker's, dis. 60 to 60 and 10 p.c
 " Shepard's Noiseless, dis. 60 p.c
 " Buffalo, dis 60 to 70 p.c.

Light T and strap, dis 62½ to 65 per }
Heavy, per lb..... 0 42 0 05

Screw and Strap, per lb..... 0 03½ 0 04½
Per doz. sets

Screw, Eureka..... 1 13 1 80
Gate, Clark's..... 1 50 2 20
" Shepard's, dis 50 to 60 p.c.

Per doz. pairs
Spring..... 1 50 3 50
" Shepard's Niagara 1 75 1 90

Hoes.
 Garden, Mor ar, etc., discount 40 per
 cent.

Planter
 doz..... 4 00 5 00

Hooks—Cast Iron
 Bird Cage, per doz..... 0 50 1 10
 Clothes Line, "..... 0 27 0 63
 Harness, "..... 0 72 0 88

Hat and Coat, per gross..... 1 00 3 00
Chandelier, per doz..... 0 50 1

Wrought Iron.
 Wrought Hooks and Staples, Can
 dis. 35 to 37½ per cent.



HEADQUARTERS

—FOR—

Breech Loading Shot Guns, fine grades such as Greener,
 Clabrough, Smith, Lefever Richards, &c.

Powder, "F. F. Sporting," Celebrated "Trap" Caribou &c.
 Perfect loaded shot shell a specialty.

BOWMAN, KENNEDY & CO., London, Ont.

Wrought Hooks and Staples, Amer-
dis. 75 to 75 and 10 per cent.

Wire.
Hat and Coat, dis. 35, 40 p.c.
Belt, per 1,000 0 60 2 70
Screw, bright, Eng., dis. 45 to 50 per
cent.

Horse Nails.

Canadian, dis. 60 and 5 to 60 and 10
and 5 per cent.

Horse Shoes.

Per keg 3 45 3 60

Ice Picks.

Star, per doz 3 00 3 25

Kettles.

Brass spun, 7½ per cent. dis. off new
list.
Copper, per lb 0 40 0 45
Enamelled Can. 50 p.c.
American, 50 and 10, 60.

Keys.

Lock, Can, dis 50 p.c.
Cabinet, Trunk, and Pad-
lock, Am. per gross 1 60 4 75

Knobs.

Door, japanned, and N.P., Can. list
dis. 50 p.c.

Bronze, Berlin, per doz 2 75 3 25

Bronze, Gem, " 6 00 9 00

Lava " 8 75 10 00

Shutter, porcelain, F. &
J. screw, per gross \$1 30 4 00

Ladles.

Melting, per doz 1 70 4 50

Lemon Squeezers.

Porcelain lined, per doz 2 20 5 60

Galvanized, " 1 87 3 85

King, wood, " 2 75 2 90

" glass, " 4 00 4 50

All glass, " 1 20 1 30

Lines.

Fish, per gross 1 05 2 50

Chalk, " 1 90 7 40

Locks—Door.

Canadian, dis. per cent. 50

Russell & Erwin, per doz 2 90 7 50

Cabinet.

Eagle, dis. per cent, 30 per cent. to
33½ per cent.

Padlock.

English and Am. per doz 50 6 00

Scandinavian, " 1 00 2 40

Eagle, dis. per cent, 15 to 17½ per cent

Mallets.

Tinsmiths', per doz 1 25 1 50

Carp'trs', hickory " 1 25 3 75

Lignum Vita, " 3 85 5 00

Caulking, each 1 60 2 00

Mattocks.

Canadian, per doz 8 50 10 00

Meat Cutter

Enterprise, American dis. 17½ to 20
per cent. dis.

Canadian, 37½ to 40 per cent.

Home, each 42 2 35

Mining Knives.

American, per doz 42 2 35

Molasses Gates.

Stebbin's Patent, dis. per cent, 65 to
70 per cent

Nails.

Cut, 3 in. and upwards,
per keg base, price 2 40

Brads & Moulding Nails, 70 to 70 and
10 per cent.

Wire Nails, 70 to 70 and 10 per cent.

Nail Pullers.

German & American 1 85 3 50

Nail Sets.

Square, round and octa-
gon 3 38 4 00

Diamond 12 00 15 00

Oil.

Canada Refined Oil (Toronto) 15½ 16

Carbon Safety " 0 18 0 18

Canada W.W. " 0 20 0 20

American W.W. " 0 25

S. R. Seal per gal 0 63 0 65

Oilers.

McClary's Galvan. Iron
Oil Can, with Pump,
per doz 19 50

Zinc and Tin, dis. 50, 50 and 10.

Copper, per doz 1 25 3 50

Brass, " 1 50 3 50

Malleable, dis. 25 per ct.

Pails.

Galvanized, per doz 2 25 3 25

Pencils.

Dixon's, per gross 1 00 4 25

" Carpenter 2 25 3 60

Picks.

Per doz 6 00 9 00

Picture Nails.

Porcelain Head, p. gross 1 65 3 00

Brass Head, " 40 1 00

Planes.

Wood, bench, Canadian dis. 60 per
cent. American dis 45 to 50 per
cent.

Wood, fancy Canadian, or American
35 to 37½ per cent.

Bailey's (Stan R. & L. Co.) 35 to 37½
per cent.

Miscellaneous, dis. 15 to 17½ per cent.

Bailey's Victor, dis. 12½ to 15 per cent

Plane Irons.

English, per doz 2 00 5 00

Pliers and Nippers.

Button's Genuine, per doz. pra. dis
37½, 40 p.c.

Button's Imitation, per
doz. 7 40 10 25

German, per doz 60 2 60

Plumbs and Levels

S. R. & L. Co., dis. 65 p.c.

Poppers.

Corn, square, per doz 1 35 2 00

Pruning Shears.

Per doz 4 00 5 50

Pulleys.

Hothouse, per doz 55 1 00

Axle, " 22 33

Screw 27 1 00

Awning 35 2 50

Pumps.

Rumsey or Canadian Cistern 60 to
62½ per cent.

Pitcher Spout, 65 to 70 p.c.

Punches.

Saddler's, per doz 1 00 1 85

Conductors' " 9 00 15 00

Tinner's solid, per set 72

" hollow, per inch 1 00

Putty.

Bladder, per 100 lbs 2 00 2 25

Tins, lbs 2 50 2 75

Rail.

Barn Door, per foot 3 3½

Sliding Door, " 3½ 3½

Rakes.

Cast Steel and Malleable, Canadian
list dis. 40 per cent.

Razors.

Boker's, per doz 7 50 11 00

Wade & Butcher's " 3 60 10 00

Razor Stropps.

Currier's, per doz 1 25 3 60

Rivets and Burrs.

Copper Rivets, dis. 45 per cent. dis to
50 p.c.

Iron " " 40 to 45 per cent.

Burrs, Iron, 30, 33½ per c

Rivet Sets.

Canadian, dis. 30, 35 per c.

Rope

Per lb.

Sisal Manilla

7-16 in. and larger 9½ 9½ 12½ 13

¾, 5-16, ¾ in. 10 10½ 13 13½

¾-16 in. 10½ 14

Cotton, per lb. 22 25

Russia Deep Sea, per lb. 13½ 16

Jute 08 08½

Rules.

Boxwood, dis. 75 to 10 to 80 p.c.

Ivory, 7½ to 37½ to 40 per cent

Sad Irons.

Mrs. Potts, per set 0 85 0 90

" N. P. 1 15 1 20

Sad Heaters.

Dome, Shepard's, per doz 4 75 5 00

Sand and Emery Paper.

B. & A., sand, 30 p.c. to 30 and 5 p.c.

Emery, per quire 55 90

Sash Cord

Per lb. 22 50

Sash Locks.

Triumph and Morris, dis 37½, 40 per
cent.

Kempshell's dis. 40, 62½ per cent.

Canadian, dis. 45, 50 p.c.

Sash Weights.

Sectional, per lb. 2½ 3 00

Sausage Stuffers.

Each 1 00 3 00

Saws.

Hand, Disston's, dis 10 p.c.

S. & D., dis. 35 to 40 per cent.

Cross-Cut, Disston's, per ft. 35 to 55.

S. & D. dis. 30 to 35 per cent.

Hack, complete, each 1 75 2 75

" frames only 75

Saw Sets.

Per doz 1 65 9 00

Scales.

Canadian List, dis. 40 p.c.

Scale Beams.

Canadian, B. S. & M. dis. 40 per cent

Scrapers.

Box, per doz 2 10 4 50

Foot, " 40 3 50

Screens.

Window, patent, per doz 6 00 7 50

Screw Drivers.

Sargent's, per doz 65 4 00

Screws.

Wood, F. H. Iron, 77½ per cent. dis.

" F. H. " 72½ " " "

" F. H. Brass 75 " " "

" R. H. " 70 " " "

Diamond Point wood screw nails,
bright, dis. 77½ and 20 per cent.

Bench, wood, per doz 3 25 4 00

Bench iron per doz 4 25 5 75

Scythes

Discount 40 per cent.

Scythe Snaths.

Canadian, dis. 35 to 40 p.c

Shears.

B. & W., japanned, dis. 75 per cent.

B. & W. N. P., dis. 65 p.c.

Seymour's dis. 60 p.c.

Aetna, dis. 75 to 75 and 10 per cent

Heinisch 60 per cent.

Sheaves

Sliding Door, per set 77 1 40

Shovels and Spades

Canadian, dis. 40 p.c.

HALIFAX SHOVEL CO.

Fenerty's disc, 45 to 50 per cent.

Sieves

Wood Rim, black, p. doz 1 15 1 35

" tinned, " 1 35 1 60

Tin Rim, " 2 30 2 45

" black, " 1 80 2 25

Snaps.

Harness, German, p. gro. 1 65 5 50

Acme, " 3 00 5 00

Lock, Andrew's " 4 50 11 50

Soap

Sapolia ½ gross boxes 3 25

" and ¼ gross boxes per
gross net cash 12 00

Soldering Irons.

Per lb. 0 28 0 30

Wrought Spikes

Discount, 20 to 25 per cent. dis.

Spoke Shaves.

Wood, English 1 80 5 00

Iron, American 1 35 2 35

Spoons and Forks.

Tea Spoons per gross 7 50 12 00

Dessert " " 21 00

Table " " 30 00 30 00

Dessert Forks 24 00

Medium " " 27 00

Table " " 36 00

Squares.

Iron, per doz 1 65 2 90

Steel, dis. 75 p.c. to 75 and 10 p.c.

Try and bevel, dis. 50 to 52½ per cent

Staples.

Fence, galvanized, per lb 4½ 4½

Wrought Iron, dis. 75, 75 and 10 per
cent.

Stocks and Dies, Amer. dis. 25 per
cent.

Stone.

Washita, per lb 0 25 50

Hindustan, per lb. 0 06

" Slips, per lb 9

Labrador, per lb 0 13

HARDWARE

SIMPSON, HALL, MILLER & Co.,

16 and 18 DeBresoles St., Montreal.

TRADE MARK FOR



HOLLOW WARE.

REGISTERED
TRADE MARK FOR



KNIVES, FORKS, SPOONS.

MANUFACTURERS OF THE

Finest Quality Electro-Plated Ware.

AND SOLE MANUFACTURERS OF THE CELEBRATED

WM. ROGERS' Knives, Forks, Spoons, Etc. A. J. Whimbey, Manager.

TRAVELLERS

SHOULD SEND 25c. FOR

"DRUM TAPS"

The Experience of a Hard-
ware Traveller,

RECENTLY PUBLISHED IN

HARDWARE.

SPOONER'S

COPPERINE

Best Box Metal Extant
For Machinery Bearings.
Stands any Weight or Motion.
Solid Comfort for Engineers.
Most Favored Metal in Canada
Used and Recommended by
the Best Manufacturers and
Owners of Machinery in this
country.

It admits no Competition.
COPPERINE
will do all your work.

GENERAL STOREKEEPERS
Who deal in Dry Goods
Should Subscribe for
THE DRY GOODS REVIEW
It will keep you informed
on all important questions
of the day affecting the
Dry Goods and
allied trades.
SUBSCRIPTION \$1.00
SEND FOR SAMPLE COPIES
THE DRY GOODS REVIEW, TORONTO
THE J.B. McLEAN CO. (LTD.) PUBLISHERS.

How to Sell Goods

Send Ten Cents to the HARDWARE PUB-
LISHING CO. for a copy of B. F. Cumming's
Prize Essay on "How to Sell Goods."

Hardware Pub. Co.,

6 Wellington St. W., Toronto.



When writing to our advertiser please inclose
the above.

P. DOTY & SON,

Successors to

W. B. CHISHOLM

Manufacturers of

1, 2, 3 Bushel

Grain

AND

Root

BASKETS

P. DOTY & SON

Oakville, Ontario.



Commercial Travellers.

To any traveller who will send us one
new subscriber for three months we will
send all the back numbers of the paper con-
taining "Drum Taps." A most entertain-
ing sketch of a week spent on the road by a
well-known American Traveller.

Plate Glass

ALL SIZES IN STOCK.

MANUFACTURERS OF

STAINED GLASS FOR EVERY PURPOSE.

McCausland & Son,

72, 74, and 76 KING ST. W., TORONTO.

Telephone 1112.

TRAVELLING MEN

T WANTED to pass an opinion on
"Drum Taps," Leaves from the Dairy of a
Hardware Traveller recently published in
HARDWARE, by Wm. H. Maher

Every traveller will want to compare the
writers' experience with his own. Every
man connected with the business world, be
he clerk or merchant, will desire to see how
goods are sold and read a description of a
week on the road that is neither colored nor
exaggerated.

Will be sent on receipt of 25c.

ST. LAWRENCE FOUNDRY CO.,

262, 278 Front St. East, Toronto.

MANUFACTURERS OF

Cast Iron, Gas, Water and Sewer Pipes

and Castings of every description.

A large stock of Iron and Steel Beams
kept on hand.

HARDWARE.



The Buffalo Hot-Water Heaters.

Thoroughly tested, very economical and efficient. The most perfect boiler yet produced.

For Prices apply to

H. R. Ives & Co.,

Hardware and Stove Manufacturers,
MONTREAL.

THE DEMAND FOR Loaded Shot-Shells

IS BEST MET WITH OUR

"TRAP"

—AND—

"DOMINION" BRANDS.

ALTHOUGH RECENTLY INTRODUCED THEY
ARE VERY POPULAR.

DOMINION AMMUNITION

IS FAST SECURING THE
WHOLE MARKET.

DOMINION CARTRIDGE CO., LTD., MANUFACTURERS,

MONTREAL, - QUE.

ONLY RUBBER FACTORY IN ONTARIO.

H. D. WARREN, Pres. and Treas.

CHAS. N. CANDEE, Sec'y.

The Gutta Percha & Rubber Mfg. Co. OF TORONTO.



Only makers of Wire Wound Hose on which the wire does not require to be fastened to couplings, or by other clumsy device to prevent coming loose from the hose. Ours may be cut at any point. Wire applied to any Hose up to 3 inch diameter.

Our Garden Hose is all HAND-MADE, and is The Best Manufactured. Record Unparalleled! Sold under guarantee and NOT ONE DEFECTIVE. SECTION reported during 1890.

Belted, Fire Hose, and Mechanical Rubber Goods of all kinds. Mackintosh and Rubber Clothing. Factories, (Parkdale), Toronto.

GUTTA PERCHA & RUBBER MFG. CO. OF TORONTO.

43 Yonge St., - - TORONTO.

IRON WIRE. !

Write for Prices to

STEEL WIRE !

Bright,
Annealed,
Oiled,
Spring,
Galvanized,
Tinned,
Coppered,
Also Wire Fencing and Staples.



—FOR—
Telephone,
Telegraph and
Electrical purposes.
—FOR—
Nails,
Rivets
Mattresses,
Brooms,
Also WIRE NAILS and WOOD
SCREWS.

BRASS WIRE !

Box 1964, Montreal, or
27 Front St. E., Toronto.

COPPER WIRE !

